

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 12, 1902.

Number 960

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.

ELLIOT O. GROSVENOR

Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
1232 Majestic Building, Detroit, Mich.

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.
Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries
Grand Rapids, Michigan

WILLIAM CONNOR

WHOLESALE READYMADE CLOTHING

of every kind and for all ages.
All manner of summer goods: Alpaca, Linen, Duck, Crash, Fancy Vests, etc., direct from factory.
28 and 30 South Ionia Street,
Grand Rapids, Mich.
Mail orders promptly seen to. Open daily from 7:30 a. m. to 6 p. m., except Saturdays to 1 p. m. Customers' expenses allowed. Citizens phone, 1957. Bell phone, Main 1282.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



Offices: Widdicom Bldg., Grand Rapids.
Detroit Opera House Block, Detroit.
L. J. Stevenson, Manager

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

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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicom Bldg., Grand Rapids, Mich.

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

C. E. McCrone, Manager.

Tradesman Coupons

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HIS RIGHT TO POSE.

When a man sets up for a hero he would be foolish to let slip any opportunity that might enhance his heroic stature in the eyes of the mob. Admiral Schley is not foolish in his generation. Evidently he loves the adulation of his fellow citizens and he is feeding to a surfeit upon the manna that showers his rose-strewn pathway. He accepts the popular notion that he is a hero and smiles complacently while enthusiastic but misinformed committees address him as "one of the foremost naval heroes of all times." In his heart of hearts he knows that he is not anywhere near the "foremost naval heroes" of all or any time, but he is content to let the people think as they please, and he would not for the world disabuse their minds of their error.

Perhaps Admiral Schley hopes that this demonstration in his honor will be received as a rebuke of the court of enquiry that refused to hail him as the hero of Santiago, in the face of testimony going to show that he had no more to do with the winning of that famous fight than any of the other commanders. If this is his thought, he will probably live to learn that the verdict of Chicago and the acclaim of Louisville are of little historical value while the decision of the court is an authentic document, to be filed in the archives and preserved beyond the time when the breath of this "ovation" shall have mingled with the whispering winds that ruffle the Great Lakes or bend the fields of blue grass to humble obeisance—beyond the time when the clamor and the shouting shall have ceased to echo against the dead walls of cities and the rock-ribbed slopes of the eternal hills.

Still, it would savor somewhat of an invidious disposition to take exception to Admiral Schley's all too evident desire for approbation. There is no law, human or divine, that prohibits any man from posing as he pleases. Neither is there any law that will compel any other man to accept Admiral Schley's pose as the real thing. It was the purpose of Caesar to place himself only a little lower than the gods, and even Cassius did not deny to him the personal privilege of imagining himself anything

short of Divinity; it was not because Caesar thought himself great that he was slain at the foot of great Pompey's statue. If it had not been within the power of Caesar to compel belief in his assumption, he might have died in his bed of some ordinary quotidian infirmity.

Therefore, as long as Admiral Schley only poses as a hero, without the ability to stir a mutiny on his behalf in the hearts of the people, we may bear with his amiable vanity and laugh or shout, as the humor moves us. Heroes are very plentiful in this age—as plentiful as the heroes of the multitude of historical novels now pouring in a deluge from the press, and as evanescent and unsubstantial.

The business of being a divine healer seems to be flourishing in these days. Several of them who have started out have succeeded in hoodooing enough people to make the vocation profitable. A new one has just gone into the business in New Jersey and James Van Middlesworth has risen from the rank of a railroad fireman to that of a man who cures by the laying on of hands. He says that not long since he had a dream where some voices pointed out to him that he possessed mysterious power for curing bodily ailments, and he straightway engaged in that calling. Up to date his principal successes have been with cases of rheumatism. He has enough followers to get his name into the newspapers and presumably before this he is making more money than he ever did as a fireman. It certainly seems as if a goodly percentage of the people in every community willingly submit to humbugs.

It is not often that J. Pierpont Morgan is quoted in a newspaper interview on any subject, and in consequence there is greater attention whenever he does say anything. A reporter who went to him for information respecting a railroad transaction ventured to ask whether he believed, as some profess to believe, that the flood tide of prosperity had been reached and was turning. Said the financier: "Such a question scarcely needs an answer, for the facts speak for themselves. The phenomenal prosperity of the country is so self-evident that you have the answer to your very hand. More; not only is the prosperity here, but all the signs, all the promises, all the indications are that it is here for a long time to come. I have absolute faith in the future."

The Tradesman cordially greets the new owner and staff of the Detroit Trade and trusts their career may be less stormy and more lucrative than that of their predecessor. So long as they conduct themselves and their publication in a straightforward manner, they will have the hearty good will and co-operation of the Michigan Tradesman. If, on the other hand, they are so shortsighted as to continue the peculiar tactics of their predecessor, they can hardly expect to fare any better than he did.

GENERAL TRADE REVIEW.

By sheer force of the general activity controlling in all fields of productive and transportation trade the long dullness which has characterized Wall Street seems likely to be ended, or at least turned into a more normal volume of trade with upward tending prices. There is yet no rush of speculative buying, but the number of lines of securities which are moving to higher levels is so great that a new high record is made for the average of the leading railway shares. The fact of high prices operates to keep out the general public, but there has been a quiet movement on the part of investors in lower priced securities which argues confidence in the general situation. Among industrials copper is again the disturbing factor, notwithstanding the improvement in the price of the metal. The fact of local bank troubles in Detroit and in places having connections with the embarrassed institution has no bearing on the general situation. These are only the results of reckless speculation on the part of youthful adventurers and serve to exemplify the logical outcome of the entrusting such interests to "Napoleons of finance."

The general monetary condition of the country was never better. The money in circulation is now at the unprecedented record of \$28.77 for every man, woman and child in the country. The outgo of gold for January was only one-fourth that of the same month last year notwithstanding the fact that with the greatest Treasury holdings ever known the yellow metal could be easily spared.

Iron and steel industries report unabated activity except where severe storms are interfering with the prompt delivery of materials. Coke is being offered freely by the producers, but the heavy, drifting snow operates to produce such a congestion of traffic as was caused by lack of rolling stock earlier in the season. Most sales of pig iron, etc., are for the latter half of the year. Those who have failed to make provision for the earlier months seem likely to have to pay a liberal premium. Operators are keeping prices down in most of the shapes, including structural, which are eagerly sought, but aside from the recent advance in wire and nails, no material changes have been made.

In textiles the cotton goods market has been comparatively quiet, but prices of some lines have made gains. The raw staple has stiffened considerably in price. Wool shows increasing strength, also, with exceptionally heavy shipments from Boston. Mills are consuming freely and prices of some fancy goods have been advanced. Shoe shops are busy and prices fully maintained.

A country physician keeps warm on his long, cold drives by the use of newspapers. He wraps his feet in them before drawing on his loose, thick boots; several thicknesses of them are tacked between two carriage robes; two large-sized ones are tacked across the back of his great coat, while a folded one across his chest keeps out the blast in front.

Getting the People

The Use of Geniality and Humor in Advertising.

It is often said that advertising should be treated as a serious subject, that business is business, and any attempt to introduce humor or geniality is out of place. I apprehend, however, that there is not so much reason to decry the use of humor as there is to caution against attempt to its employment by those who are not able to discriminate between genuine humor and the bungling efforts of would-be disciples of the lighter vein who are deficient in its appreciation.

I have no quarrel with the proposition that business is serious. The man of trifling disposition, who can not learn to take anything seriously, has no place in the world of business. But it by no means follows that the ideal business man is the embodiment of taciturn moroseness. On the contrary the business man who is actuated by a spirit of good natured geniality brings a quality into his work which not only serves to brighten the lives of all around him, but, when strengthened by a reasonable modicum of common sense, gives him an equipment of power in any field of work, and most of all, business. While all are prepared to accept this contention there may be a question in the minds of some as to whether such a spirit should be permitted to become manifest in the advertiser's work.

I have previously taken occasion to deprecate the admission of undue familiarity of manner in advertising. But there is a difference between familiarity and geniality, or even humor. Familiarity, when not justified by intimate acquaintance, is offensive and repellent. Humor, when it is humor, should be as dignified and respectful as any other form of literary intercourse.

Humor, I take it, at least the kind that interests us in this connection, is a manifestation of geniality rather than a funny or cunning manner of expression. Now there are many business men of the most genial disposition who are the embodiment of concise brusqueness in all their literary work. Indeed, business correspondence has created a new standard of abrupt conciseness which is accounted the proper manner of communication. But every business man who has taken the time to observe differences in his correspondence has learned that there is a great variety in the literary quality of the letters he receives. He finds there are some correspondents whose pleasant missives he opens with an unconscious pleasure. It is not that the writer departs from the concise definiteness which should characterize all business, but in the manner of expression there is a spirit of wholesome geniality which is simply the natural expression of the writer's disposition.

One of the most difficult things for most men to attain to in this world is naturalness of expression. How many there are of our happiest, most genial acquaintances who, just as soon as they attempt to give formal expression on paper, either with the pen or by dictation, become crusty and stilted. It is simply that they have not yet learned to give their thoughts on paper as they would in speaking.

It is the same in advertising. Some writers of publicity are able to express themselves naturally, and that not at the expense of business conciseness. When such are naturally endowed, with a genial, whole-souled disposition, or

Don't Catch Cold.

We still have a good assortment of WARM FOOTWEAR, consisting of Socks and Rubbers, Felt Boots and Rubbers, Felt Shoes, Arctics, Leggise, etc., which we will sell at Bottom Prices. We are receiving a new stock of Spring Shoes in all the Popular Leathers and Styles which may be seen at our store. We are headquarters for

Staple and Fancy Groceries.

Call and get 20 lbs. Granulated Sugar for \$1.00.

Yours for Boots, Shoes and Groceries.

L. E. MOORE.

TRY "LITTLE WONDER" FLOUR.

Made by our special process.

ALSO

Buckwheat Flour, Graham,
CORNEAL ETC.

Beach Milling Co.

Hay, Feed and Millstuf
Delivered to any part of the city.

CITIZENS PHONE 53.

How About Something New In Furniture?

This is a splendid time to look up that line. And we wish to announce to you that we have our stock in shape to show you the new things in Furniture and will be glad to show our line to you.

Young married people intending to go to housekeeping will find our store stocked up with just such Furniture as they will need and at prices to suit the pocket-book. We are always willing and glad to show our line and endeavor in every way to please our customers. Picture framing a specialty.

Good & Amstutz.

Furniture Dealers and General Merchants.

Wedding Silver

We can offer you many advantages in the purchase of Wedding Presents here. Every article is of the very latest pattern, the finest quality, and ranges from the little priced souvenir to the finest productions of the leading silversmiths.

Repair Department

If you have had trouble with your watch, or if your clock does not keep good time, take it to Crawford. No repair work too difficult for him. Satisfaction guaranteed or money refunded.

CRAWFORD, THE JEWELER.

FARMERS

See us before purchasing in the Implement line. It will pay you. We have added a new department—

HARNESS, ROBES, WHIPS, ETC.

at prices that will win. We invite careful inspection.

VAN ALSTINE & GILBERT,

214 Mitchell Street, Petoskey, Michigan.

Closing Out Sale

OF WINTER FOOTWEAR

A great snap
for Cash Buyers

Sale Commences Saturday January 26th.

Just get the following prices:

Men's Apply 8 in. leather top Rubbers, was \$2.25 now \$1.82.

Same as above only with extra heavy rolled edge sole, was \$2.50 now \$1.97.

Men's extra good quality Felt Boots and Rubbers, was \$2.50 now \$1.99.

Men's Boston 1 buckle Arctics either light or heavy was \$1.50 now \$1.19.

Men's 3 buckle Arctics was \$2.25 now \$1.57.

Ladies 4 buckle Arctics was \$1.50 now \$1.27.

Ladies cloth Storm Slippers was 75c now 67c.

Boys—One buckle Rubber for over socks, size from 2½ to 6, was \$1.10 now 83c.

Boys 1 buckle Arctics sizes from 2½ to 6 was \$1.10 now 83c.

One pair of cork insoles for 5c. We are not heavily loaded with the above goods, so don't wait but buy now. Remember also to bring the cash.

Bentley & Swanson.

You Are Fully Protected

When you have your prescription filled here. Only pure drugs and chemicals are used in putting up our prescriptions.

ECKEL DRUG CO.

GEO. EGKEL, Ph.G.
Manager



THE WORKS
OF A WATCH

Are the important part, pretty case doesn't always contain the best timekeeper. We sell the Elgin, Waltham, Hamilton, Hampden and Illinois watches, and can give you any style case you desire.

Our prices defy competition.

BREWER & MOODY,
JEWELERS AND OPTICIANS,
O.T.W. Watch Inspectors,
2 WEST MAIN ST.

by cultivation have acquired it—it is possible to cultivate it—the spirit of good humor gives a power in all their business work which becomes manifest in every mode of expression. The men of selfish, crusty disposition (they are not as common as many think) go through this world sadly handicapped in any avocation. Advertising is no field for such. But the man who lacks not the whole-souled, genial generosity which may open any avenue of success does well to break down the barriers of artificial formality which prevent his giving expression to his natural disposition. There are many who go through life without learning this essential, and so fail of the complete success which their qualifications should command.

* * *

There is a seasonable aptness in the introducing display of L. E. Moore which is calculated to gain favorable attention. The advertisement is well written, except that the inclusion of the grocery portion is incongruous. Had this part been put into a separating panel down at the left, so as not to make a break in the main advertisement, it would not have been so bad, but it is never well to change the subject to another branch, because it destroys the force of both. A better plan would have been to devote this space to footwear and the next, or another, to the other department of trade. I would have reduced the first display line and run the matter farther from the border; also the signature would have been better in a De Vinne letter, as the extended antique does not harmonize with the remainder.

The Beach Milling Co. furnishes a general flouring mill advertisement which is not bad, but is subject to some minor improvements. I should have tried to avoid the introduction of so many styles of type and should have corrected the wrong font apostrophe in the main display line, or omitted them entirely. Perhaps the use of white is a little extreme, but if so it is a fault in the right direction.

The general plan of the furniture advertisement of Good & Amstutz is all right, but I think the printer has given a little too heavy a display. Then there is a little too much in the main paragraph for easy reading. There is some repetition which should have been avoided and some of the propositions are a little too general and self evident.

The jewelry advertisement of Mr. Crawford is open to the objection of being too general and is carelessly written. Thus the second sentence, "Every article * * * ranges from the little priced souvenir to the finest productions," etc. Every article could hardly have such a range. It must require a number of articles. Then I would either omit the repair department to form the subject for another advertisement or, at least, separate it by a panel from the remainder.

An effective production in the way of advertisement writing is given by Van Alstine & Gilbert, and their printers have given them an excellent display.

There is a business ring about the advertisement writing of Bentley & Swanson which shows bustle and will be effective in bringing trade. I do not like the selection of the type for the display or the way in which it is balanced—there is nothing that stands out. I notice the word Arctic is spelled three times with but one "c"—a common error, but not so common as to make it admissible. The price feature will sell goods and the business way in which the cash is referred to and the disclaiming of being overloaded are good features.

A suggestive and strong general drug advertisement is that of the Eckel Drug Co. The printer's work is exceptionally good.

Brewer & Moody write a good watch advertisement which is treated simply and consistently by the printer.

Testimonial That Tells

The following letter from one of the most discriminating judges of coffee in the country is self explanatory:

CONRAD H. SMITH.
J. HENRY SMITH.

ESTABLISHED 1859.

PETER SMITH & SONS, IMPORTERS.

Wholesale and Commission

BUTTER, EGGS, CHEESE, TEAS,
COFFEES, DELICATESSEN.

Office and Salesrooms:

18 to 22 Gratiot Avenue,

DETROIT, MICH., Jan. 6, 1902.

Telfer Coffee Co.,
City,

My Dear Mr. Telfer:--When I wrote you a year ago giving you the number of pounds of coffee sold in 1900 I had no idea that the year 1901 would show so great an increase as it does.

In 1900 we sold a little over 70000 pounds, in 1901 however we sold over 100000 pounds of roasted coffee, every pound of it coming from your establishment and nearly every pound of it went over our counters in from 1 to 10 pound lots direct to the consumer.

Taking into consideration the short time we have been engaged in the coffee business we think this a remarkable showing and it's one we are justly proud of.

In reviewing this part of our business we are reminded of the fact that in 1898 our sales were about 30000 pounds, and in the first half of 1899 we sold about 18000 pounds.

We had a great deal of trouble with our coffees; the complaint was "the last coffee was not like it was before".

If you remember it was about July 1st. 1899 we sought your advice; you changed our blends and from that time on our coffee trade began to grow.

The end is not yet; in fact I feel that we have just commenced, and the year 1902 will show a greater increase than 1901 did over 1900.

We have done and are doing some good advertising, we have the best clerks in the city of Detroit, we have the best and most up-to-date store in the city of Detroit; but if we did not have quality and uniformity in our coffee good advertising, the best clerks or an up-to-date store would not sell the goods.

Our coffee business is a source of pleasure as well as profit.

I beg to remain,

Yours Respectfully,

Peter Smith & Sons
Per J. Henry Smith

We want one energetic merchant in every town in the United States to handle our line of Coffees. If you have the push we will guarantee to get the coffee business for you. We will be glad to send samples and quotations. Coffees from 8½ to 36c, and nothing but Coffees.

TELFER COFFEE CO., Detroit, Mich.

Around the State

Movements of Merchants.

Flint—Hand & Gordon succeed L. H. DeLong in the laundry business.

Lansing—C. J. Rouser has added a soda fountain to his drug equipment.

Muskegon—J. Pant, grocer and meat dealer, has sold out to Henry F. Patterson.

Detroit—John Starzyk has purchased the grocery stock of F. Michael Mickiewicz.

Battle Creek—Lew Reasoner has purchased the drug stock of C. Wilson Erskine.

Detroit—Jesse M. Burke succeeds Oscar F. Hiller in the grocery and meat business.

Muir—J. D. Strachan, general dealer, is confined to his home by an attack of the grippe.

Battle Creek—Sidney A. Erwin succeeds Erwin & Van Haaften in the drug business.

Fosters—Christian G. Pickel has purchased the general merchandise stock of Oscar R. Harden.

Brighton—G. William Galloway, dealer in grain and beans, has sold out to A. C. Stewart.

Bessemer—The Bessemer Co-operative Society is closing out its stock and will retire from trade.

Bloomington—Burdette Melvin, dealer in agricultural implements, has sold out to Joy & Melvin.

Oakley—F. W. Pearce has sold his stock of general merchandise to Milo Crane, of Henderson.

Ypsilanti—M. J. Davis has purchased the interest of his partner in the grocery firm of Scott & Davis.

Detroit—J. A. Van Arman has purchased the grocery stock and meat market of J. Knight & Sons.

Marquette—The A. T. VanAlstyne Dry Goods Co. has been organized with a capital stock of \$50,000.

Ann Arbor—Jacob Lutz has leased a store building on South Main street and will open a clothing store.

Spruce—Johnrowe & Gillard have purchased the general merchandise stock of Alex. E. Bushey.

Eaton Rapids—E. B. Mowers is closing out his shoe stock and will discontinue business at this place.

Petoskey—Albert Fochtman will open a general merchandise store about Feb. 20 in the New Barnum block.

Lapeer—Adelbert H. Ainsworth continues the hardware business of Ainsworth Bros. in his own name.

East Tawas—F. H. Richards & Co. is the style of the new hardware firm which succeeds Richards Bros.

Sault Ste. Marie—John F. Moloney & Sons succeed John F. Moloney in the wholesale and retail liquor business.

Tower—Weinberg Bros. have engaged in general trade, having purchased the merchandise stock of Dominick Potvin.

Brighton—Barnhart & Gregg, general merchandise dealers, have dissolved partnership, H. W. Gregg succeeding.

Coopersville—E. H. Nixon has purchased the meat market of Leon Ives and has discontinued his own market.

Bronson—Reynolds & Palmer is the style of a new firm organized to succeed Nichols & Reynolds in the lumber business.

Holland—Jos. A. VanArman has retired from the grocery firm of Hams & VanArman and will engage in the grocery business at 1302 Grand River avenue, Detroit. W. A. Hams will continue the business at the same location.

Muskegon—A. Gagnon, the Bluffton grocer, has opened a branch store at the corner of Hughart street and Grand avenue.

Detroit—Clench & Douglas is the style of a new firm of manufacturers' agents, with offices at 29 Monroe avenue.

Sault Ste. Marie—J. W. Martin has purchased the interest of his partner in the paint and wall paper firm of Martin & Field.

Port Huron—Edgar C. Boice has admitted his brother to partnership in his dry goods business under the style of Boice Bros.

Luther—W. H. McQuarrie has had to give up his business for a time owing to ill health. He has gone to St. Louis for medical treatment.

Bay City—M. E. Raymond & Co., furniture dealers, have dissolved partnership. The business will be continued by M. E. Raymond.

Kalamazoo—Van Kersen & Hull, milliners and merchant tailors, have dissolved partnership. The business is continued under the style of Hull & Jordan.

Fremont—G. E. Hain has merged his hardware and implement business into a stock company under the style of the G. E. Hain Co., with a capital stock of \$19,200.

Charlotte—The hardware firm of Chapin & Rue has been dissolved. Clark D. Roberts has purchased the interest of Mr. Chapin, who retires on account of poor health.

Detroit—The Rothschild Millinery Co. has filed notice with the Secretary of State that all its property, goods, rights, etc., have been disposed of to James J. O'Dwyer, trustee.

St. Louis—A. B. Smith has repurchased his interest in the agricultural implement business and the firm will hereafter be known as Mey & Smith, successors to Edgar & Smith.

Detroit—Traugott, Schmidt & Sons have purchased the season's wool stock of J. O. Hilton and Kenny & Taylor, St. Louis. There are ten carloads and the amount will come to about \$2,500.

Mancelona—The style of the general merchandise firm of Rogers & Derby has been changed to Rogers Bros. H. R. Derby has disposed of his interest in the business to Howard Rogers, of Hesperia.

Kalamazoo—The hardware firm of Boerman & Bogard, at 308 West Main street, has been dissolved, P. J. Boerman retiring on account of poor health. J. C. Bogard will continue the business at the same location.

Portland—F. E. Hixson has disposed of his interest in the hardware firm of Kennedy & Hixson to his partner, Duncan Kennedy, who has sold a one-third interest to Oscar Derby. The new firm will continue as Kennedy & Derby.

Detroit—Jno. D. Mabley, the Woodward avenue clothier, accompanied by Mrs. Mabley, is on a six weeks' pleasure trip through the South and West. They will visit New Orleans, St. Louis, Denver, San Francisco, Salt Lake City and Los Angeles.

Traverse City—S. Kabaker, who has been conducting a dry goods and clothing store on the corner of South Union and Sixth streets, has sold his stock to the Boston Store and the goods will be closed out at special sale. Mr. Kabaker has decided to go to Chicago.

Detroit—Alburn H. Krum, proprietor of A. H. Krum & Co., jobber of rubber footwear, has merged the business into a corporation under the style of the

Detroit Rubber Co. The corporation has a capital stock of \$25,000, all paid in, held by three persons, as follows: Eben H. Paine, of New York, 50 shares; Alburn H. Krum, 2,400 shares; M. S. Peters, 50 shares.

Vernon—Charles J. Shaw has sold his hardware stock to Edward Easler, of Corunna. Wm. Shaw has formed a co-partnership with Wm. Cole, Jr., and will engage in the implement business at Durand. They have already begun the erection of a store building.

Imlay City—It is rather unusual for five brothers all to be engaged in business in one town, but such has been the case at Imlay City for many years. Charles and William Marshall own and conduct a roller process flour mill; John Marshall has a lumber yard, Joseph Marshall a men's furnishing store, and, until about a year ago, David Marshall owned one of the largest dry goods stores in the town. The Marshall brothers are of Scotch ancestry and are among the foremost citizens of this place, having always been actively identified with the best interests of their home town.

Manufacturing Matters.

Zeeland—The Zeeland Furniture Co. has declared a dividend of 15 per cent.

Crisp—The stockholders of the Crisp Creamery Co. have declared an annual dividend of 20 per cent.

Jamestown—The Jamestown Creamery Co. has paid its stockholders an annual dividend of 15 per cent.

Boyer City—The Boyne City Chemical Co. has filed articles of incorporation. The capital stock is \$100,000.

Battle Creek—The capital stock of the Phelps Medical & Surgical Sanitarium has been increased from \$250,000 to \$400,000.

Commerce—M. C. Parshall & Son, flouring mill operators, have dissolved partnership. The business is continued by Milton C. Parshall.

Ithaca—Chas. T. Rogers, planing mill operator and furniture dealer and undertaker, is succeeded in the furniture and undertaking business by Harrington & Barden.

Harbor Beach—J. Jenks & Co., general dealers, manufacturers of starch and elevator and flouring mill operators, have sold their elevator and flouring mill to the Huron Milling Co.

Battle Creek—The L. D. Cooley Harness Co., Limited, with a capital stock of \$100,000, has been organized. Chairman, Frank E. Halladay; Vice-Chairman, William E. Halladay; Secretary and Treasurer, L. D. Cooley.

Detroit—When the Detroit Steel & Spring Works were turned over to the trust, the casting department was retained by the original owners who have filed articles at Lansing incorporating the Detroit Steel Casting Co. with a capital stock of \$100,000. T. H. and J. S. Newberry are the principal stockholders.

Holland—John Hummel has been elected President of the Cappon & Bertsch Leather Co. to succeed the late Isaac Cappon. John J. Cappon will continue as manager and C. E. Clark has been elected one of the directors.

South Haven—The Quaint Furniture Co., which opened a factory here some time ago, has failed. Duffy Bros., who were at the head of the concern, have skipped, and the creditors have become alarmed. An attachment has been filed and several liens put on the building.

Battle Creek—Articles of association for the Battle Creek Paper Mill Co., Ltd., have been filed. The capital stock is \$400,000 and the officers are: Chairman, Frank H. Latta; Secretary, Charles Hoagland; Treasurer, Sid Irwin; Attorney, W. H. North. The site of the mill has not yet been selected. It is intended to commence building in the spring.

Detroit—The Thomas Forman Co., Ltd., has filed articles with the register of deeds. The company is capitalized at \$100,000 and will manufacture maple flooring at Delray. The stock is divided as follows: Thomas Forman, Chairman, holds \$62,000 worth; Louis C. Hankey, Treasurer, \$25,000; Custer Ramsbey Secretary, \$5,000, and Louis C. Forman, \$8,000.

Three Rivers—An effort is on foot at this place to manufacture candies and do a general wholesale business in that line of goods. Several monied men are interested in the matter and nearly all of the necessary capital has been secured. The purpose of the company is to secure a building adapted to the work and conduct the business in a practical way. Perrin & Hunter are organizing the company on the basis of \$10,000 stock, with shares at \$10 each.

Wells—The contract for the erection of the new hardwood manufacturing institution of the I. Stephenson Co. has been awarded, and work has commenced. The building will be of gigantic proportions and will, when finished, contain machinery for sawing hardwood exclusively and that for the manufacture of hardwood flooring and inside finishings. It will be ready for operation early next fall and will be the largest and most complete plant of its kind in the world.

Reading—A deal was consummated here last week whereby the Reading roller mills and the Reading lumber yards changed hands twice. C. D. Schermerhorn traded his stock of lumber and building material to Eugene Divine for his interest in the grist mill, and Mr. Divine in turn sold the lumber stock to J. L. Crowl. Mr. Schermerhorn sold his acquired interest in the mill to Orris Gibbon, who is now sole proprietor of the business. Mr. Divine purchased Mr. Gibbon's interest in the down town feed store and has placed his son, Herbert, in charge thereof.

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

Look

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Calves

Butter

Eggs

to

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Baker

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GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

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 stronger and higher, commanding 24c for fancy and 23c for choice. Dairy grades are higher and stronger, due to lessened receipts. Fancy commands 16@18c. Choice fetches 14c. Packing stock goes at 13@14c.

Cabbage—65@75c 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 coming in so freely that the price has slumped, case count having declined to 20@21c per doz.

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 \$3.25 per box for fancy and \$2.75 for choice.

Parsley—30c per doz.

Potatoes—The market is looking up again and orders are again to be had on small margins. 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.

The Grain Market.

This week has been unusually dull in the wheat market, not much change, if any, and no excitement in the wheat pit. Exports were over 4,000,000 bushels in wheat and flour from both coasts. Dealers on the continent, seeing the apathy in our market, are passive, awaiting developments. They think they can get wheat at lower figures. Things go by contraries. Generally, when wheat is strong and has an upward tendency, farmers are holding on, and when prices sag and are weak, they rush their wheat to the markets; but this year, they do not sell, even if it goes down. The reason is they have other grains to sell—corn, oats and rye—and are holding onto their wheat until spring opens and they can see how the growing crop is going to turn out. Nevertheless, foreigners will have to come to the United States for their needs, as other exporting countries are bare of wheat, with the exception of Manitoba, which takes the place of the Argentine, at least for the present, but that can not last always. Our exports have been 50,000,000 bushels in excess of what they were last year at the corresponding time, and the amount fed to animals, at a low estimate is 40,000,000 bushels, making 90,000,000 bushels, so that, with the home needs, we will not have much to spare before the harvest comes. Should the spring open with freezing and thawing, which would injure the wheat plant, prices would go higher. When wheat is still held at 8c premium over May in the wheat centers,

the trade will have to pay for it if they want it.

Corn has been drooping, notwithstanding the short crop. As the roads are good, farmers' receipts have been better, which has an effect on prices. Corn has dropped from 70c to 61½c for May options. We think it is a good thing to buy.

Oats, likewise, are somewhat lower. However, as they are not in abundance and are controlled by one man, they do not yield to lower prices very easily. When delivery day comes, prices may enhance in value considerably.

Rye has been rather quiet and no change can be recorded. Holders of rye are firm. Exporters have to pay about 69c on the coast.

Beans are rather easy and have to be shaded in price on the market if any sales can be made.

Flour remains steady, as wheat has not changed much. There is not much change in price to either the local or outside trade.

Mill feed is held firm at last week's prices—\$22 for bran and \$23 for middlings.

Receipts of grain have been as follows: wheat, 62 cars; corn, 4 cars; oats, 4 cars; potatoes, 4 cars.

Millers are paying 83c for wheat.

C. G. A. Voigt.

The intimation from Emperor William that he desires no favors to be shown Prince Henry by organizations of German-Americans has been widely commented upon. The Emperor of Germany apparently does not regard Germans who emigrated to this country as having any standing except such as they have acquired as American citizens. They have renounced their allegiance to the Fatherland and affirmed their allegiance to the Government of this country. Germany has no claim upon them and they have no claim upon Germany except in a sentimental way. The Emperor hopes that Prince Henry will be welcomed by the American people and not by any particular element of it. In this position he shows good sense. Incidentally he reveals the weakness of those who cling to hyphenated terms of citizenship.

Battle Creek—The Enterprise Mercantile Association, Ltd., with \$1,000,000 authorized capital, has been organized to engage in the department store business. Officers: Chas. H. Rurey, Chicago, Chairman; L. B. Tompkins, Battle Creek, Vice-Chairman; George W. Bodine, Chicago, Secretary; Sid A. Cowan, Battle Creek, Treasurer.

Niles—As a result of domestic misunderstandings the firm of E. R. Rowe & Co., shoe dealers, has dissolved. Mrs. Rowe and her husband composed the firm. They are dividing the stock, and the woman will return to Columbia, Ind. Rowe, with his share of goods, will continue in business here.

E. L. Stanford & Co., whose grocery stock at Leroy was recently destroyed by fire, have re-engaged in business at that place, purchasing the new stock from the Ball-Barnhart-Putnam Co.

F. Hartman & Co., founders and machinists at 270 South Front street, have dissolved partnership. Henry J. Hartman continues the business in his own name.

Orville Rykert succeeds Claude Lamoreaux & Co. in the produce business.

The Grocery Market.

Sugars—Raw sugars remain practically unchanged, but with a firm tendency to prices. Refiners were ready buyers at current prices, but offerings were very light owing to the scant supply of raws. There is, however, an increase in the supply over that of a couple of weeks ago as the world's visible supply of raw sugar is 3,760,000 tons, showing an increase of 20,000 tons over Jan. 30. Refined sugars are practically unchanged, but the market is steady and prices are firmly held. There is a general disposition on the part of buyers to confine their purchases to such supplies as are needed to fill requirements and new business is light. There are no indications of any immediate change in price.

Canned Goods—The canned goods market is in good condition and most of the articles in this line seem to have settled down to a steady basis, from which we think there will be no material change in the near future, probably not until the new packing season opens. As usual, the most interesting article in the list is tomatoes. The demand for future tomatoes has been very good indeed, and the few lots that have been offered have been quickly snapped up. Offerings, however, are rather light, as some packers have sold their entire estimated output and have withdrawn from the market and others have not named any prices yet, preferring to wait a little until they are more sure of the acreage they will be able to secure. Viewing the market on futures from all standpoints and noting the extraordinary preparations being made for the pack this year, it is not reasonable to anticipate high values, notwithstanding the scare over the price of the raw material. Spot tomatoes have been very active for the month of February and continue in good demand. Corn remains remarkably quiet. There is almost no demand whatever for this article. Some look for a much better demand for corn from now on as there is usually a good demand for this line during the spring months. No prices have been made on future corn, nor is any one interested. There have been large sales of future peas and some packers have withdrawn from the market, having sold their entire output. Stocks of spot peas of all grades are very light, in fact, the best grades are and have been for some time entirely cleaned up. The outlook for a pea crop this season is said to be very promising. Of course it is early yet to say very much about this, but packers who are holding any peas all seem anxious to get rid of them as they do not want to carry over any stocks. If there is a large crop of good quality, this will be a season of low prices. Pineapples show considerable firmness and are in moderate demand. The feeling in gallon apples is considerably firmer and stocks are very light. Peaches are also in good demand at previous prices. Salmon is rather quiet. Dealers express confidence in the situation and, calling attention to the heavy consumptive demand, prophesy an active enquiry shortly, as stocks are gradually decreasing. Sardines are quiet and unchanged in price.

Dried Fruits—The dried fruit market is in good shape with fair demand for most lines. Prunes continue fairly active and stocks in first hands are becoming considerably reduced. Most holders report a very satisfactory trade. Prices are still unchanged in spite of good buying and advices from the coast that stocks there are very small. Loose muscatel raisins are steady but quiet.

There are the usual number of small orders, but no large transactions are reported. Seeded raisins, however, are in better demand. A year ago at this time the Eastern country was full of raisins and sales were slow. There were on hand in California 1,800 cars. To-day there are light stocks all through the East and a good demand. In California to-day there are not over 150 cars that can be seeded, and there will be no more until the new crop next October. This does not look like any lower prices, certainly. However, California seeded raisins will be exhausted at any price long before the new goods are ready. Peaches are meeting with good sale and prices are slightly higher in consequence. Stocks are light in California. Apricots are also selling well at unchanged prices. Dates continue in good demand and a very satisfactory trade is noted in this line. Prices show some firmness, particularly for Persians. Figs meet with excellent demand and are somewhat higher. Some dealers have advanced prices on all grades ¼ to ¾c per pound. Currants are in good demand at previous prices. Evaporated apples are selling well, and what few holders have any are getting good prices for them.

Rice—Trade in rice is very good and prices are firmly held. Stocks on the spot are moderate; buyers, as a rule, are inclined to make purchases only in a hand-to-mouth way, but they aggregate a very satisfactory business. Holders are very confident in the market and will not make any concessions in price.

Tea—The tea market is firm, with good demand. Green teas are very firm, with a higher tendency to prices, and black teas are strong in sympathy. The statistical position is strong and lower prices are not expected for some time.

Molasses and Syrups—There is no change in the molasses market and prices for all grades are steady. The demand is moderate, with no indications of any great increase in the near future. The feature of the corn syrup market is the combination of all the glucose manufacturers which has just been completed. In expectation of this combine being brought about, prices for corn syrup have been gradually climbing up for the past two or three weeks and we believe will go still higher. There has been a slight advance this week of 1c per case on syrup in cans.

Nuts—Trade in nuts during the week has been quiet. California walnuts are reported practically exhausted on the coast and stocks elsewhere are very limited. Some enquiry is noted for grenobles, but no important business resulted. Brazils are quiet at unchanged prices. Almonds are firm, Jordans being in very light supply and very firmly held. Peanuts are in good demand at unchanged prices.

Fish—Trade in fish is very good, as is usual at the beginning of Lent, and stocks of all grades are being reduced very fast. Prices are very firmly held with no concessions being made on anything.

Roller Oats—Rolled oats are quiet, with only a fair demand at unchanged prices.

A new drug store has been opened at Petoskey under the style of Marsh the Druggist. The Hazeltine & Perkins Drug Co. furnished the stock.

A kind word thrown at your husband will go farther towards a new bonnet than a rolling pin.

Clothing

Novelties Introduced For the First Time This Winter.

Our Canadian cousins, who are enthusiasts on all matters pertaining to outdoor sports, and especially those of the winter, are responsible for some simply magnificent creations in the way of tobogganing outfits that I have seen transported of late at several country house parties, as well as on view in some of the swell shops. They are outfits of the same stripe and pattern as those observed, in countless numbers, at Montreal in carnival time, and at the rinks in that city and Toronto all through the winter. They are made of heavy, soft white or cream-colored blanketing and consist of loose knickerbockers and a long blouse or tunic, tightly belted in at the waist. There are broad stripes of brilliant tints at the knees of the knickers and also at the throat of the tunic. The latter garment is also fitted with a roomy hood, triangular in shape, very like a monk's cowl, and also adorned with gaudy stripes. The hood fits snugly over the head when the wearer is about to start down the chute and the effect of warmth and comfort is indescribable. Tobogganing is a heroic sport in any event, and perhaps it is fitting that the costume that goes with it should be equally so. The toboggan suit of blanketing also serves admirably for the perhaps equally heroic pastime of ice-boating. When completed with heavy ribbed woolen stockings and stout laced shoes, with reasonably flexible soles, it is practically impervious to cold of any degree. It is not exactly the rig in which a modest person would wish to walk the streets of a crowded city, but it has the advantage, which should be relished by some, that a man of almost any sort of figure is able to look like an athlete in it.

The problem of gloves for evening wear in zero weather seems to have been solved with some degree of satisfaction by the roomy affairs of knitted white wool which are worn over the customary white kids when in the open air, or in the carriage, and removed after entrance to the theater or the house. I have seen some very neat and serviceable ones at the haberdasher's. The fingers are closely knit and without the hideous bulging end that made these gloves a nightmare when they first came into vogue a couple of seasons ago. They also have three rows of black stitching on the backs, which eradicates whatever impression might be left of unsightliness. This outer glove, I think, if one may be pardoned a trite observation in an emergency, "fills a long-felt want." A white kid glove, to appear at its best, must be donned with exceeding care; a single wrinkle will destroy the effect and the smallest blemish is, of course, unpardonable. Few sights are more ridiculous than that of a well meaning individual feverishly endeavoring to wrestle his red, and—may I say it?—sometimes perspiring hands into his gloves, in a dressing room, on the eve of a cotillion. Delay is fatal, but haste is ruinous. Nowadays they are assumed at leisure, before leaving one's apartments, and with a due regard to the beauty of correct mathematics. The loose woolen outer covering protects them from contact with one's pockets or with the carriage door, either of which would mean pollution. I insist we can not be too

grateful to the inventor of the white woolen night-glove.

A friend of mine, who is fastidious in his tastes, but who has a very sound substratum of common sense concealed in his conical forehead, claims to have solved the problem of comfort and warmth in the way of midwinter under-clothing. This young man, who is delicately nurtured and of refined tastes, claims that he can not endure wool, or anything resembling it, next to his skin. He therefore wears, in cold weather, not one, but two suits of tight-fitting silk. The undershirt worn next to his body is without sleeves; the outer one has the usual sleeves reaching to the wrist. The two sets of drawers are identical. The inventor of this odd fashion protests that he is compensated for the expense by the exquisite comfort he receives, the double layer of silk producing all the warmth desired, without a suspicion of itching or of perspiration when indoors. Not having tried the scheme I can not pronounce for or against it. From the waist up it seems reasonable enough, but I should

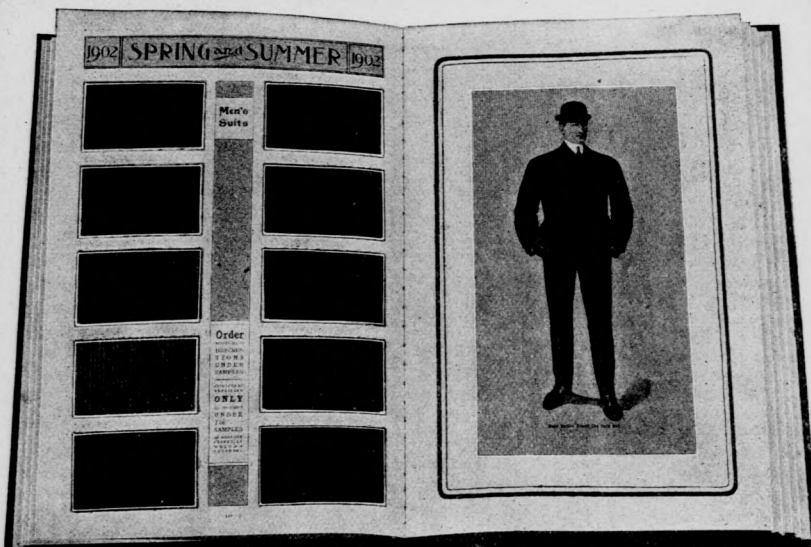
imagine my young friend's legs would feel stuffy.

Some dealers, I find, are showing some chamois leather vests, designed to button, and in some cases lace tightly about the body between the undershirt and the shirt proper. They are designed, of course, only for use in extreme cold weather and on occasions when the wearer of evening dress expects to be more or less in the open air. To wear such a device may be one way of keeping warm, but the effect of emerging from a heated building into a zero temperature ought to make business for the doctors. Then, too, it is more than suggestive of a corset, a fact which alone would make it repellent in some masculine eyes.

A lot of the new spring waistcoats are in—"washable vests," I believe, is the orthodox term. Some of the patterns are extremely artistic and they run more to figures than, as formerly, to stripes and squares. Tiny blue or red dots on a white ground, arranged circularly or in diamond patterns, will be popular. I also find the fleur de lis (which some of us were once so rash as

to wear on a shirt bosom) and some quaint spider-webby figures with triangles and parallelograms for central ideas. Nine-tenths of the ready-made waistcoats that I have seen so far, in washable materials, are single breasted, although of course one may always have such a garment made up to suit himself. The disfavor into which the double-breasted waistcoat seems to have fallen, whether in cloth or linen, is due, I fancy, to the practical impossibility of reconciling it with a correct setting of the scarf. The single-breasted garment permits of a neatness and smartness at the neck difficult to secure without it. Again, while these figured waistcoats will be correct enough in the morning, it must be remembered that nothing but plain white will do for the afternoon; also that with a frock coat provided the waistcoat is not of the same material, anything but white is outre and unpardonable.

In neckwear for the rest of the winter the Irish poplins in fancy patterns are likely to be much affected. They are serviceable as to wear and will doubtless remain popular until well into the



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spring. There is also a demand for knitted ties in wide ascots for pin scarfs. Nearly all neckwear nowadays is open at the ends and not lined, as formerly. Satin is again being affected by the extremists; in this there are some telling striped effects, with a heavy rib raised between each two stripes.

Whenever the weather moderates the tan glove of heavy kid virtually disappears, so far as careful dressers are concerned. Perhaps this is because the softer materials are more comfortable and the shades infinitely more becoming. Doe and reindeer are much the fashion, with slate shades predominating. There are two shades practically new: One a cross between a beaver and a slate; the other a light stone drab. For driving, the heavy dogskin is, of course, the only thing.

In hosiery the spring gorgeousness is already upon us, although naturally, so far, for our breathless inspection only. For my own part I am already dazzled and, like Charles O'Malley when comforted on a memorable occasion with a similar view, "dare not go further." The patterns deserve a paragraph all to themselves in my next essay. I have seen one pair of socks—openwork, too!—with slender green snakes crawling from instep to a point above the ankle. If a fellow wore such socks when he had been too convivial, I should think the snakes would bite through.—Percy Shafon in Apparel Gazette.

Revival of the Button Shoe.

N. Y. Correspondence Boot and Shoe Recorder.

There can not be any doubt about the button shoe coming back into favor again, so far, at least, as the better grades of footwear are concerned. Since I last wrote on this subject, some weeks ago, I have visited many of the stores in this city that are supposed to set the pace in footwear fashions. Almost without exception those stores catering to the best trade admit that there is a greater demand for button shoes now than there has been in several years and this applies to men's, women's and misses' shoes. The leading department stores have a call for the button in better class goods and the same is true of the exclusive shoe stores such as Alexander's and Cammeyer's on Sixth avenue and the fashionable houses on Broadway. Many of the managers in these stores say that they are grading their orders at the factories according to this demand and they expect the call to increase as the season goes along.

With button shoes in the foreground again it behooves the manufacturer of fashionable goods to cater to the demand. I have noticed in the fashionable shopping districts that the ladies generally, both those afoot and those in their carriages, are wearing button shoes. What the middle class generally does is to "copy the styles from their betters," as the old song goes, and it is really following the fashion that makes a style truly popular.

Derivation of Mare's Nest.

The origin of the expression "to find a mare's nest" has been traced to the days of the early Saxons. What we call a nightmare was by our forefathers supposed to be the Saxon demon Mara or Mare, a kind of vampire, which caused the incubus by sitting on the sleeper's chest. The Mare vampires were said to be the guardians of hidden treasures, over which they were supposed to brood as hens do over their eggs, and the place where they sat was termed their nodus or nest. Hence, when any one announced that he had made an extraordinary discovery, some one accused him of finding a Mare's nest, or the place where the vampire kept guard over her hypothetical treasures.

To-morrow is no time at all—it never comes.

Dirty Grocery Stores Necessary in a Laboring Town.

"Dirt in the grocery store" seems to be kicking up a good deal of a muss. I wonder if I can get a word in edgewise.

What do I know about dirt? Well, I have the reputation in my home town of having carried more of it around on my youthful person than most boys. And I now have a boy who is building up the same reputation.

So, as an authority on dirt I ought to be all right.

Nobody hates dirt worse than I do, but if some grocery stores were to become clean their customers would feel that they were getting stuck on themselves and decide that it was about time to go somewhere else.

That may seem like a joke, but it isn't, and don't you forget it.

Last Saturday I stood waiting in one of the busiest grocery stores I had been in for a long time. It was in a large city, but I have my own reasons for failing to say what city. The store was filthy, in fact, no attempt had been made to make it anything else; there was no order. While I stood there, a pile of muffins, which toppled insecurely on a rough slab in front of the counter, lost their balance and fell over on the floor. Great, open vessels of stuff, such as mince meat, stood around uncovered to catch the dust and sampler's fingers.

The shelves of this store were crowded with stuff, and the whole establishment had a careless, uncared-for air.

Yet it was so busy that an important person like I am had to wait ten minutes to be waited on.

Why? Why didn't the dirt that was on everything keep people away? Why didn't the women who stood there with me, stepping on my feet and munching everything they could reach—why didn't they get sick stomachs and leave the place?

If I don't tell the truth when I say that in some stores dirt is necessary, or, at least, not undesirable, why is it that this dirty store is crowded every time I go there?

My wife was with me on the afternoon I mention—she bought a pound of a certain coffee, which she had learned was particularly good.

"My dear," I said, as we left the place, "did you notice how extremely dirty and uncared-for that store was?"

"Yes," she said; "it didn't look like —'s, did it?"

"I thought you didn't like to deal at dirty stores," I observed.

"I don't, as a rule," she said; "but this is the best coffee I ever tasted and I can't get it anywhere else, so what am I going to do?"

Which introduces a new factor into the subject—that a store can make its goods so good that people will overlook its dirt and defects.

An old, retired business man, delivering himself of some wise remarks not long ago, affirmed with great positiveness that a perfectly clean, spick-and-span grocery store would not succeed in a laboring town. He declared that he had seen it tried and in every case the men who had aimed to run such stores had had to come down from their hobby-horses and run the sort of a store that the neighborhood wanted.

Or get out of business.

I've occupied nearly all standpoints toward dirt in my time. I was originally a store boy and, as such, I made dirt. I am a traveler and observer and in that

capacity I have sized it up; and I am a consumer and have been repelled by it.

And I am free to say that it is just as undesirable and unprofitable to keep some grocery stores clean as it is to keep others dirty.—Stroller in Grocery World.

Making Plans For Business.

Definite plans are an essential to a successful business. It does not matter whether your investment is \$1,000 or \$100,000. The principle is the same. The man who invests \$1,000 should have the same ratio of profits as he who invests more. Careful management will be likely to bring more, and in careful management are included plans. It is not any answer to this argument to attempt to show that your business has made you a swing without any effort at directing it. If it has made only a living it has been at a loss, because you are entitled to reasonable pay for the labor and some profit in addition. The profit represents the income from the investment, plus the increase due to your own efforts. It does not seem necessary to figure out this plain proposition. It should be self-evident to every man competent to do business. If there is no profit there is a loss. No business stands still. It moves either forward or backward.

Walking Backward.

Johnny—On the stage when a man leaves a king's presence, he always goes out backward. Why is that, pa?

Learned Pa—It is because his trousers are not in proper repair behind or because he is afraid the king may be handy with his boot.



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Manufacturers of the best line of Belts on the market for men and women.

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Famous Makers of Clothing
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Ask to see Samples of

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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.

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

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 12, 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 February 5, 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 eighth day of February, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THE VICTORIES OF PEACE.

Prospects of peace with the Boers ought to please the British taxpayer. This war has cost the British taxpayer so many millions of pounds that he stands affrighted in the presence of the budget. As the ex-laureate of the British people has sung, it is the British taxpayer who must "pay, pay, pay;" and, even if the war should end to-day, the present generation of British taxpayers would still be debtor to its patriotism as it passed sadly down into the valley of the shadow of eternal oblivion; even in that day it would leave a vast legacy of bills payable on account of this war, to be liquidated by an unwilling posterity censoriously critical of its foolish ancestors, for it is the habit of posterity to thus blame the actions of its ancestry.

Of course, the British taxpayer is not asked to stop paying, if such action would in the slightest degree impugn his honor or invite the opinion of foreign observers that the British purpose had been modified under compulsion. The British taxpayer must not make peace with the Boers if in so doing he shall lose prestige in the eyes of those who have hitherto regarded him as the best pay in the world when his national pride and his national honor are at stake. Perish the thought!

But if the British taxpayer can have peace with honor, he may consider himself fortunate in that it has cost him no more. He should have been more heedful of the advice of Polonius, upon entrance to this quarrel; but, being in, he has borne himself like a stout British taxpayer, and the enemy has been forced to beware of him. So we need say no more about that.

A minor result of successful negotiations with the Boers for peace would be the opportunity it would afford to the British press to advise Americans re-

garding the conduct of the war in the Philippines. With a war of their own on their hands, the admonitory and advisory British press has been somewhat chary of admonition and advice to their neighbors. The British press is not wholly Pecksniffian. Even when the German populace and the German journalists began to jibe and jeer, it was long before the British press resorted to anger sufficient to retort in kind.

But, with the Boer war settled, the British press could easily resume business at the old stand, establishing competent information bureaus for all the nations and answering all correspondents in the good old Roger de Coverley style and the good old Roger de Coverley manner.

The British press must remember, however, that our war has not been so protracted, so fierce or so expensive as the Boer war. We are not yet exhausted by our effort and the American taxpayer is not complaining. In truth, we are talking of relieving the American taxpayer of some of his burden, we are considering the advisability of removing the tax on the American taxpayer's tea, for instance, and we are discussing reciprocity relations with other countries, the result of which will entail more loss to some American taxpayers than would be incurred if the war in the Philippines should last as long as the Boer war has lasted.

It may be said in all candor that the American people are a generous folk and that they may be relied upon to receive the admonition and advice of their British cousins with cheerful good nature; and, if not thankful for the interference, they will at least make no protest except in such sarcastic response as they may be able to command—a puny weapon of defense, surely, against the ponderous logic of the reviewers and the publicists of British weeklies.

Spain is like the man with a champagne appetite and a beer income. There was a time when Spain was rolling in riches drawn from its colonial possessions. In that time Spain acquired wealthy ways which it finds difficult to drop now that its wealth has been dissipated. Although they are poor to-day the Spanish people are paying, it is said, \$2,400,000 a year for bull fights, which is equal to the amount paid the teachers in the schools. The star matador, whose name is Antonio Fuentes, and who appeared in sixty-one bull fights last year, earns \$50,000 annually, which is five times as much as Spain pays a cabinet minister. Aside from any question as to the degradation resulting from such spectacles it would seem that on the score of economy alone Spain would see the wisdom of prohibiting bull fights.

Few citizens realize that the country is still paying war taxes. So lightly do they bear that the masses of the people do not feel that their pockets are touched. They are now to be repealed because the Government is getting more money than it can possibly use and because they operate to withdraw currency from the channels of trade where there is demand for it. The Government will begin the next fiscal year with a cash surplus of \$174,000,000, something that no other government under the sun possesses. The repeal of the war taxes will make a reduction of \$77,000,000 in the national revenue. The people have not missed it and the Government will not miss it.

THE POWERS OF THE HOUSE.

Unless there is a marked change of sentiment in the House of Representatives, Senator Cullom's remarkable claim that the body of which he is a member has the sole right to regulate the commerce and revenues of the United States will pass unchallenged. There was a time when such an assertion as that put forward by Cullom would have caused the House to stand on its dignity, but it has become so accustomed to being caucused and bossed that nothing is likely to arouse it from its lethargy.

Doubtless there are able men in the House of Representatives, but they take such pains to suppress themselves that the country is unaware of the fact. For some years past the members of the Lower House have deliberately consented to hide their lights under a bushel. Influenced by the mistaken impression that self-effacement is necessary to carry on the affairs of Government, Representatives have deliberately consented to a system which practically places all power in the hands of a few men who seem more and more disposed to use it for partisan purposes. Unfortunately, the party view of these favored few is often a narrow one and is not infrequently taken in defiance of the declared principles of the organization to which they profess to belong. If it were otherwise the system might be regarded with tolerance, for a Government which followed the line of the declaration of the convention of the party in power would at least be representative even if the results were bad.

But the men in whom the majority of the Lower House of Congress repose power do not exercise it in conformity with the mandate of the party; they leave behind them all its promises and act in conformity with their opinion of what the party should do rather than what it has promised to do. It is needless to multiply instances of such betrayals of trust. They will readily occur to all who are interested in the subject and who view with distrust a tendency, adherence to which is rapidly depriving the House of its representative character.

The voluntary abdication of its powers by the House naturally stimulates the body whose members manage to keep themselves perpetually in the public eye to encroachments. Senators see that the members of the House are indifferent, and they are emboldened to make claims the mere mention of which would at one time have aroused the Nation to resentment but are now passed over with indifference. Among this class of aggressions must be included Cullom's preposterous demand that the House of Representatives abandon its hold on the purse strings of the Nation. That is what his assertion that the Senate has the right to make a treaty which affects the revenue without the consent of the House amounts to, and no casuistry can disguise its real meaning.

It is only necessary to state the proposition nakedly to realize that what we say is true. If, as Senator Cullom says, "the treaty-making power has authority to change a tariff law, the same as it has authority to change any other act of Congress," what is the use of the House laboring over tariff schedules? If the Executive and Senate—the treaty-making power—have authority to change the tariff act in one particular, then they may change the whole of it. In that event what becomes of the declaration of the Constitution that all bills for rais-

ing revenue must originate in the House? Senator Cullom says this is only a meaningless phrase, and that while the House may originate revenue bills, the Senate may, if it sees fit, make the function ridiculous by nullifying its acts.

Perhaps Cullom's brusque statements of his views may arouse the House. It is true that the Illinois Senator is generally assumed to be innocent of all knowledge of constitutional law and what he says may therefore be disregarded, but there is some hope that while the House may think a single Senator's opinion is not entitled to consideration, it may be reminded by his words of the fact that the Senate has long since been acting on the assumption that it is "the whole thing." Perhaps a self-respecting House may yet succeed in bringing the Senate to consider its rights by reminding it that it still has a hold on the purse strings of the Nation. It will come to that yet.

OUR COUSINS GERMAN.

The American who knows how to think will not be deceived by the glamor of the preparations now making for the "reception" of Prince Henry in New York, Washington, Chicago and other cities of the country.

We may be sure that it is not all for nothing as far as the court faction of Germany is concerned. Self-interest is certainly at the bottom of this effort to curry favor with us by permitting us to entertain a fragment of German royalty.

It may be that the affair is a direct and intentional snub to Great Britain, with whom the Germans are at this moment in bitter and unrelenting controversy; and it may be that the proffer of friendship and amity is preliminary to some sort of proposal of alliance. Unquestionably the visit of Prince Henry to this country at this time has diplomatic significance, and unquestionably Great Britain, suspecting the intent, will be grievously offended. Outside of the circle that pretends to social eminence in the Eastern States, and aside from a small section of the official coterie of Washington, the coming of Prince Henry is a matter of the utmost indifference to the American people. The same fuss by the same people was the consequence of the visit of the Prince of Wales and the Grand Duke Alexis of Russia, but nothing serious happened afterwards—we signed no treaties with Great Britain or Russia that were not strictly in accordance with our personal interests, and we made no compacts that were not to our advantage. The visit of Prince Henry will not further any ulterior purpose of reciprocity with Germany in the slightest degree, nor will it provoke any kindlier feeling towards the German people than we now profess. As long as the Germans do not interfere with our trade or our politics, we shall continue to regard them as friends, and if it shall ever be to our advantage we may even consider with favor a German proposal of alliance, offensive, defensive or any other way that may be agreeable to the contracting parties.

Therefore, whatever may be the secret purpose of Germany in making this ostentatious display of friendship for us, we will receive the proffered "honor" merely in the spirit of a social function and give hospitable welcome to the brother of the Kaiser as we would greet any other distinguished guest.

A married man can live on half the income of a bachelor—but it's because he has to.

THE WHOLESALE BUSINESS.

Requirements Essential to the Achievement of Success.*

The University of Chicago is a wholesale educational establishment with retail departments. Knowledge, packed in gray matter is collected from all divisions of the globe and here distributed at wholesale to such patrons as teachers, professors and preachers, who, in turn, deal it out to pupils, parishioners and others in quantities to meet individual requirements, and at retail to the young ladies and gentlemen whose acquisitions are for their own personal use or benefit.

To the five senses, the material collected and warehoused at the University and shipped to the markets tributary to Chicago—which, in this case, includes the entire civilized world—is not so tangible as calico, molasses and nails, but in some quarters is deemed almost or quite as essential to the welfare and happiness of consumers.

A merchant will contend that no civilized being can exist without the use of merchandise, while quite large numbers of the human family have lived to a ripe old age without being possessed of a diploma from an university or even from a college; hence, the most useful men of society, the real benefactors of the race, are to be found in the mercantile class and not in the faculties of the institutions of higher education.

However, this paper is not intended as an endorsement of that contention, and the foregoing is simply preliminary to saying that your President remarked to the writer, in substance, "Our people at the University know how education is dispensed, but many of them, even in the Commercial Branch, have little idea of the operations in detail of a wholesale mercantile house, and I wish you would come down and tell them something about it." Following a positive refusal, on the ground that the subject could not be made interesting, came the assurances and plausible arguments which in various forms have proved so convincing to a multitude of people, with the final result which you have before you. To insure the eventual termination of the talk, it has been reduced to writing.

Unfortunately for the general treatment of the subject, the speaker knows no business except the one in which he is engaged—and that none too well—the wholesale hardware, and in the outset begs your pardon if he talks more about gimlets and fish hooks than about silks, satins, teas, hats, caps, boots, shoes or books.

The bases of a successful wholesale business are capital, financial ability, judgment of qualities, both of merchandise and men, a knowledge of present conditions, not only local but general, a faculty for forecasting future conditions and needs and, last but not least, a genius for organization. Men who each possess all of these qualifications are as scarce as fit candidates for aldermen. This is an age of specialization in business as well as in profession. When your fathers were lads, the family physician treated all manner of diseases, practiced surgery and dentistry, and not infrequently branched out into the veterinary field. At the present time, the M. D. who sharpens your eyesight and improves your hearing hardly knows that you are the possessor of a pair of lungs. The surgeon who saws off your leg may

not be on speaking terms with his fellow practitioner who awakens your torpid liver, while the dentist who fills a decayed tooth sends you to a professional toothpuller to have a member in a little more decayed state extracted.

In a wholesale house it is not only necessary but indispensable that either a partner or officer in the business or a trusted confidential employe shall be a responsible head of each department and of each subdivision of that department. And I want to suggest, in parenthesis, at this point that you promptly disabuse yourselves of the idea, if such you have, that the opportunity for an energetic but poor young man to eventually rise to the very head of a large mercantile house is not as good as it was a few years ago, for that idea is altogether erroneous. As an experienced merchant, I assure you that it is less difficult to-day to secure ten pounds of capital than it is one ounce of brains. It

tion by way of education, get your experience by beginning with the veriest rudiments of practical business, and when you are ready to assume the higher responsibilities, capital will be seeking you rather than you seeking capital.

As I shall confine my subject to "The Conduct of Business," I will not undertake to deal with its founding or its formative period, but will attempt to give you, somewhat in detail, an idea of the machinery and its operation when the business is in full swing.

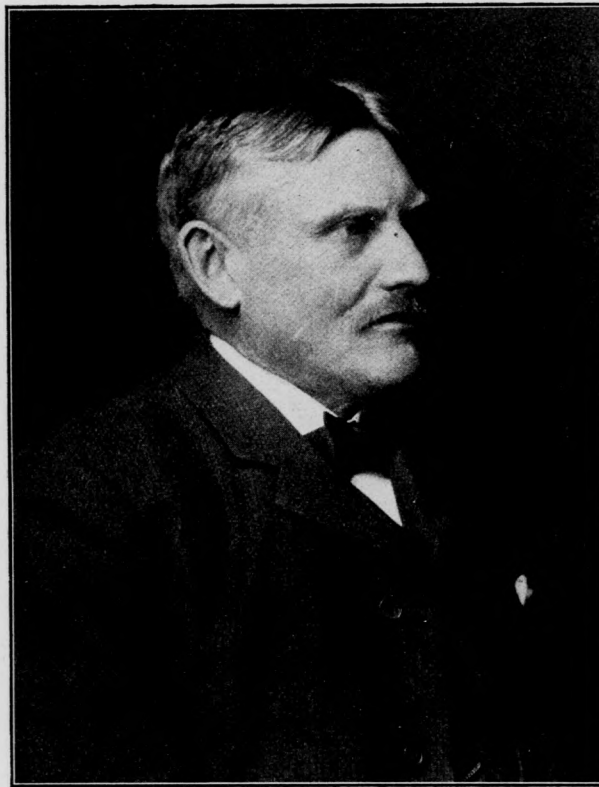
In my youthful days I had a vague idea that a wholesale business, when fairly started, ran itself; that it was a sort of clearing house for the manufacturer and a storehouse for the retailer, from which the latter drew his supplies as needed, the jobber having little to do but to receive, display and ship the goods, collect the money from his customers, remit it to the manufacturers

lation of ability to meet bills when due. In making sales, he must guard against the importunities of customers and the pressure of competition, which tempt him to grant too long time or too large credit. The shadow of a coming pay day hangs over every transaction.

As a buyer of merchandise he must be governed in his purchases, not by the styles and qualities which manufacturers produce for the country at large, but by his own personal judgment as to the wants of his own particular customers. The old adage, "Goods well bought are half sold," is as true as when it was first formulated. A buyer must not only be a judge of values, but must have judgment approaching intuition as to what will sell and must have experience to determine what sizes, weights, dimensions, etc., to select. There is nothing more disheartening to a merchant or more destructive to his profits than the marketing of large quantities of unsalable goods at one-half their purchase price. The buyer must have a carefully studied idea of future necessities and demands. Manufacturers, generally speaking, do not carry stock, the bulk of their product being manufactured to fill specific orders. The purchases of wholesale clothing merchants for their next summer's stocks were made months ago and the goods are now being manufactured. The requisitions upon foreign and even domestic makers of summer dress goods have gone to their destination. The brands of the tea you will sip at next winter's afternoon functions have already been determined by the orders sent to the Orient. The tools which will be used in the harvesting of the coming season's crops in all this Northwest were bought by the wholesale merchant last November. A successful buyer must have judgment bordering on genius to determine what new styles and new inventions will prove salable and will do credit to the house which distributes them. The best profits being made upon the new articles before competition or commonness has cheapened them, the temptation is to be a pioneer on a large scale. When, for some unforeseen cause, the public fails to cooperate or, having purchased, discovers a lack of quality or utility, the outcome or echo of the transaction seems to the buyer to extend to the ends of the world and throughout all time.

He must give such instructions to manufacturers regarding the division of shipments as will insure an ability to store a full stock at the time needed and a certainty of financial ability to meet the bills. Not only must he give the instructions, but must be satisfied that the manufacturer can obey them; otherwise, when the demands from his customers materialize, he will be unable to meet them.

A successful merchant is one who grants credits with a liberality which insures the loyalty of his customers and with a conservatism which guards against losses. To be a judge of credits means to be a judge not only of what constitutes a good risk based upon assets and liabilities, but of human nature as well. A combination of small capital, good character and habits (business and otherwise), thrift and industry is a much better groundwork for a line of credit to a customer than is large capital, indifferent character and habits, and loose, unbusinesslike methods. It goes without saying that adequate capital, unimpeachable integrity and strict



does require more capital to inaugurate and conduct a business than it did a half or even a quarter century ago, but it also requires the possession of much greater skill, intelligence and practical education to successfully manage a business than it did in the olden time. You do not begin the study of language by attempting to read Greek, but by learning the English alphabet (if, under the new methods of training the young, I err in this statement, you will kindly correct me), nor do you undertake to demonstrate the Binomial Theorem until you have mastered the multiplication table. It is only the young man inheriting capital who undertakes to begin his business career at the top. Unless the young capitalist has the good sense to associate with him trained business men, his career is inevitably finished at the bottom. If you have natural qualifications for a mercantile life, make thorough prepara-

and grow rich. I learned from experience—gathered, largely, at the expense of my employers—that I had not, as a lad, fully comprehended the entire situation. The qualifications and intellectual requirements of a successful wholesale merchant may, perhaps, be most easily understood by allotting them all to a single individual and afterward naming the divisions which are ordinarily made in a business house.

A merchant such as we are discussing must first be a financier, one who with a limited capital can conduct the largest business which his means will permit and always keep his credit at the highest point. By capital is meant cash investment and not certificates of stock; and the word "limited" is used in a restrictive sense. Unlimited capital is, as a rule, an unhealthy element of business. The merchant's inclination to purchase merchandise must be held within bounds by a careful calcu-

*Paper read before students of University of Chicago by A. C. Bartlett.

business methods constitutes the ideal risk.

The successful merchant must possess the varied qualifications of salesmanship. To be a good salesman is not only in itself a trade, but an accomplishment. A first-class salesman must know not only his goods and their values, but must be equally well informed regarding the lines with which he will come in competition. He must be able to win and retain the confidence of the men with whom he transacts business. In making sales, he must consider the interests of both the buyer and the seller. He must know that a sale which overstocks a customer or gives him ground for feeling that he has been unintentionally overcharged or in any manner defrauded is the most unprofitable sale that can possibly be made. An ideal salesman is not one who depends upon what is vulgarly known as a "gift for gab." One of the best salesmen I ever knew was the most quiet and least obtrusive in his manner. A thoroughly equipped salesman must have confidence in the merchandise he is selling and be able to exert personal magnetism. A man who never makes friends never makes customers.

A successful merchant must be capable of so organizing the working of his business machinery as to secure the most prompt and accurate transactions with the least unnecessary expenditure or waste of energy or money. In these days of general expansion and quick action, the merchant who has not his business thoroughly organized and has not adopted the latest up-to-date methods must withdraw from the procession or submit to being run over. Time is becoming the essence of business transactions. As an illustration the C. & N. W. R. R. Co. loads by 6 o'clock in the evening all the merchandise received at its depots up to 5 o'clock of the same day and distributes it at the various stations in Eastern Iowa the following morning. A retail merchant at Cedar Rapids, before leaving his office Monday evening, orders by mail a bill of goods from a wholesale house in Chicago. The order reaches its destination Tuesday morning and, if the Cedar Rapids man, upon arriving at his place of business Wednesday morning, does not find his clerks unpacking the goods, he concludes that his Chicago correspondent is a back number. If, during the next twenty-five years, business continues to be accelerated in the same ratio it has been moving during the past twenty-five, an Omaha merchant will send his order to Chicago by telephone, and if the goods do not arrive as an echo to the order, he will think something has gone wrong in the mercantile world.

As it would be nearly as impossible to find a perfect human being as one who embodies in a degree approaching perfection all the qualifications named for a successful merchant, the duties attaching to his avocation are divided among different heads of departments of financing, buying, crediting, selling, managing, etc., each of whom is supposed to possess the requisite qualifications for his particular branch of the business.

Having at least attempted to show you the skeleton upon which a wholesale business is constructed, I will undertake, in a hasty and somewhat superficial way, to outline some of the details of the daily routine:

An order, whether secured by the personal solicitation of a salesman upon

the road, purchased by the retail merchant in the sample room or transmitted voluntarily by mail, after reaching the counting-room, takes the same general course. First it goes to clerks by whom the amount, in dollars, of the order is estimated for the purpose of enabling the credit department to judge of the responsibility of the customer for that particular bill of goods. The order then goes to the book-keepers whose ledgers represent the various states in the territory from which the house draws its trade. Each account on the ledger has at its head certain cabalistic signs, placed there under the instructions of the credit department, which tell the book-keeper the extent of credit to which the customer is entitled, the time allowed for payment, etc. If the conditions indicated have been fulfilled, the order is initialed and goes directly to the order department. If the conditions have not been fulfilled—if the party has bought beyond his limit, has failed to pay his bills promptly, or is otherwise out of line—the order goes to the credit department for consideration and special treatment. It may be passed or may be rejected, the final disposition being dependent, in part, upon new information regarding the customer himself or the crop prospects or other temporary or local conditions and, in part, upon the momentary state of the credit man's liver or digestive organs. A large financial house in this city requires a physician's certificate before engaging a man who will at once or may at some future time occupy a responsible position. The information upon which a credit man bases his judgment is drawn from personal interview with customers, investigations made by traveling salesmen, letters of bankers and other references, reports of commercial agencies and, best of all, detailed statements made upon prescribed forms by the customer himself over his own signature.

An order, having passed the ordeal of a book-keeper's set rules and a credit man's judgment, goes to the order department, is put into perfectly intelligible shape as relates to the numbers, qualities, etc., of the goods to be shipped—the items not in stock and to be bought are copied into the city buyer's book—and then is placed in a spring back book, each containing but the single order, the cover to which indicates its exact rights in the procession of orders awaiting execution. For example, a red covered book containing an order which should be filled with the utmost dispatch takes precedence over books of any other color in the selection of goods, their being called back, packed and invoiced. The blue books would follow the exhaustion of the red pile and would, in turn, be followed by green, etc.

Order clerks with rolling baskets or trucks select the goods in the various departments, after which the merchandise is assembled in the packing room, called back by men who were not parties to its selection, packed and, from instructions given upon the various slips and tags accumulated during the execution of the order, is shipped by the shipping department. After the order is "called back," the book goes to the pricers for pricing, to the examiners for the examination of these prices and to the invoice clerks for invoicing. The invoice is sent to the journal clerk for journalizing and thence to the mailing department for folding, enclosing and stamping. Later on, the original order

is checked against the journal entry to show that there have been no errors in entering or no invoices unwittingly mailed without first having been journalized. From this point it is a matter of book-keeping until the statements of account reach the collector.

I have endeavored, in a few words, cutting many corners, to give you an idea of a single department—that of order filling. It would be wearisome and unprofitable to you if I should go in detail through the financing, cashier's, buying, credit, collection, traveling salesmen's, receiving, shipping and the numerous other departments, each of which has its system and its definite part of the work to perform. Even the head of the stationery department of a large mercantile house has more duties and greater responsibility than falls to the lot of the proprietor of a small retail establishment. The wheels and even the most unimportant cogs on the wheels of this complicated machinery must be carefully adjusted or the product will be worthless. The successful merchant is not the man who is looking for some amusement or outside employment with which to kill time.

The young man, whether graduate of a high school, college, or university, who wishes to learn a mercantile business usually finds himself at 7 o'clock on the first morning of his business career taking off his coat and putting on his overalls in front of an order clerk's locker. At some future time, there may be discovered a process by which the theories gained in the schools may be put in practice in mercantile life without the necessity for actual contact with merchandise on the part of their possessors, but it will be when experience has ceased to be a teacher; when observation will be the conservator of all knowledge. The best mechanical engineer is the man who has hung his diploma from a school of engineering in his room and gone down into the machine shop and handled steel and iron without gloves. A man, to be a successful merchant, must at some time master theory, and the best time and place for this mastery are during his younger days and in the schools.

Occasionally, a man who has received only a rudimentary education becomes a brilliant and effective preacher. Here and there a man whose school education was confined to his acquirements in the grammar grades makes his way to the very front rank of the legal fraternity. At infrequent intervals, a man who has been obliged to forego the advantage of a liberal education has evinced a genius in diagnosis and therapeutics which has placed him near the head of his profession. And so there are men who seem instinctively to be merchants and whose theories are evolved inductively from practice, without the labor incident to acquirement through study.

Because there is, exceptionally, a preacher, lawyer or doctor who has risen to eminence despite his lack of book training, you would not advocate the cutting of higher education by men seeking the professions. Neither should you advise a young man who is headed toward a commercial life to accept less education and mental discipline from the schools than the utmost which is essential to the highest achievement.

If a man is content to be always a country school house preacher or a pettifogger in a village justice court or an herb doctor on the frontier of civilization, there is no use in wasting good book learning on him or in taking the

time of educators in attempting to stimulate his brain into activity.

If a man is content to spend his life as the proprietor of a crossroads store, sitting on a nail keg, chewing tobacco and exchanging stories with his lounging customers, he is fully equipped, educationally and theoretically, when he has partially mastered the three R's.

What we are considering to-day is "At Wholesale," and the preparation must be commensurate with the position and results to be attained. Were I to recommend to a young man who can command the necessary time and means a preparatory course for a commercial life, it would be as follows:

A thorough training at a secondary school, such a training as would not only permit of his entering college without conditions, but would actually enable him to write legibly and spell correctly. I admit that I am old-fashioned when I suggest that an elementary knowledge, even of chirography and orthography, are essential to a liberal education, and I make the suggestion with hesitation. I am impelled to do so by the knowledge that there are some antiques in business who are so grounded in old methods that they insist upon consigning to the waste basket illy written and mis-spelled applications for situations, even although the letters be signed by college or university graduates. These old fossils have an idea that ignorance or carelessness shown in a letter of application written by a young man who has spent nearly all his early life in acquiring knowledge and gaining accuracy does not portend great success in a mercantile career.

Entering college, he should select the courses offered which will give him the best instruction in all that pertains to commerce and the most thorough discipline of mind. The coveted college diploma and university degree at the top of the tree of knowledge are becoming more and more attainable by the student who has been obliged to forego digging among the Greek roots or lingering upon those lower branches marked "B. C."

As no aspiring young man possessed of brains, who has a proper conception of what constitutes the best manhood, the most real happiness and the greatest usefulness in the world, will be satisfied with the prospect of life devoted exclusively to business, he must, necessarily, broaden his education to meet the requirements of his ideal. The college or university course should include not only commercial and kindred or related branches, but all classes of information and knowledge within reach which can be utilized in the life of an intelligent, broad-minded, public-spirited citizen. Business, like a profession, should be the means to an end.

After a diploma is secured, a year, if possible, is well spent in a retail establishment of the particular line of merchandising which has been chosen.

Then comes the elementary practice in a wholesale house with, let us hope, a rapid advancement from one department to another until the former college student becomes the head of a firm or the president of a corporation.

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.

The New York Market

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

New York, Feb. 8.—At the beginning of the week coffee was reported as "firm," "stronger" and "advancing," with perhaps other adjectives used to make a good case for bulls. To-day it is the other way, as it has been so often. The fact must be emphasized that the best authorities agree that there is no occasion for any advance in coffee and, if exciting reports are sent out, it is simply "on spec." The demand in this market is fairly active, but there is no boom—simply a good, every-day business. In store and afloat the amount aggregates 2,335,468 bags, against 931,637 bags at the same time last year. The receipts at Rio and Santos from July 1 to Feb. 5 amount to 11,645,000 bags, against 7,846,000 bags during the same time last year. At the close Rio No. 7 is steady—barely so—at 53c. For East India sorts there is a fair demand. Mild grades attract little attention; that is, West Indian and Central American products. Good cucuta is quotable at 83c.

Sales of teas are of small quantities, as a rule, but the market continues decidedly firm and quotations show an inclination to advance, although as yet there has been little if any change.

Little actual business has been reported in sugars, sales being only of sufficient quantities to repair broken assortments. No activity is looked for until the question of Cuban sugar is settled and spring trade opens.

Rice is steady, as to price, and a fair degree of activity prevails. The better qualities are most sought for. Quotations are without any change.

Spices are dull. Not a thing of interest can be gathered and the whole market is in a waiting mood. There is, of course, some business, but hardly enough to say so. Singapore black pepper, spot 12 3/4c.

There has been a fair trade in molasses, especially in the better grades and quotations are firmly adhered to. Syrup is steady. Good to prime, 18@25c.

The week shows little if any change in canned goods. There is a fairly steady trade for future delivery. Spot are selling fairly well and quotations are firmly adhered to. A local firm of brokers has sold, it is said, some 3,000 cases of Canadian tomatoes to go to South Africa. These goods will be shipped from Canada and are worth about 85c there.

In dried fruits there has been a little more interest in prunes. The supply is fully equal to the demand, however, and prices show no advance. Little, if anything, has been done in other fruits, although a few lots of currants have changed hands. Prices generally are well sustained.

Lemons and oranges have moved with a moderate degree of freedom and prices are practically as last week, although oranges are slightly higher. Floridas, \$2.25@4.50; Californias, \$2@4.25 for navels.

Butter dealers are having things pretty much their own way. Arrivals have been very light and come upon a market almost bare. As a result, we have a further advance and best Western creamery is now worth 28c, and in some cases a fraction more has been obtained. Seconds to firsts, 24@27 1/2c; fancy held stock 22@23c; Western imitation creamery, 20@22 1/2c; factory, 16 1/2@18 1/2c, latter for fancy; rolls, 14@18c; renovated, 16@21c.

There has been a moderate local demand for cheese, but quite a good many orders have come to hand by mail and wire, and the situation rather favors the seller. Quotations are practically without change and small size full cream State cheese is held at 11 1/2c for best stock, with large sizes 10 3/4c.

There are indications of a little weakness in the egg market and it will need but a "breath of spring" to send prices down. Choice fresh-gathered Western are worth 28c, with fair to good 27c.

There is little doing in beans and

prices are easy. Choice marrow \$2.12 1/2; medium, \$1.72 1/2@1.75; pea, \$1.67 1/2@1.70, the latter being top rate.

Why the Senior Partner Lost.

In some manner the cheeky man gained admittance to the senior partner's private office.

"Don't want any books, brooms or soap," said the senior partner.

"Sir!" exclaimed the cheeky man, "I would inform you that I am no peddler."

"Then who are you?"

"A sporting gentleman, sir."

"What business can you have with me?"

"I wish to make a bet."

"Look here! I am no—"

"Of course you are no gambler. This is a gentleman's bet. I bet you, sir, that I can hold up my thumb and after I lower it you will leave the room."

The senior partner threw down his pen.

Up went the cheeky man's thumb.

"Wait!" called the senior partner, "this is so easy that I would like to make it ten dollars."

"Make it twenty dollars if you like."

"All right, it is twenty dollars."

The cheeky man raised and lowered his thumb.

"You don't see me leaving the room," said the senior partner.

"No," admitted the cheeky man.

The senior partner labored with his pen for thirty minutes.

"I'm still here."

"So I see."

Fifteen minutes passed.

"You'd just as well pass over the twenty dollars."

"It's early yet."

"Look here!" said the senior partner suddenly, "when is the time up?"

"There is no time limit, sir. If you remain in this room the money is yours; when you leave I win. This evening, tomorrow, next week; it makes no difference to me."

Then the senior partner gave in.

"Take the money!" he roared; "but if it wasn't for catching the Oak Park train I would stick you out and win."

The Tree Cure.

The Berlin "doctors" are reverting apparently to the superstitious practices of their predecessors of the dark ages. According to American Medicine three doctors named Grau, Freiberg and Hermann have established a reputation for driving out diseases from man and beast into trees, and have gained a large number of supporters in Berlin. Treatment is given only on Tuesdays and Fridays of the week of full moon and of course(?) a cure results. A needle is stuck into the skin over the affected part of the body, and remains there until a few drops of blood appear, which are collected upon a small piece of paper and rolled into the shape of a pill. The "doctor" then goes alone into the woods, selects a tree, and inoculates the bark with the pill. The blood letting and inoculation are repeated three times.

2 1/2 Pound Pocket



BEST CAROLINA
New Orleans

Ask your
Jobber
for
This
RICE
Absolutely
the best grown.
Orme & Sutton
Rice Co.

3 Pound Pocket



CHOICEST
IMPORTED JAPAN
St. Louis

BOUR'S

COFFEES

MAKE BUSINESS

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.

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





SAFETY GASLIGHT

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

Shoes and Rubbers

Try and Put Yourself in the Customer's Place.

Often a clerk shows a shoe to a customer and presents all its good points, and the customer looks at the shoe and says nothing. It is evident he is not pleased, but what is the trouble? You have presented all the good points as they appear to you, and while your customer says nothing against it it is plain to be seen the reasons and arguments advanced do not appeal to him. Oftentimes you will show him shoe after shoe with the same result. Cases of this kind are the real test of salesmanship. If you can put yourself in your customer's place your chances are very good to make the sale. It is difficult to make a sale under such circumstances unless one is accustomed to look at it in just this way. You must judge your customer, his tastes, his temperament, his likes and dislikes and his means.

Imagine you have the same qualities, and ask yourself what would appeal to you under the same conditions. Decide quickly and try it with your customer. If you judge rightly the sale is yours; if you do not judge rightly you have that help toward making a better judgment on the next shoe you select to show. After waiting on customers, with this idea paramount, you will find you can sell more people and can sell them quicker. If you do not find this so you were not cut out for a salesman and should look for your true calling.

Sometimes when you put yourself in a customer's place you will discover that the trouble is not with the shoes or with the price, but instead is with the clerk. You will realize that there is a subtle feeling which is hard to describe, but it makes you and your customer unconsciously and unavoidably dislike each other—a discord of nature which is very hard to overcome. The best way to do then is to call another clerk and turn your customer over to him. As a rule, the second clerk will make a sale of the same shoe which you were unable to interest the customer in.

Here is an idea for a shoe sale which will do business and sell shoes for as good or better prices than an ordinary sale. Select from your stock all of the out-of-date shoes you have; do not spare a single pair; get them all out on the counter, where you can get a good look at them and realize fully their absolute lack of value, and that they never will be worth a cent more than they are at this very moment.

Then divide them into two lots and figure out some price you would be glad to get for them. Make it low—very low—even if it brings them down to a quarter of their former price. It is not what you make or lose on that lot of shoes which counts in this case; the other goods that are going to sell with them make up for that. When you have made a price on them, which is so low that it seems as if the first man who sees them must buy the entire lot, just double that price on each lot. Display them on tables, with a large sign for each table, showing the price, or rather double the price you will be glad to get for them.

Then take a good, liberal space in your newspaper and advertise that with every sale of \$2 worth or more of goods from your regular stock, you will give free one pair from your bargain counter the reduced price of which is—(fill in that space with the price on the lower

priced table). With each sale from your regular stock amounting to \$3 give a pair of shoes from your higher priced table. Get out some circulars and distribute them throughout your town or city. If you have a mailing list, send them out to all on the list. Use good cuts and describe briefly some of the shoes on the bargain counter and some from your regular stock.

It would even be a good idea to put some goods on your bargain counters, which are not badly out of date, just to tone it up. Put in goods that you are overstocked on, or goods that you will soon be unable to sell until another season will do very nicely.

The beauty of a sale of this sort is that it not only moves the old goods, but the regular goods as well, and that any one who has any intention of buying any footwear would certainly go to the store which would give a second pair without extra charge. Another beauty of the plan is that in most localities it is entirely new, and it is the new ideas which are the easiest to advertise.

All the plan needs is a little enthusiasm on your part and you will have things coming your way very quickly. February is an ideal month for this kind of a sale; it keeps things moving through an otherwise very dull season. It cleans up stock and gives you money to pay for your spring goods when they come, thus saving all your discounts. It makes your store busy when other stores are dull, which is in itself one of the best advertisements any store can have.—Shoe Retailer.

Wu's Opinion of a Liar.

The reporter who lied to the Chinese Minister at Washington, Wu Ting Fang, about his salary no doubt deluded himself with the thought—if he gave the matter a thought at all—that it was a "white lie" that would hurt nobody. But let us see the sequel:

On the first occasion when he called to interview the Minister, he was asked what salary he received. "One hundred and fifty dollars a week," glibly replied the youth. "It is too much. It is altogether too much," said the more candid than polite Wu Ting Fang. "You are not worth more than \$25 a week."

The Chinese Minister, it is said, learned later, through other newspaper men, that the reporter had not spoken the truth, and that, instead of \$150 a week, he received but \$60. Consequently, when he again presented himself at the Chinese Legation for information for his paper he was curtly dismissed by Wu Ting Fang with these words: "You lied to me about your salary. If you will lie about such a thing as that you will lie about anything. I do not trust you. I have nothing to say to you. I want to revise my former estimate of your value. Instead of being worth \$25 a week, you are not worth anything, sir."

Woman's Idea of Revenge.

Mrs. Gossippe—How does it come that Mrs. Swagger invited you to her party? I thought you were enemies.

Mrs. Snappen—We are; but she thought I had nothing fit to wear, and wanted to make me feel bad.

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



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.



Practical Shoes

Soft as kid, strong as calf, durable as any leather tanned. Such is the *Cordivan* we make into Women's, Misses' and Children's shoes. No others are as practical in the raw, rainy days of early spring.

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

What Profit Ought a Dealer to Make?

I think it impossible to state to an exact certainty what rate of percentage of gross profit all retailers ought to make; that depends somewhat upon conditions, which vary according to class of goods and quantity carried in stock, the location of the business, the expenses of conducting the same, the amount of annual sales, etc. But to my mind, and the best of my judgment, the average retailer of shoes should place his gross profit on fresh, up-to-date shoes of at least 40 per cent.

This can not be done uniformly with every grade of shoe. It will be necessary to sell some of such at a gross profit on cost of not more than 25 per cent., and this lower rate should be placed more particularly on the cheaper grades, and averaged up on the higher grades. For instance, shoes to retail at \$1.25 should cost \$1, and when speaking of cost price I mean net cost price, after deducting the regular cash discount, which varies from 1 to 5 per cent. Those retailed at \$1.50 should cost \$1.10 or \$1.15 and those retailed at \$2 should cost \$1.40 to \$1.50. Give the poorer and consequently the cheaper class of trade all you can afford for the money. This will prove a good advertisement and help to increase your business. Then when you come to the higher grades that are sold to a more wealthy class, advance your percentage of profit accordingly. For instance, fresh shoes costing \$2 should usually be sold at \$2.75 or \$3. The latter price is generally as easy to obtain as the \$2.75 price, as this is an odd figure and if asked the customer will generally want them at \$2.50 instead.

When you reach the price of \$2 at which to retail a shoe you may the better jump your price 50 cents on each next higher grade; the \$2.25 and \$2.75 retail prices are not popular and are difficult to obtain. Fresh shoes costing \$2.25 should be sold at retail at \$3.50, which would be a fraction over 50 per cent. on cost, or a fraction over 35 per cent. on the retail selling price. Those costing \$2.50 and \$2.75 should be sold at \$4. Those costing \$3 and \$3.25 should be sold at \$5, and those costing \$4 should be sold at \$6, and so on, gradually increasing the rate of profit with the advance in cost price of the shoe, not alone for the reason that the class of customers who buy the higher price shoes are a more wealthy class of people and can afford to pay a larger percentage of profit, but also for the reason that the higher cost goods must be carried in larger variety of widths of lasts and in the latest styles of fashion, which in the past few years have undergone sudden and radical changes in style greatly to the sad experience and loss of retailers, a state of affairs which is liable to continue more or less each season in future. When shoes begin to go out of style and the retailer is forced to sell them he must on that account seek as customers for them the class buying the medium or cheap grades, as the "tony" trade will no longer buy them. Generally it is difficult to find feet sufficiently slim among the laboring class, or those accustomed to buy the medium or cheap grades, that can be fitted with the narrow widths of the high priced shoes, and hence the sacrifice the retailer must make on such is frequently large.

The cheaper grades are not so much subject to radical changes in style, and the customers not so particular and exacting, and the shoes being generally

made on wider lasts are always salable with little or no loss, even although slightly out of style.

At the present time shoes of medium price can be purchased having almost as good style as the higher cost ones, and frequently the lower cost shoes are made on the same style of last as the more expensive.

Another reason why the cheap and medium-priced shoes, especially those retailed at \$2 and less, should be sold at the smallest margin of profit is the medium or large retailer must compete on this class of goods with the smaller store or shop at which the high grade goods are not handled to any great extent. The smaller dealer, having limited capital, doing a modest business with light expenses and, as frequently is the case, a practical mechanic, able to materially reduce his expenses by working at repairing, is satisfied with small profit. Usually such stores are located where rent and other store expenses are not heavy. This, I repeat, is another reason why the cheaper grades should be sold at the smaller percentage of profit.

The average retail shoe business is not a bonanza and very few ever accumulate much wealth in it; but properly managed it can be made to pay a conservatively fair income and profit on the investment.

Should a less profit than that indicated by above methods be made, in my judgment, after the retailer has cleaned up his season's or year's business, deducting all necessary expenses, taking inventory of his stock remaining at its actual value, making proper deduction for broken lots, soiled and out of style goods, he will find when he strikes off his balance sheet that unless he has made about an average profit of 40 per cent. gross on cost on fresh goods and little or no profit on those that were a "little off" he will find his balance either on the wrong side of the sheet or to his credit so small a one as not to bear an adequate recompense for his labor and a profitable interest on his investment. So, with above suggestions I will close my opinions of "What profit ought a shoe dealer to make."—H. T. Nisbet in *Boot and Shoe Recorder*.

Bag Habit Has Spread Like an Epidemic.

The bag habit used to be the special characteristic of Boston women, and the ugly but serviceable little device of cloth and leather that could stretch to hold all sorts of small belongings from a volume of Ibsen to a safety hairpin was celebrated as the Boston bag from Maine to California. To-day the bag habit has seized on womankind and spread like an epidemic.

No shopper or caller or traveler adventures beyond the shelter of her own home unless a bag is hung to her belt or swings from her fingers, and nine-tenths of the feminine population carry two bags at a time and comfortably boast of possessing half a dozen others at home.

To enumerate a few of the variously shaped reticules now considered essential to womanly convenience is to mention at least the side bag, carriage bag, railroad bag, wrist bag, handkerchief bag, theater bag and shopping bag. These are made of everything from alligator skin, with pewter mounts, to the finest gold wire network, in the mesh of which dozens of tiny diamonds or turquoise beads are placed.

These last are so very delicate and so very costly that they will only carry

the owner's cobweb pocket handkerchief, while their price, if both metal and stones are real, mounts justifiably into the thousands.

The bag in which the majority find the greatest joy and convenience is the stout, capacious safety shopping bag of glazed baby alligator skin, lined with suede, fastened not only with a snap lock but satchel clips on the side, and adjusted by strap and buckle to one of its outer sides is an ample purse with change and bill pockets.

Within, the bag is divided, along its leathern walls, into flat compartments, in which in gilt letters are stamped "samples," "hairpins," "cards," "fountain pen," "shopping list," "mirror," "comb" and "smelling salts." The center of the bag is left free to hold parcels, and as the bottom of the bag pulls out like bellows, a most amazing number of small things can be put in without overtaxing its capacity. This sort of bag can be bought all fitted, or the purchaser can put her own things into its compartments, although the manufacturer, with great forethought, mounts the bag itself, mirror, comb, pen, pencil and salts bottle in aluminum.

The leather traveling bag is equally complete, although some women have taken kindly to a basket designed in France, and called the Bon Marche, in honor of the great Parisian shop of that name. French peasant women weave these baskets, which are always provided with pretty leather straps and handles, and are exceedingly fashionable as work bags at the modish sewing classes and Dorcas circles.

Silver and gold and gun metal side bags have not had their popularity injured in the least by the appearance of

the exquisite brocaded satin and beaded silk side bags, mounted with metal tops and chains, and the wrist bag is in as high favor as ever.

The exceedingly smart wrist bag is made no longer of suede, but of sweet morocco, perfumed Russia leather, or velvet calfskin. If you want to pay the top price for a wrist bag, ask for an imported one of sea cow skin, mounted in gun metal and powdered with diamond sparks.

Women who mislay their purses and suffer from that gentlest form of aberration called absence of mind are adopting joyfully the English expedient of having their bags chained to their wrists. At the shops where fine leather goods are sold broad lizard skin, morocco or Russia leather bracelets may be bought to buckle or lock on the left wrist.

From the bracelet depends a short silver or gun metal chain that can be adjusted to any bag, and effectually prevents any tricks of errant memory, or of pickpockets and shoplifters. The leather bracelets are made to hold watches, but the most fashionable ones merely show the owner's initials burned or carved on the skin, and the same lettering is repeated on the bag that the chain and bracelet guard.

Rubber Boots For Dogs.

Rubber boots for dogs—neat five-button and lace boots, dainty, close fitting and durable—are now arriving from Paris and are on sale at different New York stores where high grade boots and shoes are sold. They are made with thick and thin soles, and keep the feet dry. Hereafter if any thoroughly affluent dog runs around and from wading through the slush gets a fatal case of "epizoo," it is his own fault. It will be a plain case of "flying in the face of providence."

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.

**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



Hardware

Care, Management and Display of Retail Hardware.

We will begin with the exterior front. In order to make the first impression a favorable one the store front should present a neat appearance. We keep ours well painted with a dark, greenish black coach color, the ornamental iron parts touched up with gold leaf and the whole varnished with a good quality of "spar varnish."

We endeavor at all times to keep our show windows attractively dressed, changing the display about once a week. In the arrangement we get valuable aid from the trade publications by cutting out the illustrations and descriptions of window displays. These we paste in a scrap album, using an old catalogue for this purpose, cutting out every other leaf to make room for the extra thickness of the cuts and clippings. We also paste in this book cuts and descriptions of any racks, display stands or devices that we think will ever be of use to us, in whole or in part. This book is often referred to for suggestions from window displays to Fourth of July street parades.

We have an electric plug and switch put in each window and add to effects by the use of lights, etc., a red, 16-cp. incandescent light inside of a coal stove gives it the appearance of being in operation. You will find that you can make as attractive displays as your neighbors in other lines. We would advise a distinct display of one class of goods in each window, that is, exclusive sporting goods in one, tinware in another, etc. Push the lines that afford the most profit, you will notice they begin to appear oftener on your want book, if you keep one, and every dealer should.

Show cases afford the best means for inside display. We use as many as we can find room for, aiming to have them all of uniform size, shape and material or style, keeping them clean and the contents in order and as far as possible a distinct class of goods in each, displaying cutlery in one, small tools in another, etc., using one for brushes, laying them in loose without boxes, displaying cutlery in the same way, marking each knife or shear and laying them in rows or heaped up on a plush tray. We think sales in these lines are increased by this manner of displaying them.

We had a local cabinetmaker make us two tall counter cases, using some plate glass that we had on hand for the fronts, end and shelves. In one of these, two feet wide, six feet long, four feet high, we put in swinging mirror doors at the back, carpeted it with plush, and put a small electric light in the top. This case we use for silver and nickel ware. In the other case we put a case of drawers in the back projecting into the case about ten inches, the back forming the back of the show case. This we covered with red felt, and on this tacked an exhibit of twist drills, taps, dies, screw plates, etc., showing the larger sets of taps and dies in the bottom, together with breast drills and similar goods. The drawers in the back held the stock.

Last spring we invested in an outfit of Warren shelving and counters. Ours is a combination of wall cases and shelf boxes, with glass fronts and felt-covered sample boards, and the increased sale of the lines that were prominently shown has been very noticeable. This has been especially true of guns, locks and builders' hardware. This latter line we display

on felt-covered boards; these boards hang on pins, in a wall case and in front of shelves; these shelves hold a supply of the goods shown on the board directly over them or in front of them. We display one pattern of lock front and inside, on a board, showing on the same board the window trim of the same pattern. A customer can see at a glance the trim for an entire house. Different boards show different patterns, one board showing all our cupboard catches, another our line of latches, another our line of fancy butts, etc. We sorted out and sold as jobs all odds and ends of this class and only keep in stock what we show in samples. We have all our lock sets put up one set in a box, they are easier to handle and make a more attractive appearance on the shelves. Our shelving for tinware extends from the floor to the ceiling and is reached by traveling ladders. This shelving is two feet deep and affords ample room for display and reserve stock.

We keep our iron rivets in a cabinet on our bolt counter, horse nails, calks, nuts, washers, in this same counter and case. Our malleable irons, wrought irons, steam fittings, etc., in pigeon holes. Our wire screen on a stand or rack by itself, our wire cloth measuring machine on a table, with room underneath for the full rolls. Window glass in a case with a cutting board at the end, hoes, rakes and forks on brackets, with handles in a rack underneath. Hay knives and handled axes in a rack, and axes in boxes on a short counter, with samples of each style or kind of axe on a sample rack. This rack we make of iron pipe standards, secured to the counter top with flanges, and a tee in the standard, through which we run smaller pipe, at the proper distance to allow the rows of axes to be placed over each other; the rods being run through the eyes of the axes, allows them to be examined without removing them. We mark the selling price on each axe. Our stoves we mount on individual platforms, these platforms are mounted on "martin" casters and painted a bright vermillion, which forms an attractive contrast for the polished or nickel surfaces.

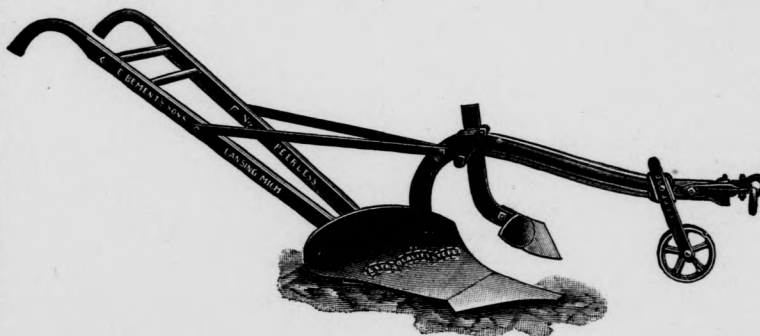
One room in our basement we devote to second hand goods of every description that we take in on trades, etc., principally stoves. These we polish up and make a few necessary repairs and arrange in rows as we would new goods. We find this a very profitable department. In this room we have a set of shelves where we keep all stove parts and castings that will accumulate in all stove stocks. We sort them in classes, backs, fronts, bottoms, dampers, etc., by themselves, also parts that we take from old stoves that are worthless for anything but old iron, such as legs, bases, etc., in this way we use up many scraps at a good profit.

Wood stock we keep in a dark part of our basement and are not troubled with powder-post or wood-borers.

We aim to keep each class of goods together in departments. If a call is had for an article in the sporting goods line, it will be found in that department and not in the tinware or mixed up with the grindstones.

In buying, we would be conservative, selecting one or two good houses in each line and staying with them. By bunching your business your patronage is more desirable to them, and you will be well treated. If at any time you differ in opinion, give them a chance to square themselves. Be courteous in

It Is Hard Work To Plow



If you have to keep kicking the furrow to make it lie down where it belongs. (A Peerless turns the furrow clear over.)

Or if you have to pull an old 250-pound plow back every few rods to scrape off sticky soil. (The Peerless weighs 140 pounds and is guaranteed to scour in any soil.)

If you have to use an ill proportioned tool that is bound and determined to run on its nose or takes too much or too little land. (A Peerless Plow will run across a field without touching the handles.)

We give a written guarantee with every Peerless Plow.

Can anything be fairer than this?

These are facts about
BEMENT PLOWS

They turn the earth

E. Bement's Sons
Lansing Michigan.

your correspondence and do not make unreasonable claims or be continually fault finding. Treat their representatives with as much consideration as you would wish to be shown yourself. You will find that it is best to have the good will of the traveling man; he will give you the best he has and take good care of you. If you are given a special price, keep it to yourself, do not give it away or use it as a lever on someone else, thereby making all kinds of trouble.

Give your business your personal attention if you would succeed. It should be paramount to politics and lodges. Look carefully after details. Supplement this with a cordial manner, take an interest in your customers' affairs, ask after the welfare of their families, help them load up, bid them good bye when they start for home, this costs nothing and returns a dividend. Have a system about your business. Your prices, your sales, your purchases, your contracts, your quotations, your collections, especially the first. Have your stock so priced that anyone in your employ can find the price of any article. This creates a feeling of confidence in you. Your customer is not so liable to enquire concerning the prices elsewhere, to satisfy himself that you are right. A system of pricing is invaluable at inventory time. Carry a good assortment, less of a kind and more kinds, study the new goods that come out, add side lines, but before adopting them be sure that they are right, investigate their claims, do not ask your trade to take an article on your recommendation unless you are certain it is right.

After selecting the line and make, advertise it, push it for all you can. Convince your trade that it is the best, prove it to them. Do not be spasmodic in your efforts, keep everlastingly at it, many of these lines take but little room or are ordered as they are sold and not carried in stock at all.

We nearly paid our rent with our profits on windmills the past season and did not keep one in stock. We more than paid our rent with our profits on cream separators, we more than paid our taxes with our profits on road machinery, that the firm's agents sold for us, with our help. The sale of these goods added very little to our expenses during that time. Push the goods that bring in the best returns, the staples will sell themselves. There is more profit in a camera, a gun or a bicycle than in a whole carload of nails or barbed wire.

Advertise, advertise judiciously, advertise often, engage a certain space in your local papers, on the local side, upper right hand corner next to pure reading matter. Change your advertisements each week, make them short and to the point. Use cuts as much as possible and confine your advertisement to one class or line of goods at a time. Don't be sensational, be candid and truthful. Supplement your newspaper efforts with circulars during the quiet times, and always enclose a pamphlet in your letters to your trade. Keep the catalogue house catalogues in your desk, to know what they are telling your trade, for you will find that nearly every one of them has one of these books at home. Most of these prices you can meet, with the freight added. Do not advertise them by complaining to your trade, but go after them; in most cases you will be given the preference.

Employ good help, treat them well, take pains to post them about your lines, give them the management and

care of certain lines and hold them responsible for the success of their department. Encourage a friendly rivalry, notice and appreciate their efforts, see that goods are not misrepresented and that full measure and weights are given, this is necessary to your success.

Do not think hard of your competitor simply because he happens to be in the same line of business that you are, do not imagine for one moment that you are entitled to all the trade. You can not get it all, but get all you can, and get it as honorably as you can. Talk your own goods, do not advertise him or his by complaining of them; your aims ought to be alike, to sell all the goods you can at a fair living profit, and not to "do one another." Do not cut prices below a living profit, your competitor will certainly meet your cut and the chances are that he will "go you one better." John A. Scofield.

Does Success Ruin a Man's Manners?

Is it true that success begets failure—in manners? I am prompted to ask the question because at times I find myself "up against" a proposition which seems to confirm my suspicions. I called on a manufacturer the other day, who saw me the moment I entered his office. He spoke to his book-keeper, to his clerks, to some other callers, but he merely nodded to me. After a respectful wait of ten minutes—which is always about my limit unless there is "something doing"—I arose and walked over to the gentleman, then disengaged, telling him I would like a minute with him. He said: "I will see you presently." I waited five minutes longer and then sought the door, and as I was going out I heard him shout—"I can't see you today—come in another time."

When he saw me at first he presumably knew that he could not talk with me, but preferred that I should lose fifteen minutes' time before being apprised of the fact. Some of these days that man may send for me, and he will expect me to go and see him at once. I think I shall keep him waiting at least fifteen minutes—just to teach him a lesson.

There are others who have a wonderful knack of pretending to be busy. They make a great showing of talking here, giving orders there, countermanding them in another place, ferreting up and down in an excited sort of a way. They are busy doing nothing all the time. They apparently effect nothing, but satisfy themselves that they are really busy. A real business man can get through more real work in ten minutes than they do the whole day, but if you want a one minute interview they are "positively too busy, fairly overwhelmed with work—better look in another time."

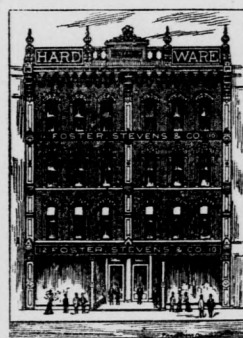
The busiest men I know, I mean men who personally superintend large factories and wholesale houses, are always the most urbane, the most sincerely polite. Even when burdened with the intricacies of business they have the same quick smile and handclasp, and they find time for a cheery word and can promptly name a time when they will be at leisure, without keeping you waiting a half hour to find out. Success in business has not rubbed off their natural polish, nor hardened the smile nor roughened the voice. They find it easily possible, even in the rush of their business, to be thoughtful in their treatment of others. And, as a natural result, they have the good opinion of those who are not fortunate enough to be favored

with any kind of an order, but are made to "feel good" even when being pleasantly "turned down."—John S. Grey in Boot and Shoe Recorder.

Working the Head of the Family.

It's a wise boy who knows how to work his father, and in this precious age most boys are wise. Louis' father works in Omaha, but Louis himself lives with his grandmother in Western Ne-

braska. Like most boys do, Louis writes to his fond father only when he wants money or something new in wearing apparel. Last week he wrote, enumerating a number of articles he needed. Among other things he wrote: "Please send me some stockings. You better send bicycle stockings because they last longer than the other kind. Are you going to send me a bicycle on my birthday to wear with my bicycle stockings?"



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

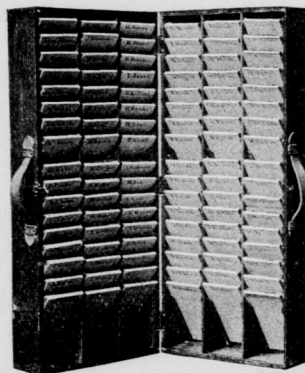
Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

A FEW POINTERS



Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in bookkeeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all.

For full particulars write or call on

A. H. MORRILL, Agent,

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THE NULITE VAPOR GAS LAMPS

For Home, Store and Street.

The Nearest Approach to Sunlight and Almost as Cheap.

ARC ILLUMINATORS 750 CANDLE POWER.

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.

PELOUZE SCALE & MFG CO.

CHICAGO CATALOGUE

Scales

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

GOOD OLD DAYS

When the Store Was the Loafing Place of the Town.

Written for the Tradesman.

Something of late has reminded me of early days in Central Lake. There was a long time—several years—when our store was considered the best loafing place in the village, and when evening came and the cows had been milked and the hens safely housed and the night wood split and carried in, nearly all the young farmers in the neighborhood made tracks for our place of business. There was a regularity about it that one could but admire. At 6 o'clock Rob Sliter made his appearance. He was a quiet boy, but had a fund of native wit that strangers sometimes discovered to their sorrow. At 6:15 enter Bert Travis, tall, boisterous and profane, but rather awkward, withal. Hard after him followed Ulysses Green and George Clow, while a few minutes later Milt Rushton and Will Barnum came in. Then, if the walking was good, we could depend upon a social call from Will Cary and George Smart. And when the crowd was all in, and a good fire blazed in the old Round Oak, what times we used to have! Every one of us had peculiarities—good and bad features—and were each known by one or two special stories that we told with gusto whenever there was half a chance. Nobody said "Rats" in those days, and chestnut bells remained to be invented, so we were allowed to proceed with our tales to the very end, without interruption or comment. Occasionally Rob Sliter would hint that some special yarn had been told in a different way at another time, but so few of us were certain of getting a narrative twice alike that remarks of this character seldom met with favor from the club.

Next to story telling, probably the most staple amusement we had was stealing one another's luxuries. Tobacco, candy, peanuts—an apple or two in season; anything like that was considered fair game. I have seen the whole bunch pile bodily on some bloated aristocrat with a fresh paper of fincut or a package of caramels injudiciously displayed, and when he was finally permitted to arise from the floor, wild-eyed, panting and exhausted, he was so glad to find himself alive that he allowed the boys to share the plunder without audible protest.

At one time the crowd had the smoked herring habit in its most aggravated form. Not a night passed but some one bought of these fragrant fish and ate them, provided always that the other fellows did not appropriate the purchase to themselves. For quite a while Bert Travis ranked as the champion herring stealer of the crowd, but his anxiety to sustain his reputation finally proved his ruin. On the night of his downfall, Rob Sliter called earlier than usual and procured two "blind robins." With a sharp knife he cut one of them lengthwise, so that the lower part of its body and its head were in one piece. The other he split in a similar way, only leaving the tail attached instead of the head. Then with half a dozen toothpicks he pinned these parts together so that to the casual observer the finished work looked exactly like a whole herring. This he laid on the counter, and then leaned back comfortably and proceeded to calmly devour the edible portions of both fish. Bert was a little late that evening, and when he

INDIRECT ADVERTISING.

Effectiveness of Plainly Marked Price Tickets.
Written for the Tradesman.

The shrewd merchant spends money cheerfully in direct advertising. He seeks also to get a large amount of those indirect and intangible kinds of advertising which are even more valuable. He wants his store, his clerks, his customers—even his loving friends—to advertise him. He makes his prices talk and talk effectively in his behalf. For they may talk to his injury. It is only the word fitly spoken that the Wise Man likened to apples of gold in pictures of silver.

The advantage of having all goods marked in plain figures has often been shown, but not every merchant has yet learned the lesson. Place neat but conspicuous price tickets on as many articles as possible. It requires no little work to do this, but it pays. It suits your customers. They like to know the price without having to ask. Particularly is this the case with people of small means. They are sensitive. They will not ask, fearing the price will be too high for them. Price tickets make many sales without the slightest effort on the part of the clerks. All they have to do is merely to wrap the goods.

Why are racket stores and 5 and 10 cent bazaars almost invariably such popular places of business? If you will watch for an hour the crowds coming and going and note that, almost without exception, each man, woman and child leaving these stores bears away a larger or smaller sized bundle, he must decide that there is a strong drawing card somewhere.

If he examines the stock carefully, will he find that it is because goods are being sold at a less margin than at the regular dealers? In some instances this may be true, but in the majority of cases will he not get just as good a tack hammer for 10 cents from the hardware merchant as at the bazaar, if the hardware merchant can find the article, and having found it, is sure at what price he is selling it?

It surely is not the class of help employed in these places which wins the people, for any boy or girl who can tie goods into a bundle is all that is required.

Does not the secret lie right here—the goods are always in plain sight, not hidden away to be hunted for in the basement or other out-of-the-way place. The customer sees the price at the same instant he sees the goods, and can, without help or advice from a salesman, calculate in his own mind just how many and what articles a certain amount of money will buy.

It is impossible for the dry goods or shoe merchant or any one carrying a regular line of goods to follow exactly the methods used with such success by the proprietor of the bazaar.

But does he not furnish a striking object lesson which any merchant may study with profit, and, wherever possible, use similar methods in his own line of business, and let plainly marked goods well displayed talk for him when he is not on the spot to talk for himself?

The merchant who displays his prices prominently gives the impression that he himself has confidence in them. He is not afraid to let his prices be compared with those of his competitor.

How much shall be done in the way of putting out leaders at or below cost each merchant must determine for himself. A cut price on a staple article

speaks louder than words. It is just a question of paying the price for this kind of advertising.

While few people have definite knowledge of the proper prices of any but the most common articles, still "you can not fool all the people all the time." They soon know the places where exorbitant profits are expected and shun them. Nothing is worse for a store than that the belief become common that its general range of prices is high, that it is a "dear place to trade." So to fix prices that they shall give him a sufficient margin and at the same time hold his trade and bring him more is one of the fine arts in the merchant's profession.

When new goods arrive, they should be priced as soon as unpacked. Never have goods stacked about in sight before this is done, if it is possible to avoid it. Customers are sure to want to know the price of any items that may attract their attention. Then must follow a search for the article on the invoice. A visible and partially audible consultation between salesman and proprietor or head of the department ensues. The price has to be made in haste and may be too high or too low. The impression given by the whole affair is distinctly bad and unbusinesslike.

Properly managed, there is much good advertising to be gotten out of marked-down prices on dead stock and goods that will not sell at a regular margin of profit. When it becomes evident that any item is not moving properly and that the price must be lowered, determine upon the proper reduction and make it at once. Do not wait until you have a customer examining it. The effect is better to have the price all cut and dried beforehand. A piece of goods tagged "11c, marked down from 16c" is taken eagerly as a bargain. If the mark-down has not been made and the salesman tells the lady in regard to this same piece of goods, that "it hasn't sold very well and he guesses he can let her have it at 10 cents," she will quite likely not take it, or if she does, will feel that perhaps she ought to have gotten it for 9 cents.

As has been said, not many buyers are competent judges of prices on more than a few articles, but every mother's daughter of them all wants to feel that she is getting things at the bottom figure. Bearing this trait of human nature constantly in mind the wise merchant will have a certain positiveness and fixedness about his prices. Haggling on the part of the customer will not change them any more than kicking on the part of the culprit could alter the laws of the Medes and Persians. He will train his clerks to state prices with such promptness and positiveness that the customer will get the idea that they are like the laws of gravity—correct in the nature of things, and consequently not to be changed to suit individual fancy or convenience. For let it be known that special reductions can be brought about by request or threat or any other means, and no matter what price is made, the suspicion remains with the customer that she is paying too much.

Have one price for all. Take special pains to let the man who works for a dollar and a quarter a day know that his money will go just as far as that of the millionaire and give him just as courteous attention as you give the wealthiest customer you have. If you make reduced prices on large quantities of any goods let these be definitely determined upon and let everybody who cares to take the larger quantity get the benefit of the lower price.

Your prices talk whether you will it or not. Let them talk not timidly, vaguely, nor to your disparagement, but boldly, decidedly, and to your great benefit.

Quillo,

FREIGHT TRACERS

One copy for R. R. Co., one for your customer, one for yourself, all written at one time—50 CENTS PER BOOK of 100 full triplicate leaves.

BARLOW BROS., GRAND RAPIDS, MICH.

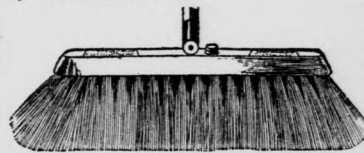
Dustless Sweeping vs. the Common Broom

A recent test by the Milwaukee Health Department demonstrated that the kerosene oil method of sweeping as employed by the

World's Only Sanitary Dustless Floor Brush

reduces dust 97 per cent., and that as a measure of precaution against disease the oil brush was highly commendable. Dealers wanted.

MILWAUKEE DUSTLESS BRUSH CO.
121 Sycamore St., Milwaukee, Wis.



Salted Peanuts

Fresh Every Day

Putnam Candy Co.

Grand Rapids, Mich.

IF YOU WANT TO SELL YOUR
REAL ESTATE OR BUSINESS

FOR CASH

OR BUY REALTY OR MERCANTILE PROPERTY
WRITE TO

WARNER

REAL ESTATE BROKER MERCANTILE

GRAHAM & MORTON BUILDING

BENTON HARBOR, MICHIGAN

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The actual business transacted in brown cottons has been small, and in drills also, so far as home account is concerned. While the transactions for foreign markets have been limited, exporters are making bids continually and endeavoring to "bear" the market by every possible means. Nevertheless they are gradually coming to the level of the sellers and it is very likely that they will reach there in due time. It is very evident that exporters are anxious to do business on a good scale, but feel that there is a slight opportunity for them to gain a small concession. Small lots are being moved right along at full prices, but the point of interest lies in large transactions that are very evidently pending.

Prints and Ginghams—Printed calicoes show a demand this week that is fully up to the average of the past few weeks. While individual purchases have been small, they have been widely distributed and the total has been very fair. Staple calicoes have received considerable attention in the way of re-orders, and other lines of calicoes are also receiving attention in this same way. These goods, both staples and fancies, are excellently situated from the seller's point of view, and prices are firmly maintained. Gingham continues firm in both staple and dress lines. Dark napped fabrics are in part opened for the new season and are in fair request. Fine yarn goods show a tendency against buyers, while in print cloth yarn varieties an advance of 1-16c per yard has been already realized on some makes and others promise to take a corresponding basis soon. The makes that are already advanced are not only very firm at the new prices, but hints are made of further advances in the near future of at least another sixteenth.

Dress Goods—The situation in the dress goods market at the present time, so far as it pertains to lightweights, has not been marked by the development of new features. The volume of duplicate business emanating from the jobber, as may be expected under present conditions, is of a modest character. Such business as is coming forward from the jobber on dress fabrics runs principally to diaphanous effects. The fact that some fair orders for such goods are coming forward, supplementing earlier purchases by the jobbers of good volume, is taken to mean that the jobber has found a considerably larger outlet for such goods than was considered probable during the initial ordering period. One explanation advanced regarding the readiness of the jobbing fraternity to place further orders after previously taking a good yardage is that the jobber in his early preparations did not realize to what extent the demand for these sheer fabrics would come from the retailers in the many small cities and towns throughout the country. It appears to be a fact that the prevailing style of dress in the larger cities is adopted much quicker and earlier in the outlying towns and small cities than was formerly the case. For certain lines of cotton mixed waisting a fair demand is reported, but on the better classes of goods orders appear small and scattered.

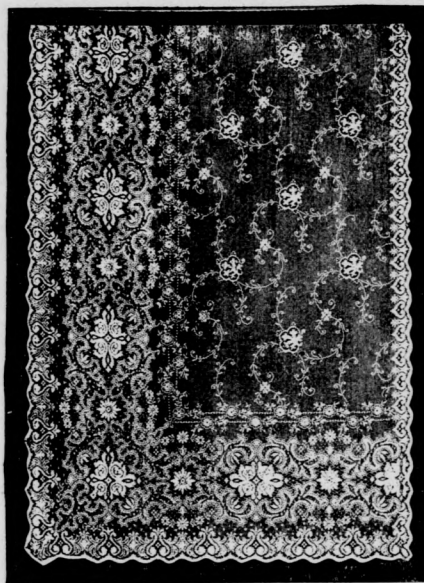
Underwear—There has been a splendid business in lightweight underwear, particularly in balbriggans, and the duplicate orders will undoubtedly take

care of the entire product for the season. The jobbers are finding considerable fault, however, with the way the retail buyers are taking hold. Many buyers are in town, but they seem, for some reason, to be holding back their orders. With stocks as low as they are, and prospects for a spring and summer business as good as ever, they can not understand this hesitancy. Perhaps the buyers have felt the influence of the uncertainty in the present heavyweight market. Duplicate orders have been received from the jobbers by the mills, but this part of the business promises to be slow on account of the deferred business in the jobbing end of the market.

Hosiery—Buying is at a low ebb now and comparatively little is being done. There are a number of buyers in the market but there is little doing. In spite of the heavy competition, there has been but little price-cutting on wool goods, although some lines are about 5 per cent. below last year's prices. The largest business by far has been in cotton hosiery. Fleeced hosiery continues to sell in fair quantities.

Carpets—The mills in general are busy on old orders, which are likely to keep them busy for some months to come. The season at the present time is too far advanced, and orders are taken for too long a time ahead for any great change in market conditions to develop. The attention of manufacturers is not given so much to the affairs of the present season as it was a while ago, but more to the possible developments of the new spring season, which is expected to open about the 10th of May. From now on mill men will give their usual attention to the production of their plants, but less to the business end until the time arrives for the placing of new initial orders. The duplicates are beginning to be received from the smaller customers, but the large handlers of the fabrics will not begin to place their duplicates before the first of March at the earliest, as in former years. The jobbing trade are beginning to prepare for the spring business, and, in fact, they have already received a few early orders for that account. It will be only a few weeks before the jobbing season will be at its height, and the retailers will be in the market in large numbers. The jobbing salesmen have just completed their "rounds," and are returning home from their journeys in the efforts to show the retailers the advanced ideas in the new designs, and it will not be long before they will again be ready to go forth in search of the real business, which they anticipate will amount to more than the average of previous years. From what the traveling men report, the condition of the carpet dealers throughout the country is such that a good, active demand is bound to come. In most sections dealers are hungry for carpets in order to replenish their much depleted stocks, caused by the extraordinary business during the past fall months, and as a rule they are much interested in what the drummer has to show them in the way of samples, prices, etc. While it is, perhaps, too early to state what is likely to be in the best demand, it is safe to say that present conditions point strongly to carpets of the finer grades, the Brussels, wiltons, velvets and lastly the tapestries. Wiltons and Brussels are bound to receive their full share of the business. Wiltons are being made quite largely in carpet-sized rugs, or art squares, in very effective designs, for dining and drawing rooms, and they

Lace and Ruffled Curtains



Lace Curtains from 37½ cents to \$5.00 per pair.
Ruffled Curtains from 42½c to \$1.75 per pair.
In the newest designs. Ask our traveling men to show you their line.

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

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.

are even now being displayed quite conspicuously in the show windows of the large department stores, the first buyers of the season. The color displays, while neither too striking nor too dead, are very appropriate in the rich reds, browns and greens of the Oriental, and more largely in the more modern designs, and should receive a very large call from the consuming public at large. Taps, while having received a black eye from the jobbers to the makers, are likely to receive the average business from the retailers, although less attention will be given to them than to some of the other lines. The Philadelphia ingrain weavers, while on the whole running from day to day, are not receiving the business they should at this season of the year. Some report a fair to good business, but generally speaking, the trade is dull. Some of the weavers on all-wool ingrains are fairly well employed on orders of fair-sized volume, but taking the business as a whole, it is of a piece-meal character. Prices of ingrains are down so low that there is little in it for the manufacturer, and many appear to look at business at the present rates in a kind of a half-interested way. The cheap taps are hurting the demand for ingrains, and have been for some time, and unless something is done to push these goods away from usual points of consumption of ingrains, the demand will never be any better than it is to-day.

Rugs—Rug manufacturers are doing a very large business, with plenty of orders on hand to give their hands work for some months to come. Smyrns in the smaller sizes are in good demand, but for the larger or carpet sizes, there is a much less enquiry. Wiltons in the large sizes are also in good demand.

She Won a Sealskin Coat.
From the Boston Transcript.

An amusing story is being told of a Boston woman who lost a beautiful seal garment which her indulgent husband had purchased for her in Montreal for a Christmas present. As the story is told the coat was being brought to Boston in a large traveling bag carried by the purchaser. As he approached the Canadian-American border he began to have doubts as to whether or not he could persuade the customs officials to pass the garment, so he cast about him for some means by which he could evade the payment of the Government's dues. A short distance from his seat in the car was a well dressed woman who appeared to be alone. The man went to her, and explaining his predicament asked her if she would be willing to wear the coat as her own garment over the "line." The woman agreed and the danger line was crossed in safety. As the train approached the Massachusetts line the purchaser of the coat approached the woman and, after thanking her for the trouble to which she had been put, and expressing both the thanks of his wife and himself for her assistance, said that he would not trouble her to wear the coat for any longer time. Much to his surprise, however, the woman failed to recognize him and insisted that the coat was her own. All appeals from the man were of no avail, and the wearer of the coat finally stated, so it is said, that she knew the man well, and calling him by name asked him if he were willing to have it made public that he was trying to evade the payment of custom duties in that way. The purchaser of the garment pondered over the matter for awhile and came to the conclusion that the loss of the sack would be less annoying than any notoriety, while the woman left the train at Boston resplendent in a seal garment intended for the wife of a Back Bay man.

No woman is too old not to feel flattered if accused of being a flirt.

She Could Keep a Secret.

The one secret that women know how to keep is, according to unkind critics, that of their age. They will tell everything else that is entrusted to their keeping, but never, even in a moment of expansive indiscretion, will they be induced to reveal the number of their years.

Of course, this isn't always true. Many feminines tell their ages and those of their women friends with as much freedom as their brothers would give the same intelligence concerning themselves, but one elderly lady who recently died was, in the matter of secretiveness, a marvel to her acquaintances. No one except her own brothers and sisters knew her age. Her husband did not, although she was married to him thirty years or more. When the marriage license had to be bought the bride vouchsafed the information that she was "more than 18." That was all; so the hardhearted best man put her down as 25 years of age. In the years that followed she never spoke of her birthdays. Once, when she was asked if she was born in June, she replied that she didn't remember. The natal days of others in the family were celebrated, but hers never. She would talk well on any subject in the world but ages; on this one she was absolutely dumb.

Before she expired she made a single request of her husband. "Please don't allow any dates to appear in the obituary notices or on my tombstone," she asked. "I don't like dates."

And so her secret died with her, and although her women friends surmised that she must be at least ten years older than her husband, to justify this sensitiveness, it is quite possible that she was nothing of the sort. She did not look it. She merely had a horror of being reminded of the passage of time.

This was, of course, a very unusual case, but it is sufficient evidence that a woman can keep a secret and will.

Economy in Gloves.

"Men pride themselves on their superior economy," says a well-known young matron, "but it is without good grounds. Take gloves, for instance. You buy more gloves in a year than I do, and you are not well gloved half the time. You put a pair on when you buy them and get the fingers twisted. As a result, they never look well, there is a strain on the seams, they rip, and in a few weeks they are thrown aside, soiled and spoiled. Now, take your first lesson in glove economy. Buy good gloves and have them fitted on by the clerk. It is the first fitting that counts. After that they will go on all right."

"Never wear the same pair two days in succession. Straighten them out at night and give them a rest for a day. Four times a year gather up your gloves and have them cleaned and pressed for 15 cents a pair. You will find that your glove bill will be cut in two. But always get good gloves. I bought a pair of reindeer driving gloves in London four years ago and paid a guinea for them. They are still serviceable. When they are soiled I put them in a basin and wash them with soap and water and they dry out as good as ever."

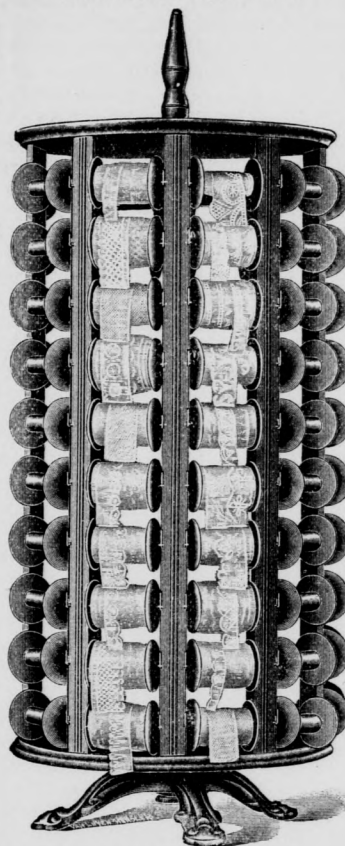
She Got the Soother.

A middle-aged woman called at a drug store on West Bridge street one evening last week and asked for morphine, and the pharmacist replied to her request with:

"Is it for your husband?"
"Oh, no, sir, I have not got any."
"You don't think of suicide?"
"Far from it."
"What do you take it for?"
"Must I tell you, sir?"
"You must, or otherwise I can't supply you."
"Well, then, don't you think that a woman 40 years old who has had her first offer of marriage less than an hour ago naturally wants something to quiet her nerves and give her a good night's sleep?"

The druggist thought so, and she went away contented with the nerve soother.

The only way to increase your sale of Laces is to use one of our Lace Racks.



Thousands in use and are endorsed by the leading houses in the United States and Canada. Holds 100 pieces of Val lace, always in plain sight; highly polished. Send for illustrated circular. L. F. G. LACE RACK CO. 608-9 Wetherbee Bldg., Detroit, Mich. Successors to F. C. Feekenscher.

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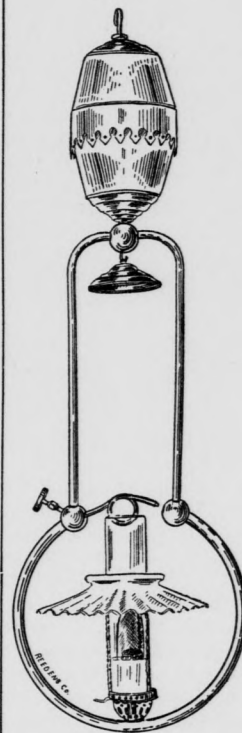
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at special prices to close them out.

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

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Gas
Lamp Co.,
141 Canal St.
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You ought to sell
LILY WHITE
"The flour the best cooks use"
VALLEY CITY MILLING CO.,
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.

Woman's World

Some Sane Observations on the Art of Courtship.

A St. Louis clergyman, anxious to boom matrimony in his parish, has come out flat-footed and advised the women not to wait any longer on dilatory lovers, but to pop the question themselves.

Sensible as this advice is, it is not likely that even the most advanced woman is advanced enough to take it, no matter how much she might like to, for women may defy laws, but they are slaves to etiquette. They have boldly invaded the occupations and professions once sacred to their brother and wrested many of their perquisites and profits from him, but no woman has the courage to break through the idiotic custom that gives man a monopoly of conducting the matrimonial business.

And, when you look the matter fairly in the face, it is appalling to realize what an amount of unnecessary misery this silly, romantic theory that a woman must be the wooed, instead of the wooer, precipitates upon the world. In every community there are hundreds of dyspeptic old bachelors, the victims of their landladies and washladies, who might be enjoying all the comforts of a happy home if some good, domestic woman had been free to call their attention to her merits as a housekeeper and a cook. There are plenty of struggling, ambitious young men to whom some rich girl would like to say: "My dear Tom, you have all the qualities that I admire most in a man. I am sick and tired of all these little popinjays who do not know anything but to hop through a german and twitter society gossip, but men like you avoid rich girls for fear you will be called a fortune hunter, and the poor heiress seldom gets a chance at the husband she wants. Marry me; I can save you years of heart-breaking struggles, and I shall be a happy woman sharing in your triumphs."

But she can not say this—she can only try to look it, and ten to one the man reads the distress signals she is running up wrong, and he goes his way, and she goes hers, and two lives that might have been made happy are spoiled for the sake of a single word that the girl was dying to say, but could not say, on account of a moss-grown fetich.

To my mind, nothing would do more to augment domestic happiness than to give women a free hand in the proposing and lovemaking. Love and even marriage are just an episode in a man's life. They are a woman's whole existence, and if anybody is to get what they want, and the companion that just exactly suits their taste, she is the one who ought to have it. It is much more important for a woman to be pleased in a life partner than it is for the man. Every happy woman makes a happy home. It is the woman who married the man she could get, instead of the one she wanted, who becomes dissatisfied and cross and high-tempered and disagreeable and makes her home a place of torment instead of peace.

As Mr. Cleveland once observed about another matter, it is a condition, and not a theory, that confronts us. Men have the sole privilege of proposing, and uncommonly badly they do it. Every woman looks forward to being wooed in a romantic manner, in Booth Tarkington language, and when a man hurls a commonplace question at her, in

any old way and place, she feels that she has been defrauded of the poetry of life. Most women, when their sweet-hearts pop the question, burst into tears. The man thinks she is weeping for joy at the prospect of getting such a good thing; but she is not. She is weeping because he was such a chump he bungled the situation and put his great big awkward foot through all the dreams of her girlhood.

This is not intentional on his part, of course. It is just plain stupidity, but no woman on earth ever watched a man conducting a courtship, even when she was the stake in it, without feeling like the professional who stands behind an amateur's chair and has to bite his tongue to keep from giving the blunderer points about how to play the game.

In the first place she would tell him that a woman's heart is a fort and that there are two ways of attacking it either one of which is almost invariably successful. The first is by storm. The man who lets nothing deter him, who does not take a back seat for any rival, or give one moment's thought to any obstacle, who loves a woman and is determined to have her at any cost, always gets her. There is something primitive and savage in his courtship that appeals to her imagination, and when you have captured a woman's imagination, everything is over but the trip to the altar.

On the other hand, the shy lover is a foredoomed failure. In her heart every woman has a contempt for a man who wants a thing and has not the nerve to ask for it, and when the bashful man wins out it is because he has some tremendous charm of intellect or pocket-book or social position to counterbal-

ance his hesitation and timidity. Men gain nothing by burning incense at a woman's feet. She wants to look up and not down. Make her believe that she is a goddess, and she will say "No." Convince her that you are a little tin god, and she will jump at the chance to say "Yes" and share your halo.

I once knew one of these shy, humble, adoring lovers who let a pretty girl play fast and loose with him for years. She let him keep her in candy and flowers and books and take her to the theater, and by way of reward she gave him the fag end of dances and let him come to see her when there was nobody else. Finally, however, the worm turned. He got his back up, and one day read the riot act to my lady and laid down his ultimatum. If she intended marrying him she must do it then and there. Otherwise it was all off, and she would never see him more. The bluff worked perfectly. She knocked right under.

"You dear old goose," she said, "I would have married you any time these last three years if you had only made me."

If one way to win a woman's heart is to take it by a bold attack, the other, equally as effective, is by laying patient siege to it. The man who can camp on a woman's trail year after year, who is always on deck with his standing offer, marries her ninety-nine times out of a hundred. The continual dropping of affection will soften a heart of stone, and no matter how scornful she was at first, or how decisive her refusal, she gives in in the end. The patient besieger has many things in his favor. For one thing, by imperceptible

degrees he establishes a kind of quarantine around the woman that drives away other suitors. For another, the woman unconsciously grows into a kind of dependence on him. Then some day he judiciously removes himself, and she finds that there is a gap in her life that only he can fill, and calls him back. No man need abandon hope of winning the woman he wants if she is on his side of the altar.

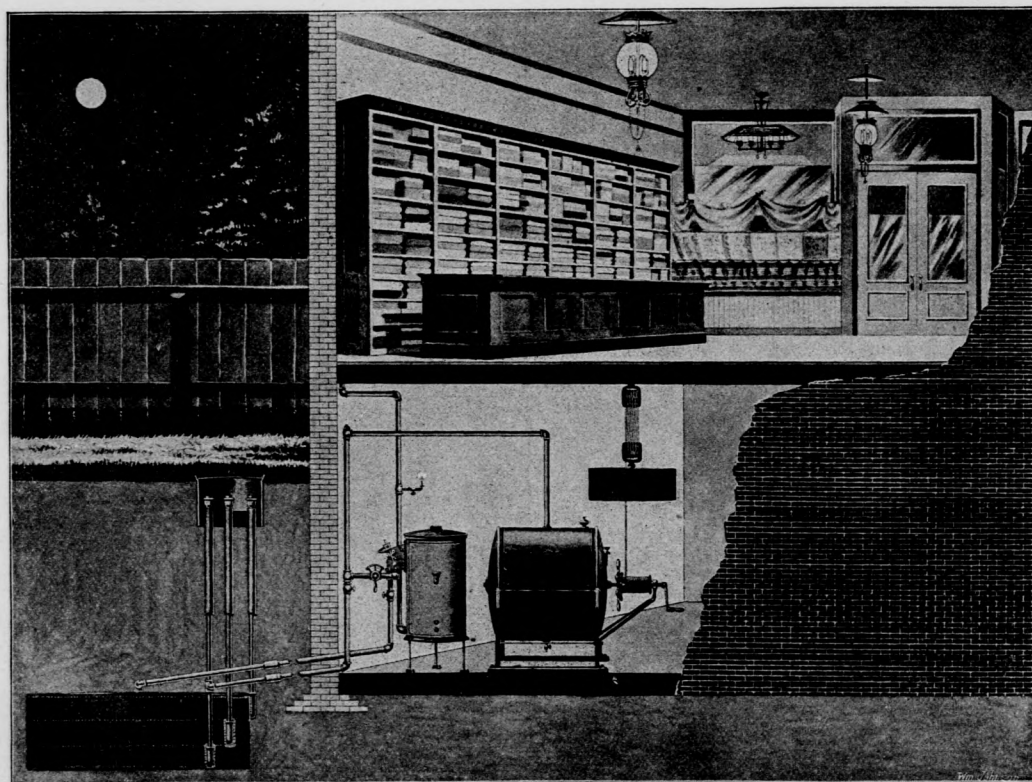
One reason that many men are unsuccessful in their love affairs is that they never stop to consider if a woman's say of "Yes" or "No" depends on her mood and the time. Many a woman suddenly discovers that she is in love with a man because the moonlight is shimmering on the water and the sound of music pulsing on the air, who would have scouted the very idea of such a thing an hour before.

I know a charming and beautiful young woman who is wrestling unsatisfactorily and unsuccessfully with a "career" and who is deeply loved by a worthy but unimaginative young business man.

"Why don't you and John get married?" I asked her the other day.

"Because he has not sense enough to propose at the right time," she replied with comical disgust. "He always comes and pops the question when I have on a becoming new frock or have just had a good dinner or a bit of good luck and I feel big and strong enough to fight the world single-handed. If he would only just come in the twilight, when I am tired and worn and everything has gone against me and I do not want to do anything but just put my head down on some man's shoulder and cry it out and have his strong arms around me, I'd

Michigan Gasoline Gas Machine



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

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

be so glad to marry him right on the spot."

Of course, there are a lot of "don'ts" in courtship that women would like to call men's attention to. The chief of which is, don't propose by letter. A proposal that comes by mail is a plain business proposition that any woman with a grain of sentiment in her must yearn to refuse, even if for other reasons she thinks it best to accept. A man who writes his love instead of whispers it is capable of marrying a wife to get a cook, and any girl will do well to consider long before she says "Yes" to a person who has not a thrill of sentiment in his whole composition.

Don't forget that it is the little things that count with a woman. A woman will be more grateful for a 5 cent bunch of violets if you have remembered they are her favorite flower than for a \$10 bunch of American Beauty roses sent, hit or miss her taste.

Don't think you can buy a woman's heart with presents. The love that is for sale is not worth having at any price.

Finally, beloved, don't, when you propose to a woman, feel it necessary to tell her the complete story of your life. If she says "No," there will be a good many details you will not care for some other man's wife to know, while if she says "Yes," it will be just as well not to have furnished your own wife with too many texts for curtain lectures.

Dorothy Dix.

Developed a Respect for Her Ancestors.

This is the story of a girl and a curry powder, both of which shall be nameless. The value of the story lies in its illustration of the fact that the American girl has an eye for opportunities, and has ability to make the most of a good thing when she sees it.

The girl in question lives in a small town, belongs to an excellent family and enjoys life, but some time ago she contracted the prevalent mania of modern femininity. She wanted to do something. Having a good time was not enough of an escape valve for her energy and ambition.

She looked the field over carefully. She did not find any transcendent genius concealed about herself. She had not been trained to efficiency in any marketable talent. Being a rational young woman, she did not feel that the dramatic stage was yearning for her or that the public was waiting breathlessly for her poem or novel. One day her favorite newspaper published a letter in which a gourmet bewailed the fact that such a thing as good curry was unknown in New York. The girl's father read the letter, and here is where this story properly begins.

It all came about through a great-grandfather. From a social point of view a great-grandfather is a good thing to have in a family, but unless he has left a fortune he is not always a very present help in time of trouble. This particular great-grandfather was a treasure. Apropos of the curry letter, the girl's father was moved to sing the virtues of his ancestor. The great-grandfather was an Englishman. He had a very intimate friend in India—a rajah. The rajah gave the Englishman handsome presents at parting, but the soldier had another friend at court who also was grateful for certain kindly services, and perhaps for gastronomic appreciation.

The chief cook of the court salaamed low before the captain and begged that the friend of the poor would be gra-

ciously pleased to accept from the off-scouring of the earth a treasure that no money could buy, a secret that had been treasured in the family of the aforesaid off-scouring for generations. The curry of the rajah's cuisine should be the curry of the captain sahib. It was famous. The secret of its making must not be told to other Indian cooks. It was the choicest possession of the cook and of his fathers before him. He would lay it at the captain sahib's feet. He did.

"The captain gave the recipe to my grandfather when he came back to England," said the girl's father. "It is a yard long and has all sorts of outlandish things in it, but it is the finest curry powder that ever came over. My grandfather used to make it and my mother, but it is a tremendous bother."

The girl had her idea. She demanded the resurrection of the rajah's recipe. She scoured the country for ingredients, and sent to India for herbs and spices. She brewed and pounded and tasted and hovered over the concoction with the enthusiasm of a Macbeth witch. The curry was a success. She could make it. She felt convinced that she could give the original off-scouring cards and spades and beat him at his own game of currying.

The family first looked on in amazement, then smiled, then caught a mild reflection of her enthusiasm. Having discovered the curry, she went to work to sell it. That was not an easy proposition for a girl of no business experience, but she was a girl of ideas. She got out a clever leaflet telling the Indian tale in picturesque fashion. She selected a number of the very best restaurants and hotels and sent them samples of her curry, the pamphlets, and a courteous request for a trial of the powder. Then she waited. That was the hardest part of the effort.

A little curry powder goes a long way, and those samples bade fair to last forever. There was no assurance that her scheme would not be a complete failure—but it was not. Returns began to come in and one American girl walked on air. The most famous chefs in the country wrote for more. The letters were a gold mine of indorsement. She filled the orders. She went to the wholesale grocers with her indorsements, her advertisements, her imposing list of customers. Everything moved on wheels. It was only a matter of a few months, an insignificant expense and a clever girl's pluck, but it spelled financial success, and another American girl has developed a respect for ancestors that is almost Chinese in its enthusiasm.

Cora Stowell.

The Boy With the Pony.

Most every day a little boy comes driving past our house
With the nicest little pony—just the color of a mouse—
And a groom rides close behind him, so he won't get hurt, you see,
And I used to wish the pony and the cart belonged to me.

I used to watch him from our porch and wish that I could own
His pony and his little cart, and drive out all alone.
And once when I knelt down at night I prayed the Lord that He
Would fix it so the pony and the cart belonged to me.

But yesterday I saw him where he lives, and now I know
Why he never goes out walkin'—'cause his legs are withered so!
And last night when I was kneelin' with my head on mother's knee,
I was glad he had the pony and the cart, instead of me.

S. E. Kiser.

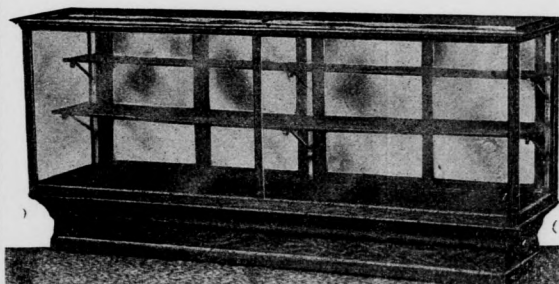
Language is frequently used to conceal want of thought.



Our output has increased over
50 per cent. the last six months.

Olney & Judson Grocer Co.
Grand Rapids, Michigan

ROASTERS



SUNDRIES CASE.

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

Shipped
knocked
down.
Takes
first
class
freight
rate.

Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich.

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

Poultry

Peculiarities Pertaining to the Handling of Poultry.

"We are getting a few wild ducks," said a receiver, "and the quality seems to be very poor; I hear many buyers complain and I guess about all the wild ducks arriving are thin and unattractive. We could get pretty full prices for fine fat ducks."

* * *

Turkeys have been unusually firm of late and stocks are thought to be short all over the country. Many receivers speak of the strong speculative demand. One man said "Prices are so high that demand for consumption has been cut down pretty low but speculators will buy all they can find." Another said he thought there were quite a good many turkeys, but that they were held at such high prices that they would not sell until market advanced over present rates.

* * *

Considerable frozen poultry is coming which swells the receipts, but much of the stock is going direct into refrigerators. When questioned as to the outlet for it a receiver said: "We are selling more or less all the time, but the great bulk of the stock now arriving is being put away for a later market."

* * *

"The strong capon market is helping us to dispose of a good many poor capons," said a receiver. "When market is good buyers are less particular. I sold a box just now which had several questionable birds in. I should call them 'slips' and would have had to throw out or reduce price if the buyer did not want them pretty bad. We get some marks which always contain enough 'slips' to lower the price on the whole package and it seems just about impossible to get shippers to select carefully. Anything not strictly a capon should be sent separately and not mixed in to lower the value of the entire lot."

* * *

"When prices reach a fairly high point in the large markets shippers sometimes do not think how quickly they can drop," remarked a well posted poultry man. "I had some poultry in this week which sold at a good round figure and should have made money for the shipper, but from his letter I should imagine he paid entirely too much for it. Paying prices in the country should not be allowed to go up beyond reason and when holders get their ideas above a safe basis shippers should hold off instead of taking the stock and making loss."

"I will have some frozen stock in shortly," said another merchant. "It is going into storage on shipper's account and I hope the shipper has better luck than last year when he held on until April. When we figured up the cost of holding it would have realized more if sold on arrival. If shippers would depend more on the commission man and let him sell when he thinks best he would often realize more for his stock. The commission man gets advice from all points and is usually in position to more quickly see how the market is apt to go than the average shipper."

* * *

"I had a letter complaining of returns on live chickens," remarked a receiver. "As you know, most of the chickens are more or less mixed with stags and not salable within 1c per lb. of fine chickens. This lot was no exception, and I thought I did well to get what I

did for them. If shippers would sort out closely at this season they might realize more, but few cars have enough really fine chickens in to make it worth while, and where they run staggy they will not bring top quotations."

* * *

"You might say something about marking correct weights," suggested a merchant. "It is very annoying to have shippers put wrong weights on the packages. Sometimes it is due to carelessness, but when a man deliberately adds six or seven pounds to every package it jars us. I had such a lot in recently. Every package was marked six or seven pounds heavier than it really weighed, and we had to go through the entire lot. I have had these kind of shippers get mad because I did not allow them their own weights. They sometimes say other commission houses let them add two or three pounds without complaint, and I really think there are some shippers who try to get us to pay the freight that way on their goods. This house does not do business that way, and we get our share of poultry, too."

* * *

"The draft will probably always be abused more or less," said another poultryman. "Some shippers always draw too much on their shipments. You would be surprised to see how small some checks are, on big lots of poultry too, and in some cases we have to draw back on the shipper to even the account. This does not seem right, especially when the commission men are as prompt with their returns as most of them are. We have some shippers who never draw and others who always draw for a reasonable amount. We like to honor draft and do business with these shippers, but when a fellow tries to overdraw and keep ahead of you as if he were afraid of your financial standing, we are inclined to be afraid of them and begin to think of getting together to protect ourselves. I know I would not want some of these shippers to owe me very much."

* * *

"Fowls are running poor," said a dressed poultry receiver. "I have had to carry over a good many the last week or two, as I had too large a proportion below choice. Best marks have cleaned up well, but the small and medium fowls have dragged. And most of the supply seems to consist of these small fowls."—N. Y. Produce Review.

The Dull Boy.

Who is the "dull boy?" asks an exchange. To the Greek professor, he is the boy who can not learn Greek. To the whole literary or classical faculty, he is the poor fool whose brains will only absorb facts of physics and chemistry. To the witty man, he is that awful creature who sits solemn over the latest joke or epigram. To the serious man, he is the laughing jackass who persists in treating life as a comedy.

In brief, the "dull boy" is the square peg whom somebody is trying to fit into a round hole.

I NEED YOUR

Small shipments of FRESH EGGS for my retail trade.

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

Reference—New York National Exchange Bank, New York.

W. C. TOWNSEND,

Wholesale

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

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

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

POTATOES

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

H. ELMER MOSELEY & CO.

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Long Distance Telephones—Citizens 2417
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WHOLESALE

OYSTERS

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F. J. DETTENTHALER, Grand Rapids, Mich.

The Vinkemulder Company

Wholesale Fruits and Produce

Specialties: Onions and Potatoes

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

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Buy your

EGG CASES AND FILLERS

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

Carload lots or small packages to suit purchaser. Send for price list.

Large stock. Prompt shipments.

==Parchment Paper for Roll Butter==

Write for Prices to

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

Successor to C. H. Libby,

Wholesale Butter, Eggs, Fruits, Produce

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

Geo. N. Huff & Co.

WANTED

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

55 Cadillac Square, Detroit, Michigan

"WANTED"

BEANS, POP CORN,
PEAS, CLOVER SEED

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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Butter and Eggs

Observations by a Gotham Egg Man.

Now that cold storage eggs are practically gone and the trade must be supplied entirely with fresh gathered eggs the market is even more than formerly at the mercy of the elements. The constant and rapid fluctuation of values makes it difficult to determine the daily quotations, and as various interests are more or less affected by the quotations the lot of the egg market reporter is not a path of roses. A few words as to the basis of making these quotations may not be amiss at a time when criticism of the decision is not uncommon. Under the call on 'Change there are usually more or less public sales of eggs at this season, but when the market conditions are unsettled they are frequently at irregular prices. Ordinarily it must be conceded that public sales, resulting from open bids and offers, are likely to best express the momentary selling value of fluctuating goods. But the offerings under the call on 'Change comprise only a comparatively small part of the total offerings of eggs in the market, and the buyers who buy there comprise a still smaller part of the trade who need eggs. Consequently the prices made under the call do not always represent the price at which the total offerings can be closed out, nor do they always represent the price at which the entire market trade can be supplied. There is, however, a further considerable part of the egg trade which is done on order, part of which is subject to settlement as to price after the call and part of which (done with non-present buyers) is settled by the quotation as finally determined. Evidently in considering information of sales the market reporter must discard all sales the price on which is not fixed between the buyer and seller. The fact that a dealer expresses himself as satisfied to pay a certain price "if that is the market" is no evidence that such figure represents the selling value on open barker. It is often difficult to distinguish clearly between sales reported at fixed prices and those which are dependent upon the quotation, but in this respect experience and a knowledge of the parties is of some value. It is usually not a difficult matter to arrive at a quotation which fairly represents the egg market on 'Change. And as a general rule the quotation there determined is a fair expression of the day's business from store, although it is frequently not so at times like the present when the amount of goods offered varies as much because of the disposition of the shippers to sell or hold as because of the varying quantity arriving, and when speculative buying is likely, at almost any moment, to be added to the actual consumptive needs of the market. Upon several occasions lately the quotation which seemed to fairly represent the market on 'Change and shortly thereafter has proven a little below what was reached later in the day because of a shortening of supply by speculative holding; and it is just as likely that such quotation might prove to be higher than could be obtained on a complete clearance of stock later offered. These variations are of course inevitable and can only be always covered in the day's quotations by some one gifted with prevision to such an extent that he would not need to devote his abilities to making market reports.

The speculative support that now

keeps up prices at the expense of accumulating stocks is based upon the supposition that the effect of recent and present severe cold weather and snow in the interior will, say after this week, be felt in a material shortening of receipts.—N. Y. Produce Review.

Market-Lore at the Green Grocer's.

She had been a housewife for many years and she prided herself somewhat on her ability to determine the quality of things at the grocery and the meat market, but she always had felt that she was constantly at the mercy of the dealer whenever she bought mushrooms. Fastidious Cousin Sally from the West had come to visit her, and she knew that Cousin Sally never ate meat when she could get mushrooms. So she went to her market and said she wanted a pound of the fungi.

"These," said the dealer, pointing to a basket of mushrooms on the counter, "these are as fine as any we ever have handled. We get 75 cents a pound for them."

"That's what they all say," remarked the housewife, "but the mushrooms are not always what they are represented to be. I'd give a good deal if I could tell a good, sound mushroom when I see one."

"It's the simplest matter on earth," said the dealer. "The color of a mushroom has very little to do with it. One should judge by the condition of the scales, or 'gills,' as they sometimes are called. If the scales are uniform in appearance, the mushroom may be considered healthy and good to eat. If, however, they are curly and irregular, the mushroom is probably diseased."

The housewife thanked him and began to examine some peas in the pod that were in a basket on the other end of the counter.

"They look fresh," she said, as she ran her gloved hand through the peas. "You may send me two quarts of them."

"I'd rather not sell them to you," said the dealer. "They're not as good as they might be. However, they're not wholly unfit to eat."

"I don't think I ever saw better peas in my life," she snapped out, surprised at the dealer's confession. She had begun to trust him.

"An expert," said the dealer, "could have told by running his hand through the peas that they were not first class. They do not crunch enough to suit me. Good, fresh peas always sound like the wheels of a heavy wagon on a frosty street when the hand squeezes down on them."

This was news to the marketer, who, being of an inquisitive turn of mind, proceeded to learn other things from the dealer. She remained in the store half an hour, at the expiration of which she had learned the following:

Green peppers are good when they are glossy and of poor quality when they are dull in appearance. The harder they are the better.

Watercress is good when the leaves are large. The size of the leaves indicates the amount of tissue—strengthening chlorophyll—in them.

Tomatoes are good when they are hard and of a color midway between dark pink and red.

Pineapples are judged by the condition of their green tops. If the tops are of the saw-edge variety, the fruit is not of the highest quality. Pineapples are good when the edges of the tops are smooth.

Celery is good when it breaks with-

out much bending. The more flexible the stalk the more reason it should be let alone.

Oranges are sound and juicy when they are of good weight. They should not be too hard.

Radishes are not fit to eat if they are spongy.

Judge turnips as you would radishes. Head lettuce, if soft and yielding, should not be bought. Good head lettuce is hard, the leaves being firmly set. You must take chances buying leaf lettuce.

Grape fruit should not be too yellow or too hard. If it is of good weight, yellowish green and heavy, it is full of juice.

Green beans should not bend too much without cracking.

Asparagus should be quite stiff.

Nuts should have good weight. The weight, however, does not always determine the quality of the nut. The only sure way to judge a nut is to crack it open and taste it. As you can not do that with every individual nut, buying them at all is a gamble.—N. Y. Commercial.

SHIP YOUR
BUTTER AND EGGS
—TO—
R. HIRT, JR., DETROIT, MICH.,
and be sure of getting the Highest Market Price.

2,000 PAIR PIGEONS
20 CENTS A PAIR
DELIVERED HERE

We want more good poultry shippers. We buy live stock every day in the week.
WRITE US.

F. J. SCHAFER & CO.,
EASTERN MARKET, DETROIT, MICH.
WRITE FOR REFERENCES

JACOB HOEHN, JR.

Established 1864

MAX MAYER

HOEHN & MAYER
Produce Commission Merchants

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

MOSELEY BROS.

BUY BEANS, CLOVER SEED, FIELD

PEAS, POTATOES, ONIONS,

Carloads or less. If any stock to offer write or telephone us.

28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

E. E. HEWITT
WHOLESALE FRUITS AND PRODUCE

9 North Ionia Street, GRAND RAPIDS, MICH.

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

H. M. BRAZIL
515 W. O. W. BUILDING, OMAHA, NEBRASKA
CHEESE BROKER

Specialty: Brick and Square Swiss.

Territory Covered: Omaha, Council Bluffs, Lincoln.

Clerks' Corner.

Unexpected Result of Selling an Anti-quated Necktie.

Written for the Tradesman.

The good looking fellow had drifted into the store as they often do. He had come in an opportune time to get the place. It had been vacant a number of days; some two or three "no count" fellows had been refused, and when Hal Johns—"Jacks" they called him from the start—came in to "pick up what he could get" everybody was taken with his genial, take-things-as-they-come, look-you-straight-in-the-eyes look and was glad when the manager came down to the vacant counter and installed Jacks there.

He knew his business and soon knew what he had to sell and where it was; and, while he was thus informing himself, the rest of the clerks nearby were sizing him up. He was all right. He was five feet ten and well built. His face started out to be an oval, but the vim in him insisted on taking care of the chin and the oval and the square made an agreeable compromise, resulting in conveying to the beholder the idea that the boy wouldn't be pushed beyond a certain point—not a bad trait. The rest may as well be said to be centered around that. His eyes were piercingly black and that means heavy black eyebrows and hair like a crow and as shiny; but it doesn't imply a wave that began above his right temple and imperceptibly vanished somewhere on the back of his head. Add a medium forehead, a Grecian nose and a mouth with corners inclined to turn up and you have a fair idea of Hal Johns as he stood behind his counter that first day and waited for what he mentally called a "queer customer."

This was a man pretty well along in the sixties whose every indication suggested the hayseed, and yet not quite that. Jacks was in the haberdashery department and he knew not only what but how to sell it as well and when he saw his country friend getting into his part of the store he began to think of certain articles in his line that he more than suspected Adam wore when he left Eden and, in some way associating this coming Reub with the father of us all, made a mental determination that he should depart clad with his long-lost necktie.

Sure of his man and almost equally sure of his trade, Hayseed had hardly passed Jacks' imaginary boundary line when the business began. Jacks' manner was one of his many good points

and when his cheery "Good morning, sir," came out so hearty and so sincere the old gentleman looked up pleased and stopped abruptly at the young fellow's counter.

"I don't know exactly what you'd like to look at most," began the new clerk, "but I've some ties here made of the richest material and I can give you a bargain that you will be proud of," with which remark he brought out the old-time treasures.

The customer's speech did not confirm at all the hayseed idea. It was short and crisp, with a suggestion of the tart, but it was good English and well pronounced, and Jacks, seeing his blunder, governed himself accordingly, but still with no idea of missing a golden opportunity of getting rid of that ancient necktie.

"A bargain, you say, young man, a bargain in neckties? Kindly let me see what you call a bargain in neckties. M—hum. Black—so far so good. Are these the latest styles?" and a pair of the sharpest eyes that ever looked into Jacks' face looked at him as if they intended to burn a hole in him.

"No," the honesty in Jacks' whole make-up pouring a full flood of that commodity into the searching glance, "there's where the bargain comes in. As I told you, the tie is made of the richest silk—all silk—firmly woven and full of wear. On that account it won't turn into a rusty black. It will wear six months without becoming worn out even where it is tied and six months is a good while to wear a twenty-cent necktie. You can see for yourself it is well made. I can give you an idea how it will look tied. See?" The skillful fingers flashed it into a knot. "Now that's a good looking tie—or," as doubt was gathering in the customer's face, "see here," and almost as soon as said the tie was on and the bright eyes of the now eager clerk look expectantly into the old man's face.

Something with kindness in it stole into the wrinkles as the keen eyes looked first at the tie on the clerk's neat shirt bosom and then at the handsome face above it; but the trick wouldn't work, the old man's eyes wandered. Then came an inspiration and, neither thinking nor caring for anything but selling that particular tie, the young fellow suddenly left his side of the counter and, coming to where the customer stood, led him to the large mirror at the end of the counter and said, in tone and manner that were courtesy itself, "If you would let me remove your tie and adjust this one so that you may see exactly how it looks I am al-

most certain that you will want it. May I?"

"W-h-y, yes, I don't know but you may, but you mustn't be disappointed if I don't take it."

"That doesn't count. The tie is worth trying on a great many times, and it's worth something, too, to sell a good thing like that to a customer who appreciates quality. There! if that doesn't look neat then I never saw a tie that did. Just take that rich, soft silk between your thumb and finger—grasp it in your hand and see how impossible it is to wrinkle it—see there? It's as smooth as it was before you crushed it. Sha'n't I do it up for you, or suppose you wear this and let me do up the one you took off?"

"Y-e-s, you may as well. How much did you say it is?"

"Twenty cents; and you'll find it equal to any fifty-cent tie you have ever worn. Now isn't there something else you have been wanting—collars, cuffs, handkerchiefs? I can give you a good thing in handkerchiefs that will be sure to please you. If you don't come to the city very often you won't be apt to get again as much for your money as I can offer you—just look at these."

"I don't want any handkerchiefs, nor collars, nor cuffs. I didn't want this tie, but I guess it's a good bargain all right enough and so I'm willing to take it."

"You won't be sorry, I assure you. Wait a moment, it isn't quite in the middle—there, that's all right. You have a little dust on your coat collar—allow me. All right, sir. Here's your change. Call again. Good day, sir."

Then, with a wink to Bob Sawyer across the aisle, who was all doubled up over something seemingly excruciatingly funny, he turned and saw his customer going into the office and the general manager katowing to him as if he were the President of the United States.

"Who is the old duck, anyway, Bob?"

"Nobody but 'Old Marchman,' the head of the firm!" and Bob doubled up again.

"The devil! Well, I've done and said nothing I want to take back and I'm mighty glad I worked off that old tie on to him. It's a mighty good tie, all the same, and will wear well, just as I said it would. He got it into me, or I got it into myself, when I told him he'd better make the most of his chance for bargains when he comes to town; but I don't care, I sold him that old stickler. I wonder how long he'll wear it!"

The next customer ended his wonderings and for the time being all thoughts of the "old duck."

Not so with that biped, however. He went into the office chuckling and related the circumstance with much gusto to the junior partner, winding up with this: "Better keep an eye on that young feller. He did me brown and no mistake. The fact is I felt ashamed to leave him without buying something and I guess, after all, I shall find the goods exactly as he represented them. When he put the thing on to me you'd have thought I was his dad, for a fact; and for a second or two I thought so myself. How long's he been here—not more'n a day or two? I thought I hadn't seen him before. Well, keep your eye on him and lift him when there's a chance. That's the first time I ever got wheedled into buying some of my own goods," and the old gentleman shook his sides again.

To this day Hal Johns doesn't know just why they have jumped him over the heads of the other clerks.

Richard Malcolm Strong.

Few of us have work enough to keep us out of mischief.

FINE FUR ROBES...

Extra Large Dog
Jap. Martin
Grizzly Bear
Red Fox
Wild Cat
Musk Ox

Write to us for prices before buying.

Sherwood Hall
Grand Rapids, Michigan

Things We Sell

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

Weatherly & Pulte
Grand Rapids, Mich.

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

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

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

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

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

Commercial Travelers

Michigan Knights of the Grip

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

United Commercial Travelers of Michigan

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

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

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

Gripsack Brigade.

Louis Grabowsky, of Calumet, has taken a position as traveling salesman for the Berger Bedding Co., of Milwaukee.

Evert Review: H. W. Johnson, who has been manager of the E. F. Birdsall Co., Ltd., during the past year, has gone on the road for Morley Bros., of Saginaw.

The monthly dance of Grand Rapids Council, No. 131, will be held at the Council room Saturday evening, Feb. 15. The affair is in the hands of Franklin Pierce, Henry Snitzler and John Keith.

Chicago Tribune: The initials of his name inscribed on the inside of his collar served as identification for a traveling man at the postoffice yesterday and enabled him to secure cash on a \$50 money order. He had received a letter from his house directing him to go to Grand Rapids, Mich., and enclosing the money order. He packed his grip and stopped at the postoffice on his way to the railway station. He had but a few minutes, and when the clerk demanded identification the man was unable to furnish it, and delay meant missing his train. After appealing and arguing with the clerk in vain he was taken before Assistant Postmaster Hubbard. At that official's request the traveling man removed his collar. There were the initials corresponding with the name on the money order advice. It was considered sufficient identification and the cash was turned over.

The Boys Behind the Counter.

Allegan—E. R. A. Hunt, of Lowell, has engaged as pharmacist for B. Tripp.

St. Johns—John Hicks has a new clerk in his dry goods store in the person of M. E. Simpson, of Bucyrus, Ohio.

Kalamazoo—L. E. Baxter has taken a position in the dress goods department of Flexner Bros. He was for thirteen years an employe in the Joseph Speyer dry goods store.

Alpena—James Yeon is now in the print department at Hawley & Fitzgerald's dry goods store.

Alpena—William New is now employed in the grocery store of James Malloy.

Alpena—David Rorison has resigned his position as salesman in Potter Bros.' hardware store and gone to the southern part of the State, where he will engage in business for himself.

Alma—J. B. Rockwell, for the past two years with F. E. Pollasky, has resigned his position to go to Detroit to take the place formerly occupied by Clyde Booth with the Puritan Shoe Co.

Kalamazoo—Beecher & Kymer have a new clerk in their book store in the person of H. W. Newman, who was for eleven years clerk for Charles M. Wiseman, at Big Rapids.

Hides, Pelts, Furs Tallow, and Wool.

The hide market is not active. Stocks have accumulated. Prices are lower on account of the quality of stock. The early take-off brings above quotations.

The demand is fully up to the receipts, and buyer and seller bargain, with little trading.

Pelts are in good demand, with all offerings readily taken at fair values. Stocks do not accumulate.

Furs are in light offering and the quality on many kinds is deteriorating. The demand is good and prices are well sustained on good goods.

Tallow is weak in price, with fair offerings. Edible is in good demand and is not quotably lower.

Wool is steady at old values. No advance could be obtained over last month; in fact, any advance asked is not considered. The situation is strong. Holders, as a rule, want a little higher price, which has a tendency to check trade. A considerable amount of wool has left the State this month and more is offered.

Wm. T. Hess.

Change in the Ownership of Detroit Trade.

Detroit, Feb. 11—Fred H. Cozzens has sold his one share and Mrs. Cozzens has sold her 665 shares in the Trade Journal Association, which publishes the Detroit Trade, to F. M. Wilkinson, who has been identified with the establishment for some time past in the capacity of printer. The office force has been re-organized as follows:

President—F. M. Wilkinson.

Secretary—G. T. Newkirk.

Treasurer—C. A. Day.

Mr. Day will act as editor and Mr. Newkirk as business manager, E. H. McPherson, who was identified with both the editorial and business departments, having retired to engage in business for himself.

The reason why Mr. Cozzens held but one share of stock in the company of which he was "President, Treasurer and General Manager" is that a judgment was rendered against him and A. A. Boutell on March 15, 1895, in the Wayne Circuit Court for \$7,752.29. Mr. Boutell subsequently satisfied his half of the indebtedness and obtained a release, but the judgment against Cozzens still stands, which has necessitated his hiding under his wife's petticoats during the past seven years. Mr. Cozzens has tried his hand at several different lines of business and has failed to achieve success in anything he has undertaken. His experience in the trade journal line has been in keeping with his previous fiascos, and he retires from the Trade fully satisfied that he is not adapted to a journalistic career.

Lansing Travelers Gunning for New Members.

Lansing, Feb. 10—Post A., M. K. of G., and the Ladies' Auxiliary enjoyed themselves at a ball on the evening of February 7, at the armory, on which occasion about fifty couples took part. The attendance was not so large as it was hoped it might be, but the pleasure was great for those who were present.

The "boys" are all busy and all reporting an excellent business at this time. At the regular monthly meeting of the Post on February 1, little except routine business was transacted. The offer of the Board of Directors of a premium to the Post securing the largest number of members during the present year was discussed and it was determined to secure the prize for Post A, and every member is armed with application blanks and it can be said that no traveling man will be allowed to escape.

Ed. R. Havens, Sec'y.

It is a mistake to suppose that the best work in the world is done by men or women of great strength, bodily or mentally, and great opportunities. Most of the men who accomplish really great things, do it, not so much by strenuous but fitful efforts, as by steady and persevering toil. They have the genius for hard work—the most valuable kind of genius. Continual dropping wears away the rock. A very little work done daily through life at one thing achieves wondrous results.

CLASS LEGISLATION.

Judge Chittenden Holds the Oleo Law Unconstitutional.

Representatives of the State Food Department go around in droves now. Instead of attending to their business singly, they hover together in fives and sizes and sevens—sometimes in eights and nines—all bent on having a good time at the people's expense, whether anything is accomplished or not; in fact, the latter appears to be a secondary consideration. When the case against Frank Johnson, of Cadillac, was called in the Wexford County Circuit Court last week, five lusty representatives of the department were present, if the following report of the situation from a local correspondent is correct:

When the Johnson case was called in Judge Chittenden's court, the State had five representatives here. There was no contest on the facts and they knew it. They were no more needed here than they would be in the Sampson-Schley controversy. When the case was called the prosecution requested that Mr. Masters, Prosecuting Attorney of Kalamazoo county, who was here by order of the Food Commissioner, be appointed to conduct the case. As the facts were admitted, our Prosecuting Attorney refused to lend his sanction to bleeding the State still further, much to the disgust of the representatives of the food department and Judge Chittenden therefore refused to appoint him. While I feel that all violations of the law should be looked after carefully, there is no use of taking the State's money to pay a lot of fellows who happen to have political pull or are friends of those who have. There is no more need of an army of game wardens and deputy food commissioners than there is for larceny wardens, murder wardens and deputies to look after the enforcement of the liquor taxes. For one I am disgusted with the way the State is being "held up." The majority of these fellows have no more interest in the State and the dear people than they have in securing their fees. This is plain talk, but it is the way it looks to me.

The full text of Judge Chittenden's opinion, holding the law unconstitutional, is as follows:

In passing upon this objection and motion I wish to say that the Court, knowing that this question would come up at some stage of this case and that the constitutionality of the law itself would be questioned, has taken some time and no little trouble to look the matter up. The Court wishes to say, also, that he has been much enlightened on the subject by the arguments of counsel, as they have been presented here in Court this morning.

In deciding this question the Court feels that the same duty devolves upon the Circuit Judge in this matter that rests upon the court in charging a jury in a criminal case; in other words, if the Court were to charge a jury in regard to passing upon the guilt or innocence of a respondent, he must instruct them to give the respondent the benefit of all doubt.

In looking up the law in this matter and studying the question the Court is perfectly satisfied that this is what could justly be called class legislation; that while the laws of our country, or State, permit the farmer to color his butter and the cheesemaker to color his cheese, they yet seek, by this statute, to make it a criminal act to color oleomargarine.

Now, if our laws are made to go so far as that, and make one class of our people criminals for doing precisely what another class is permitted to do, it ought to be so expressed in the act and in its title, and that clearly. The Supreme Court, in the case cited by Mr. Corwin, counsel for respondent, has said that the coloring of oleomargarine was not a fraud, it was not adulteration and it was not deception; therefore, it seems to the Court that this act, in order to be constitutional, must state in its title that the coloring of oleomargarine shall be deemed to be a fraud or a deception or

an adulteration in order to make the title of the act conform to the body of the same and make the offense a criminal one.

As I have said, there is some doubt in the mind of the Court as to what our Supreme Court may do in relation to this subject, but it does not seem to me that it is the province of this Court to compel men of good standing in this community to be branded as criminals and to compel them to be to the expense of an appeal to the Supreme Court in order to clear their character and extricate themselves from the sentence of the Court in this matter. Since there are cases—as counsel informs the Court—that are already going to the Supreme Court, this question can be settled by them. I may say that, in arriving at this decision, the Court is not aware but what every other court passing upon this law has held it constitutional and it would, indeed, be exceedingly easy for this Court to follow in the footsteps of other honorable judges that have so held, but it has always been my purpose to decide all matters that come before me as I felt was right; and, in this case, I must say that my legal convictions and the rights of the people at large demand of me that I sustain the objection and grant the motion to quash the information.

The prosecution immediately gave notice of its intention to take an appeal to the Supreme Court, but has done nothing as yet in the matter. If the prosecution had immediately applied to the Supreme Court for a writ of mandamus to compel Judge Chittenden to reinstate the information, the matter could have been heard on Feb. 18 and a decision obtained within a month. Because this was not done, the inference naturally follows that Commissioner Snow and his well-paid henchmen are not at all anxious to have the validity of the statute passed upon by the court of last resort, because it might put an end to the wholesale arrests the department is making in all parts of the State—apparently for the sole purpose of annoying and disgracing retail merchants and putting them to as much unnecessary expense as possible. The Tradesman believes in the enforcement of the laws—good or bad—but the attitude of Commissioner Snow is apparently that of a man who is actuated by a spirit of persecution, resentment and revenge and who is determined to punish everyone who crosses his pathway, whether his cause is just or unjust. In the meantime the regular work of the department—the real work for which the department was created and is maintained—is languishing and the department is rapidly resuming the reputation—or lack of reputation—it enjoyed under Commissioner Storrs. The reason is not difficult to trace—the department has been converted into a political machine for the purpose of furthering the nomination and re-election of the present Governor, who appointed a man Food Commissioner who had no preliminary training or experience for the office and whose sole recommendation for the position was that he was the champion wrestler of Kalamazoo county!

A Correction.

Neighbor—The baby suffers from sleeplessness, does it?
Mr. Jeroloman (haggard and hollow eyed)—I didn't say it suffered. It seems to enjoy it. I'm the one that suffers.

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Rules Which the Careful Buyer Should Observe.

The importance of buying goods properly can scarcely be overestimated. Other considerations are, perhaps, more essential to the success of a retail druggist from both a business and a professional point of view, but it is certainly true that judicious or proper buying is a prominent factor in every successful career; and improper buying will almost invariably be found to be an attendant cause of failure.

General rules intended to govern any business or department of that business are impracticable unless, to a large extent at least, similar conditions everywhere exist. Fortunately, this is the case with the subject in hand. The same general rules for successful buying will apply alike to the small and to the large retailer of drugs. The judicious buyer will of course always bear in mind the amount of capital at his command, as well as the character and extent of the patronage upon which he can safely rely. The first consideration will forestall financial embarrassment; the latter will prevent the purchasing of supplies which can not, within a reasonable time, be disposed of.

Let us then point out a few rules which may serve, somewhat at least, as a guide to the successful buyer.

Continued success may be regarded as impossible without the strict adherence to the fact that quality, to a retail druggist, is of the very highest importance. Neither insufficient capital, remoteness from the market, nor limited demand can justify or excuse a druggist for buying and keeping in stock a drug of known inferior quality. Crude drugs should be had from the most reliable handlers; chemicals from standard manufacturers; pharmaceuticals from firms of established integrity; and every article should conform to the most rigid requirements as to quality. While this is eminently true of the lines just mentioned, it is also true in a large measure, at least, as to druggists' sundries, and to the selection of side lines. In the latter departments the purchase of the cheaper goods of each line is almost always imperative or advisable; but each line should be the best obtainable, and each article should be absolutely true to description.

Every buyer should recognize the distinct and separate classes into which his stock is naturally divided commercially; and carefully select some particular source of supply for each, to which his purchases should as nearly as possible be confined. Unexpected wants will constantly occur in each department which must be quickly supplied, perhaps from irregular sources, but as a rule the purchases should be made as above indicated. The buyer should carefully go through each department of his

stock separately at suitable intervals, collecting for purchase "short" items. The greatest advantage in this practice is in the establishment of a system or method in buying which gives one a more definite knowledge of his stock, resulting in a more complete assortment, and consequently fewer "shorts." Nothing so annoys a merchant as to find, upon answering a demand, that his stock is deficient in some staple article. This rule also gives each class of goods uniformity, both in appearance and quality, and also an additional advantage which will be considered under the separate head of buying at the best discounts.

With every source of supply selected, as before suggested, arrangements should be made to obtain the very best possible terms. This may always be accomplished, the exceptions being so few as not to affect the rule. The most expedient way of effecting this will suggest itself to every buyer at the time, the only great difficulty usually encountered being that of taking care of the initial quantity of goods which one is required to buy at a time in which the commercial value of the capital invested will

be considered legitimate merchandising, and if it does not threaten commercial ruin, it encourages a spirit which is at enmity with sound, conservative business principles, and which, if indulged, is rarely if ever attended by business success.

A word of caution will perhaps not be amiss concerning that class of goods commonly known as "specialties," which are being constantly promoted by enterprising manufacturing concerns, either by advertising or proposing to advertise direct to the public or through the physician. As a rule it is well to defer stocking such goods until some positive indication is seen of an active demand. While this rule should not be adhered to too rigidly, the exceptions should be selected with the greatest care.

The intelligent buyer will make it his business to keep in close touch with the demands of his trade as well as with the tendency of market values. He should carefully read the drug journals as well as gather information from the traveling man. Whenever possible the up-to-date buyer will visit the market in person at least once a year. This is of es-

at times in a position to render invaluable service in the way of advice. What practical lessons he teaches us as to the value of patience and perseverance! No difficulty daunts him! No failure depresses him! He deserves to be encouraged and patronized. Never mail an order when it is possible to send it through the traveling salesman.

The statement is here ventured that there is no rule affecting the retail druggist, the advantages of which are so apparent and so universally acknowledged, and at the same time so universally ignored, as that of buying for cash. This practice pays directly by saving a part of the purchase price; it yields a handsome profit upon the capital employed; the commercial standing of the purchaser is enhanced, and a truer and a more definite idea of the condition of his business is constantly before him.

J. W. Gayle.

The Drug Market.

Opium—Is steady and unchanged.

Morphine—Is unchanged.

Quinine—Manufacturers' price remains the same.

Alcohol—On account of competition among distillers has declined.

Chloral Hydrate—Has declined 5c per lb.

Cocaine—It is said that an agreement is under way between manufacturers to stop competition which has reduced the article to less than cost and on this account an advance is expected.

Cocoa Butter—Has declined on account of accumulation of stocks.

Grains of Paradise—On account of small demand has declined.

Canada Balsam Fir—Has advanced on account of scarcity.

Juniper Berries—Are very firm both in the primary market and here.

Oil Pennyroyal—Is very firm and price will be higher when the summer demand begins.

Gum Gamboge—Is scarce and higher. Russian Hemp Seed—Is very firm and tending higher on account of scarcity.

Drug Invoice Thirty-Four Years Old.

The Tradesman is indebted to Cornelius Cubebs Crawford for a drug invoice made by a Kalamazoo druggist nearly thirty-four years ago, of which a fac simile reproduction is presented on this page.

Kalamazoo, Mich. July 25, 1868

Signs to be fresh this

JOHNSON & SHELDON.

Wholesale and Retail Druggists.

PAINTS, OILS, DYE STUFFS, STATIONERY.

PERFUMERY, FANCY ARTICLES, ETC.

1 # Carb Magnesia	56
1/2 # Cloves	58 75
2 # Capsicum	55 110
1 # Root Rheubarb	40
1 Gal Castor Oil	27 1/2
2 Galls Alcohol	40 8 00
1/4 # Sassafras Tree Smirg	24 1/2
5 # Sassafras	23 1 15
2 # Quinine	23 1/2 470

\$25.47

not exceed the percentage of discount allowed. It not infrequently happens that when the sacrifice of the temporary use of the capital is unavoidable, it is more than justified by the future continued advantages obtained.

Happily the custom of buying certain goods on consignment or commission is rapidly dying out. Such accounts are always a source of annoyance; besides, they entail upon the retailer who carries them a responsibility for the care of stock which he does not need.

A carefully estimated supply of those goods which are salable only at certain seasons should be purchased in advance of the demand. This practice not only enables one to get the concession in price on account of the quantity purchased at one time, but it forestalls the annoyance of having the stock exhausted in the middle of its active demand.

Intelligent advantage of the market should be taken, and a liberal supply of any staple article should be purchased upon reliable advice of a prospective advance in price, when in sufficient funds, but the practice of buying solely for speculative purposes must be carefully avoided. Such buying can not be

special advantage when an extensive trade is enjoyed in druggists' sundries, or when one deals in holiday goods or carries many side lines.

In every well regulated store there will be kept in some prominent and convenient place a book in which should be noted articles needed or running low in stock. Every clerk connected with the store will be impressed with the importance of jotting down such articles the moment they appear; the memory should not be depended upon to carry them longer than absolutely necessary. It may be said to be impossible for the buyer to keep the stock in proper condition without due adherence to this practice.

I can not close this subject without calling attention to the importance of the traveling salesman to the buyer. This individual has been much abused, slurred at, and made the butt of ridicule, but to the ambitious and wise buyer he is always a welcome visitor. He establishes and maintains amicable relations between the jobber and the manufacturer; adjusts all sorts of differences; imparts information scarcely obtainable from any other source; and is

Valentines for 1902

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

FRED BRUNDAGE, Muskegon, Mich.
 Wholesale Drugs and Stationery

SEE OUR WALL PAPERS

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

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

Cheaper Than a Candle

and many 100 times more light from

Brilliant and Halo Gasoline Gas Lamps

Guaranteed good for any place. One agent in a town wanted. Big profits.

Brilliant Gas Lamp Co.
 42 State Street, Chicago, Ill

WHOLESALE DRUG PRICE CURRENT

Advanced—Gum Gamboge.
Declined—Chloral Hydrate, Cocoa Butter.

Acidum		Conium Mac.	65¢ 75	Scilla Co.	50 50	Nux Vomica	po. 15	35¢ 37	Soda, Boras, po.	9¢ 11	Red Venetian	13¢ 2 28	
Aceticum	60¢ 8	Copaiba	1 15¢ 1 25	Tolutan	50 50	Os Sepia	35¢ 37	35¢ 37	Soda, Boras, po.	9¢ 11	Ochre, yellow Mars	13¢ 2 24	
Benzoleum, German.	70¢ 75	Cubeba	1 30¢ 1 35	Prunus virg.	50 50	Pepsin Saac, H. & P.	2 100 100	2 100 100	Soda et Potass Tart.	23¢ 25	Ochre, yellow Ber.	13¢ 2 23	
Boracoe	43¢ 41	Exechthitos	1 00¢ 1 10			D Co.	2 100 100	2 100 100	Soda, Carb.	14¢ 2	Putty, commercial.	23¢ 24 23	
Carbolicum	24¢ 31	Erigeron	1 00¢ 1 10	Tinctures					Soda, Bi-Carb.	34¢ 4	Putty, strictly pure.	23¢ 24 23	
Citricum	43¢ 45	Gaultheria	2 00¢ 2 10	Aconitum Napellis R	60 60	Picls Liq. N.N. 1/2 gal.	2 100 100	2 100 100	Soda, Ash	34¢ 4	Vermilion, Prime	13¢ 2 15	
Hydrochlor.	3¢ 5	Geranium, ounce	2 00¢ 2 10	Aconitum Napellis F	60 60	doz	2 200 200	2 200 200	Soda, Sulphas	23¢ 25	American	70¢ 75	
Nitrosum	8¢ 10	Gossypil, Sem. gal.	50¢ 60	Aloes	60 60	Picls Liq., quarts	2 100 100	2 100 100	Spts. Cologne	2 20 20	Vermilion, English	14¢ 18	
Oxalicum	12¢ 14	Hedera	1 65¢ 1 70	Aloes and Myrrh	60 60	Pil Hydrarg. po. 80	2 100 100	2 100 100	Spts. Ether Co.	50¢ 55	Green, Paris	13¢ 16	
Phosphoricum, dil.	50¢ 53	Juniper	1 50¢ 2 00	Arnica	60 60	Piper Nigra. po. 22	2 100 100	2 100 100	Spts. Myrela Dom.	2 20 20	Green, Peninsular	13¢ 16	
Sulphuricum	13¢ 15	Lavendula	90¢ 2 00	Assafoetida	60 60	Piper Alba. po. 35	2 100 100	2 100 100	Spts. Vini Rect. bbl.	50¢ 55	Lead, red	5¢ 8 64	
Tannicum	1 10¢ 1 20	Limonis	1 15¢ 1 25	Atropine Belladonna	60 60	Plumbi Acet.	10¢ 12	10¢ 12	Spts. Vini Rect. 5 gal	80¢ 1 05	Whiting, white Span	80 80	
Tartaricum	38¢ 40	Mentha Piper	2 10¢ 2 20	Benzoin	60 60	Pulvis Ipecac et Opil	1 30¢ 1 50	1 30¢ 1 50	Strychnia, Crystal.	80¢ 1 05	Whiting, gliders	85 85	
Ammonia				Benzoin Co.	60 60	Pyrethrum, boxes H.	2 75 75	2 75 75	Sulphur, Subl.	24¢ 4	White, Paris, Amer.	85 85	
Aqua, 16 deg.	40¢ 6	Morruha, gal.	1 10¢ 1 20	Barosma	60 60	& P. D. Co., doz.	2 75 75	2 75 75	Sulphur, Roll.	24¢ 4	Whiting, Paris, Eng.	85 85	
Aqua, 20 deg.	60¢ 8	Myrra	4 00¢ 4 50	Cantharides	60 60	Pyrethrum, pv.	25¢ 30	25¢ 30	Tamarinds	8¢ 10	Universal Prepared.	1 10¢ 1 20	
Carbonas	13¢ 15	Picls Liquida	10¢ 12	Capiscum	60 60	Quassia	8¢ 10	8¢ 10	Terebenth Venice	28¢ 30			
Chloridum	12¢ 14	Picls Liquida, gal.	1 00¢ 1 05	Cardamon	60 60	Quina, S. P. & W.	29¢ 39	29¢ 39	Theobromae	50¢ 55			
Aniline				Ricina	60 60	Quina, N. Y.	29¢ 39	29¢ 39	Vanilla	9 00¢ 16 00			
Black	2 00¢ 2 25	Rosmarini	1 00¢ 1 05	Castor	60 60	Rubia Tincturum	12¢ 14	12¢ 14	Zinc Sulph.	7¢ 8			
Brown	30¢ 1 00	Rosae, ounce	6 00¢ 6 50	Catechu	60 60	Saccharum Lactis pv	20¢ 22	20¢ 22					
Red	45¢ 50	Succini	40¢ 45	Cinchona	60 60	Salacin	4 50¢ 4 75	4 50¢ 4 75	Oils				
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Cinchona Co.	60 60	Sanguis Draconis	40¢ 50	40¢ 50	Whale, winter	70 70	No. 1 Turp Coach	1 10¢ 1 20	
Baccae				Columbia	60 60	Sapo M.	12¢ 14	12¢ 14	Lard, extra	85 90	Extra Turp	1 60¢ 1 70	
Cubeba	22¢ 24	Sinapis, ess., ounce	1 50¢ 1 60	Cubeba	60 60	Sapo W.	10¢ 12	10¢ 12	Lard, No. 1	50 55	Coach Body	2 75¢ 3 00	
Juniperus	6¢ 8	Tigil	40¢ 50	Cassia Acutifol	60 60	Sapo G.	10¢ 12	10¢ 12			No. 1 Turp Furn.	1 00¢ 1 10	
Xanthoxylum	1 70¢ 1 75	Thyme	40¢ 50	Cassia Acutifol Co.	60 60						Extra Turk Damar.	1 55¢ 1 60	
Balsamum				Thyme, opt.	60 60						Jap. Dryer, No. 1 Turp	70¢ 79	
Copaiba	50¢ 55	Theobromas	15¢ 20	Potassium									
Peru	60¢ 65	Bi-Carb.	15¢ 18	Althea	30¢ 33								
Terabin, Canada	60¢ 65	Bichromate	13¢ 15	Anchusa	10¢ 12								
Tolutan	45¢ 50	Bromide	52¢ 57	Arum po.	10¢ 12								
Cortex				Calamus	20¢ 40								
Abies, Canadian	18	Carb	12¢ 15	Chlorate, po. 17@19	16¢ 18								
Cassia	12	Chlorate	16¢ 18	Cyanide	34¢ 38								
Cinchona Flava	18	Iodide	2 30¢ 2 40	Iodide	2 30¢ 2 40								
Euonymus atropurp.	30	Potassa, Btart, pure	28¢ 30	Potassa, Btart, com.	28¢ 30								
Myrica Cerifera, po.	30	Potassa, Btart, com.	28¢ 30	Potass Nitras, opt.	7¢ 10								
Prunus Virgin.	18	Potass Nitras	6¢ 8	Potass Nitras	6¢ 8								
Quillala, gr'd	12	Prussiate	23¢ 26	Sulphate po.	15¢ 18								
Sassafras, po. 15	12	Sulphate po.	15¢ 18	Radix									
Ulmus, po. 18, gr'd	20	Aconitum	20¢ 25	Althea	30¢ 33								
Extractum				Anchusa	10¢ 12								
Glycyrrhiza Glabra	24¢ 25	Arum po.	10¢ 12	Calamus	20¢ 40								
Glycyrrhiza, po.	28¢ 30	Gentiana, po. 15	12¢ 15	Glycyrrhiza, pv. 15	16¢ 18								
Hæmatox, 15 lb. box	11¢ 12	Glycyrrhiza Canaden.	7¢ 8	Hydrastis Canaden.	12¢ 15								
Hæmatox, 1s	13¢ 14	Hydrastis Can., po.	12¢ 15	Hellebore, Alba, po.	12¢ 15								
Hæmatox, 1/4s	14¢ 15	Inula, po.	18¢ 22	Ipecac, po.	3 60¢ 3 75								
Hæmatox, 1/4s	16¢ 17	Iris plox, po. 35@38	35¢ 40	Iris plox, po. 35@38	35¢ 40								
Ferru				Jalapa, pr.	25¢ 30								
Carbonate Precip.	15	Maranta, 1/4s	25¢ 30	Podophyllum, po.	22¢ 25								
Citrate and Quinia	2 25	Podophyllum, po.	22¢ 25	Rhei	75¢ 1 00								
Citrate Soluble	75	Rhei	75¢ 1 00	Rhei, cut.	75¢ 1 00								
Ferrocyanidum Sol.	40	Rhei, pv.	75¢ 1 00	Rhei, pv.	75¢ 1 00								
Solut. Chloride	15	Spigelia	35¢ 38	Spigelia	35¢ 38								
Sulphate, com'l.	80	Sanguinaria, po. 15	50¢ 55	Sanguinaria, po. 15	50¢ 55								
Sulphate, com'l, by	7	Serpentaria	50¢ 55	Serpentaria	50¢ 55								
Sulphate, pure	80	Senega	60¢ 65	Senega	60¢ 65								
Flora				Smlax, officinalis H.	10¢ 12								
Arnica	15¢ 18	Smlax, M.	10¢ 12	Scilla	10¢ 12								
Anthemils	22¢ 25	Scilla	10¢ 12	Symlocarpus, Foet-	10¢ 12								
Matricaria	30¢ 35	Symlocarpus, Foet-	10¢ 12	Valeriana, Eng. po. 30	15¢ 20								
Folia				Valeriana, German.	15¢ 20								
Barosma	36¢ 38	Zingiber a.	14¢ 16	Zingiber a.	14¢ 16								
Cassia Acutifol, Tin-	20¢ 25	Zingiber j.	25¢ 27	Zingiber j.	25¢ 27								
Cassia, Acutifol, Alix.	25¢ 30	Semen											
Salvia officinalis, 1/4s	12¢ 20	Anisum, po. 18	13¢ 15	Apium (graveleons)	13¢ 15								
Uva Ursi	8¢ 10	Bird, 1s	40¢ 6	Cardamum	1 25¢ 1 75								
Gummi				Corlandrum	8¢ 10								
Acacia, 1st picked	65	Cannabis Sativa	4 1/2¢ 5	Cydonium	75¢ 1 00								
Acacia, 2d picked	45	Cydonium	75¢ 1 00	Chenopodium	15¢ 18								
Acacia, 3d picked	28	Chenopodium	15¢ 18	Dipterix Odorata	1 00¢ 1 10								
Acacia, sifted sorts	45¢ 65	Feniculum	10¢ 12	Foenugreek, po.	7¢ 9								
Acacia, po.	12¢ 14	Lini	3 1/2¢ 5	Lini	3 1/2¢ 5								
Aloe, Barb. po. 18@20	12¢ 14	Lini, gr'd. bbl. 4	3 1/2¢ 5	Lobelia	1 50¢ 1 55								
Aloe, Cape, po. 15.	12¢ 14	Pharlaris Canarian.	4 1/2¢ 5	Pharlaris Canarian.	4 1/2¢ 5								
Aloe, Socotri. po. 40	12¢ 14	Rapa	4 1/2¢ 5	Rapa	4 1/2¢ 5								
Ammoniac	55¢ 60	Sinapis Alba	9¢ 10	Sinapis Alba	9¢ 10								
Assafoetida, po. 40	25¢ 40	Sinapis Nigra	11¢ 12	Sinapis Nigra	11¢ 12								
Benzoinum	50¢ 55	Spiritus											
Catechu, 1s	6¢ 8	Frument, W. D. Co.	2 00¢ 2 50	Frument, W. D. Co.	2 00¢ 2 50								
Catechu, 1/4s	6¢ 8	Frument, D. F. R.	2 00¢ 2 50	Frument, D. F. R.	2 00¢ 2 50								
Catechu, 1/4s	6¢ 8	Frument, 1 25¢ 1 50	1 25¢ 1 50	Frument, 1 25¢ 1 50	1 25¢ 1 50								
Camphore	64¢ 69	Juniperis Co. O. T.	1 65¢ 2 00	Juniperis Co. O. T.	1 65¢ 2 00								
Euphorbium, po. 35	40	Juniperis Co.	1 75¢ 3 50	Juniperis Co.	1 75¢ 3 50								
Galbanum	1 00	Saacharum N. E.	1 90¢ 2 10	Saacharum N. E.	1 90¢ 2 10								
Gamboge	75¢ 80	Spt. Vini Galii	1 75¢ 6 50	Spt. Vini Galii	1 75¢ 6 50								
Gualacum, po. 35	60	Vini Oporto	1 25¢ 2 00	Vini Oporto	1 25¢ 2 00								
Kino	60	Vini Alba	1 25¢ 2 00	Vini Alba	1 25¢ 2 00								
Mastic	60	Sponges											
Myrrh	45	Florida sheeps' wool	2 50¢ 2 75	Florida sheeps' wool	2 50¢ 2 75								
Opil, po. 45@47.3	30¢ 35	Nassau sheeps' wool	2 50¢ 2 75	Nassau sheeps' wool	2 50¢ 2 75								
Shellac	35¢ 45	Velvet extra sheeps'	2 50¢ 2 75	Velvet extra sheeps'	2 50¢ 2 75								
Shellac, bleached	40¢ 45	wool, carriage	2 50¢ 2 75	wool, carriage	2 50¢ 2 75								

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
Corn SyrupDECLINED
Handpicked Beans.Index to Markets
By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	1
Candles.....	14
Canned Goods.....	2
Catsup.....	2
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chocolates.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	15
Crackers.....	4
Cream Tartar.....	4
Dried Fruits.....	4
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	5
Fly Paper.....	5
Fresh Meats.....	6
Fruits.....	14
Grains and Flour.....	6
Herbs.....	6
Hides and Pelts.....	13
Indigo.....	6
Jelly.....	6
Kraut.....	6
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	6
Lye.....	6
Meat Extracts.....	6
Molasses.....	6
Mustard.....	6
Nuts.....	14
Oil Cans.....	15
Olives.....	6
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
Rice.....	7
Saleratus.....	8
Salt Soda.....	8
Salt.....	8
Salt Fish.....	8
Seeds.....	8
Shoe Blacking.....	9
Snuff.....	10
Soap.....	9
Soda.....	9
Spices.....	9
Starch.....	9
Stove Polish.....	10
Sugar.....	10
Syrups.....	10
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
Vinegar.....	12
Washing Powder.....	12
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Yeast Cake.....	18

1

AXLE GREASE	doz.	gross
Aurora.....	55	6 00
Castor Oil.....	50	7 00
Diamond.....	50	4 25
Frazer's.....	75	9 00
IXL Golden, tin boxes 75		9 00

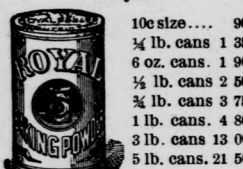


Mica, tin boxes.....	75	9 00
Paragon.....	55	6 00

BAKING POWDER	Egg
1 lb. cans, 4 doz. case.....	3 75
1 lb. cans, 2 doz. case.....	3 75
1 lb. cans, 1 doz. case.....	3 75
5 lb. cans, 1 doz. case.....	8 00



Royal	10c size	1 lb. cans	10c size
1 lb. cans, 4 doz. case.....	45		
1 lb. cans, 2 doz. case.....	85		
1 lb. cans, 1 doz. case.....	1 60		



BATH BRICK	American	English
70		
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



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.			

Parlor Gem.....	2 4
Common Whisk.....	8
Fancy Whisk.....	1 1
Warehouse.....	3 5

BRUSHES	
Milwaukee Dustless	
Fiber.....	1 00@3 0
Russian Bristle.....	3 00@5 0
Discount, 33 1/4 % in doz. lots	

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, 8s.....	10 1/2	
Paraffine, 12s.....	11 1/2	
Wicking.....	29	

2

CANNED GOODS	Apples	1 lb. Standards.....	1 10
Gallons, standards.....	3 25		
Blackberries	Standards.....	80	

Beans	Baked.....	1 00@1 80
Red Kidney.....	75@85	
String.....	70	
Wax.....	70	

Blueberries	Standard.....	90
Brook Trout	2 lb. cans, Spiced.....	1 90

Clams	Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50	

Clam Bouillon	Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60	
Burnham's, quarts.....	7 20	

Cherries	Red Standards.....	
White.....		
Corn	Fair.....	80
Good.....	85	
Fancy.....	1 00	

French Peas	Sur Extra Fine.....	22
Extra Fine.....	19	
Moyen.....	11	

Gooseberries	Standard.....	90
Hominy	Standard.....	85

Lobster	Star, 1/2 lb.....	2 15
Star, 1 lb.....	3 60	
Picnic Tails.....	2 40	

Mackerel	Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80	
Soused, 1 lb.....	1 75	
Soused, 2 lb.....	2 80	
Tomato, 1 lb.....	1 75	
Tomato, 2 lb.....	2 80	

Mushrooms	Hots.....	18@20
Buttons.....	22@25	

Oysters	Cove, 1 lb.....	85
Cove, 2 lb.....	1 55	
Cove, 1 lb Oval.....	95	

Peaches	Pie.....	1 65@1 85
Yellow.....		

Pears	Standard.....	1 00
Fancy.....	1 25	
Peas	Marrowfat.....	1 00
Early June.....	1 00	
Early June Sifted.....	1 60	
Plums.....	85	

Pineapple	Grated.....	1 25@2 75
Sliced.....	1 35@2 55	

Pumpkin	Fair.....	95
Good.....	1 00	
Fancy.....	1 10	

Raspberries	Standard.....	1 15
Russian Caviar	1/2 lb. cans.....	3 75
1 lb. can.....	7 00	
1 lb. can.....	12 00	

Salmon	Columbia River, talls.....	@1 85
Columbia River, flats.....	@2 00	
Red Alaska.....	1 30@1 40	
Pink Alaska.....	1 00@1 15	

Shrimps	Standard.....	1 50
Sardines	Domestic, 1/2 lb.....	3 1/2
Domestic, 1 lb.....	5	
Domestic, Mustard.....	6	
California, 1/2 lb.....	11@14	
California, 1 lb.....	17@24	
French, 1/2 lb.....	7@14	
French, 1 lb.....	18@28	

Strawberries	Standard.....	
Fancy.....	1 25	
Succotash	Fair.....	95
Good.....	1 00	
Fancy.....	1 25	

Tomatoes	Fair.....	1 25
Good.....	1 30	
Fancy.....	1 35	
Gallons.....	3 30	

CATSUP	Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25	

3

CARBON OILS	Barrels
Eocene.....	@10 1/4
Perfection.....	@8 1/2
Diamond White.....	@8 1/2
D. S. Gasoline.....	@12 1/4
Deodorized Naphtha.....	@10 1/4
Cylinder.....	29
Engine.....	19
Black, winter.....	9

CHEESE	Aome.....	@12
Amboy.....	@12 1/2	
Esle.....	@12 1/2	
Emblem.....	@12 1/2	
Gem.....	@12 1/2	
Gold Medal.....	@12	
Ideal.....	@12 1/2	
Jersey.....	@12	
Riverside.....	@12 1/2	
Brick.....	14@15	
Edam.....	@90	
Leiden.....	13@14	
Limbarger.....	50@75	
Pineapple.....	50@75	
Sap Sago.....	19@20	

CHEWING GUM	American Flag Spruce.....	55
Beeman'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 1/2	
Schener's.....	6	

CHOCOLATE	Walter Baker & Co.'s.....	23
German Sweet.....	31	
Premium.....	46	
Breakfast Cocoa.....	21	
Runkel Bros.....	28	
Vienna Sweet.....	31	
Vanilla.....	31	
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 lb.....	35	
Colonial, 1 lb.....	42	
Epps.....	45	
Huyler.....	12	
Van Houten, 1/2 lb.....	20	
Van Houten, 1 lb.....	40	
Van Houten, 1 lb.....	70	
Webb.....	30	
Wilbur, 1/2 lb.....	41	
Wilbur, 1 lb.....	42	

COCOA ANUT	Dunham's 1/2 lb.....	26
Dunham's 1/2 lb and 1/2 lb.....	26 1/2	
Dunham's 1/2 lb.....	27	
Dunham's 1/2 lb.....	28	
Bulk.....	13	

COCOA SHELLS	20 lb. bags.....	2 1/2
Less quantity.....	3	
Pound packages.....	4	

COFFEES	Roasted	
Special Combination.....	15	
French Breakfast.....	17 1/2	
Lenox, Mocha & Java.....	21	
Old Gov't Java and Mocha.....	24	
Private Estate, Java & Moc.....	26	
Supreme, Java and Mocha.....	27	
Dwinnell-Wright Co.'s Brands.....	29	
White House, 60-1s.....	29	
White House, 30-2s.....	28	
Excelsior M. & J., 60-1s.....	21 1/2	
Excelsior M. & J., 30-2s.....	20 1/2	
Royal Java & Mocha.....	26 1/2	
Arabian Mocha.....	28 1/2	
Arabian Moch.....	22 1/2	

F. M. C. brands	Mandehilling.....	30 1/2
Purity.....	28	
No 1 Hotel.....	28	
Monogram.....	26	
Special Hotel.....	23	
Parkhouse.....	21	
Fancy Maracaibo.....	16 1/2	
Maracaibo.....	13	
Porto Rican.....	14	
Marexo.....	11	

Rio	Common.....	10 1/2
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 1/2
Fancy African.....	17	
O G.....	25	
P. G.....	29	

4

Mocha	Arabian.....	21
Package	New York Basis.....	10 1/2
Arbuckle.....	10 1/2	
Dulworth.....	10 1/2	
Jersey.....	10 1/2	
Lion.....	10 1/2	
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.....	6 40
Gall Borden Eagle.....	6 25	
Crown.....	5 75	
Daisy.....	4 50	
Champion.....	4 25	
Magnolia.....	4 10	
Challenge.....	3 35	
Leader.....	4 00	

CRACKERS	National Biscuit Co.'s brands	
Butter.....	6 1/2	
New York.....	6 1/2	
Family.....	6 1/2	
Salted.....	6 1/2	
Wolverine.....	6 1/2	

Soda	Soda XXX.....	6 1/2
Soda, City.....	8	
Long Island Wafers.....	13	
Zephyrette.....	13	

Oyster	Faust.....	7 1/2
Farina.....	6 1/2	
Extra Farina.....	6 1/2	
Saltine Oyster.....	6 1/2	

6

FRESH MEATS

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

Pork

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

Mutton

Carcass	5 1/2 @ 7
Lambs	7 @ 8 1/2

Veal

Carcass	6 @ 9
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GRAINS AND FLOUR

Wheat	
Patents	4 60
Second Patent	4 10
Straight	3 90
Second Straight	3 60
Clear	3 30
Graham	3 60
Buckwheat	4 30
Rye	3 20
Subject to usual cash discount	

Wheat Flour

Local Brands	
Patents	4 60
Second Patent	4 10
Straight	3 90
Second Straight	3 60
Clear	3 30
Graham	3 60
Buckwheat	4 30
Rye	3 20
Subject to usual cash discount	

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

Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	4 50
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
Ball-Barnhart-Putman's Brand	4 50
Duluth Imperial 1/2s.	4 50
Duluth Imperial 1/4s.	4 40
Duluth Imperial 1/8s.	4 30
Lemon & Wheeler Co.'s Brand	4 50
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	
Bolted	2 60
Granulated	2 80

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

Oats	
Car lots	47
Car lots, clipped	50
Less than car lots	

Corn	
Corn, car lots	59

Hay	
No. 1 Timothy car lots	10 00
No. 1 Timothy ton lots	12 00

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	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

LIQORICE	
Pure	30
Calabria	23
Sticky	14
Root	10

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

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

MOLESASES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	28
Good	22

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

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 80

7

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	
Babbitt's	4 00
Penna Salt Co.'s	3 00

PROVISIONS

Barreled Pork	
Mess	@ 16 75
Back	@ 18 25
Clear back	@ 18 50
Short cut	@ 17 25
Pig	@ 18 75
Bean	@ 15 75
Family Mess	@ 17 50
Clear	@ 17 50

Dry Salt Meats

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

Smoked Meats

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

Lard

Compound	7 1/2
Pure	10
50 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
1 lb. Pails, advance	1 1/2

Cottolene

Large tins, 6 in case	6 00
Medium tins, 15 in case	6 00
Small tins, 30 in case	6 00

Sausages

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

Beef

Extra Mess.	10 00
Boneless	10 75
Rump	10 50

Pigs' Feet

1/2 bbls., 40 lbs.	1 65
1 bbls., lbs.	7 50

Tripe

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

Casings

Pork	23
Beef rounds	5
Beef middles	12
Sheep	65

Butterline

Solid, dairy	@ 14
Rolls, dairy	@ 14 1/2
Solid, creamery	17
Rolls, 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.	50
Potted ham, 1/4s.	50
Deviled ham, 1/2s.	50
Deviled ham, 1/4s.	50
Potted tongue, 1/2s.	50
Potted tongue, 1/4s.	50

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

8

Imported.

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



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

SALE RATUS

Packed 60 lbs. in box	
Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 1/4s	3 00

SAL SODA

Granulated, bbls.	90
Granulated, 100 lb. cases	1 00
Lump, bbls.	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, 280 lb. bulk	2 65
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

Higgins

56 lb. dairy in linen sacks	60
Solar Rock	
56 lb. sacks	25

Common

Granulated Fine	85
Medium Fine	90

SALT FISH

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

Halibut

Strips	14
Chunks	15 1/2

Trout

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

Mackerel

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

Herring

Holland white hoops bbl.	10 25
Holland white hoops 1/2 bbl.	5 25
Holland white hoop, keg.	87
Holland white hoop mehs.	65
Norwegian	
Round 100 lbs.	3 35
Round 40 lbs.	1 65
Scaled	14
Bloaters	1 50

Whitefish

No. 1 No. 2 Fam	
100 lbs.	3 50
40 lbs.	1 70
10 lbs.	95
8 lbs.	79

SEEDS

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

9

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. Babbit brand	
Babbitt's Best	4 00
Beaver Soap Co. brands	



50 cakes, large size	3 25
100 cakes, large size	6 50
50 cakes, small size	1 95
100 cakes, small size	3 85
Bell & Bogart brands	
Coal Oil Johnny	4 00
King Cole	4 00
Detroit Soap Co. brands	
Queen Anne	3 50
Big Bargain	1 90
Umpire	2 35
German Family	2 65
Dingman Soap Co. brand	
Dingman	3 85

German Family.....	2 65
Dingman Soap Co. brand—	
Dingman.....	3 85
N. K. Fairbank Co. brands—	

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.....	34
J. T.....	38
Piper Heldick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39

Smoking

Hand Pressed.....	40
Ibex.....	28
Sweet Core.....	36
Flat Car.....	35
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
1 X L, 5 lb. pails.....	31
1 X L, 16 oz. pails.....	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 lb. pails.....	38
Yum Yum, 1 lb. pails.....	38
Corn Cream, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Flow Boy, 1 1/2 oz.....	40
Flow 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. pails.....	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.....	2 50
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

TWIN

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

VINEGAR

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

WASHING POWDER

Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 50
Kirkoline, 24 1/2 lb.....	3 65
Magnetic, 24 1/2 lb.....	3 60
Magnetic, 48 1/2 lb.....	3 80
Pearline.....	3 75

Rub-No-More

Rub-No-More.....	3 50
Scourline.....	3 50

WICKING

No. 0, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

WOODENWARE

Baskets	
Bushels.....	85
Bushels, wide band.....	1 15
Market.....	6 00
Splint, large.....	6 00
Splint, medium.....	5 00
Splint, small.....	4 00
Willow Clothes, large.....	5 50
Willow Clothes, medium.....	5 00
Willow Clothes, small.....	4 75
Butter Plates	
No. 1 Oval, 250 in crate.....	45
No. 2 Oval, 250 in crate.....	50
No. 3 Oval, 250 in crate.....	55
No. 5 Oval, 250 in crate.....	65
Egg Crates	
Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25
Clothes Pins	
Round head, 5 gross box.....	45
Round head, cartons.....	62
Mop Sticks	
Trojan spring.....	90
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	85
12 B. 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 80
Ideal.....	1 50
Tubs	
20-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
16-inch, Standard, No. 3.....	4 00
20-inch, Cable, No. 1.....	6 50
18-inch, Cable, No. 2.....	6 00
16-inch, Cable, No. 3.....	5 00
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20
Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 60
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25
Wood Bowls	
11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

WRAPPING PAPER

Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4
Cream Manila.....	3 1/4
Butcher's Manila.....	3 1/4
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15
YEAST CAKE	
Magie, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50
FRESH FISH	
White fish.....	92 1/2 lb.
Trout.....	92 1/2 lb.
Black Bass.....	102 1/2 lb.
Halibut.....	102 1/2 lb.
Ciscoes or Herring.....	102 1/2 lb.
Bluefish.....	102 1/2 lb.
Live Lobster.....	20
Bolled Lobster.....	20
Cod.....	10
Haddock.....	7
No. 1 Pickerel.....	9
Pike.....	9
Perch.....	5
Smoked White.....	11
Red Snapper.....	11
Col River Salmon.....	13 1/2 lb.
Mackerel.....	15
Oysters.	
Can Oysters.....	40
F. H. Counts.....	33
F. S. D. Selects.....	27
Bulk Oysters	
Counts.....	1 75
Extra Selects.....	1 85
Selects.....	1 40
Standards.....	1 25
HIDES AND PELTS	
Hides	
Green No. 1.....	6 1/4
Green No. 2.....	6 1/4
Cured No. 1.....	7 1/4
Cured No. 2.....	6 1/4
Calfskins, green No. 1.....	9
Calfskins, green No. 2.....	7 1/4
Calfskins, cured No. 1.....	10
Calfskins, cured No. 2.....	8 1/4
Pelts	
Pelts, each.....	50 1/2 80
Lamb.....	30 1/2 65
Furs	
Beaver.....	1 00 26 50
Wild Cat.....	10 1/2 50
House Cat.....	10 1/2 25
Red Fox.....	25 1/2 50
Grey Fox.....	10 1/2 50
Cross Fox.....	50 1/2 40
Lynx.....	15 1/2 40
Muskrat, fall.....	20 1/2 12
Mink.....	25 1/2 25
Raccoon.....	10 1/2 80
Skunk.....	19 1/2 15
Tallow	
No. 1.....	4 1/4
No. 2.....	3 1/4
Wool	
Washed, fine.....	2 30
Unwashed, fine.....	2 15
Unwashed, medium.....	2 17
CANDIES	
Stick Candy	
Standard.....	7 1/4
Standard H. H.....	7 1/4
Standard Twist.....	8
Cut Leaf.....	8
Jumbo, 32 lb.....	7 1/4
Extra H. H.....	7 1/4
Boston Cream.....	8 1/2
Beet Root.....	8

14	
Mixed Candy	
Grocers.....	6
Competition.....	7 1/4
Special.....	7 1/4
Conserve.....	7 1/4
Royal.....	8 1/4
Ribbon.....	9
Broken.....	8
Cut Leaf.....	8 1/4
English Rock.....	9
Kindergarten.....	9
Bon Ton Cream.....	9
French Cream.....	10
Dandy Pan.....	10
Hand Made Cream.....	10
mixed.....	14 1/4
Crystal Cream mix.....	13
Fancy-In Pails	
Champ. Crys. Gums.....	8 1/4
Pony Hearts.....	15
Fairy Cream Squares.....	12
Fudge Squares.....	12
Peanut Squares.....	9
Sugared Peanuts.....	11
Salted Peanuts.....	12
Starlight Kisses.....	10
San Blas Goodies.....	12
Lozenges, plain.....	9 1/4
Lozenges, printed.....	10
Choc. Drops.....	11 1/4
Eclipse Chocolates.....	13 1/4
Choc. Monuments.....	14
Victoria Chocolate.....	15
Gum Drops.....	5 1/4
Moss Drops.....	9 1/4
Lemon Sours.....	9 1/4
Imperial.....	9 1/4
Ital. Cream Opera.....	12
Ital. Cream Bonbons.....	12
20 lb. pails.....	12
Molasses Chews, 15 lb. pails.....	13
Golden Waffles.....	12
Fancy-In 5 lb. Boxes	
Lemon Sours.....	255
Peppermint Drops.....	260
Chocolate Drops.....	265
H. M. Choc. Drops.....	265
H. M. Choc. Lf. and Dk. No. 12.....	4 00
Gum Drops.....	255
Licorice Drops.....	275
Lozenges, plain.....	255
Lozenges, printed.....	260
Imperial.....	260
Motives.....	260
Cream Bar.....	255
Molasses Bar.....	255
Hand Made Cream.....	80 290
Cream Buttons, Pep. and Wint.....	265
String Rock.....	265
Wintergreen Berries.....	260
Caramels	
Clipper, 20 lb. pails.....	9
Standard, 20 lb. pails.....	10
Perfection, 20 lb. pails.....	12 1/2
Amazon, Choc Cov'd.....	15
Korker 2 for 1c pr bx.....	255
Big 3, 3 for 1c pr bx.....	255
Dukes, 2 for 1c pr bx.....	260
Favorite, 4 for 1c, bx.....	260
AA Cream Car's 3 lb.....	260
FRUITS	
Oranges	
Florida Russett.....	3 25
Florida Bright.....	2
Fancy Navel.....	3 00 23 00
Extra Choice.....	2 50 23 00
Late Valencia.....	2
Seedlings.....	2
Medt. Swells.....	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 300.....	2
Malori Lemons, 300.....	3 50 24 00
Messinas 300.....	3 50 23 75
Messinas 300.....	3 50 23 75
Bananas	
Medium bunches.....	1 50 20 00
Large bunches.....	2
Foreign Dried Fruits	
Figs	
California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2
Extra Choice, Turk., 10 lb. boxes.....	12
Fancy, Tkrr., 12 lb. boxes.....	14
Pulled, 5 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
Sairs, 60 lb. cases.....	4 1/2 5
NUTS	
Almonds, Tarragona.....	16
Almonds, Ivica.....	16
Almonds, California, soft shelled.....	15 1/2 16
Brazil.....	13
Pilberts.....	13
Walnuts, Grenobles.....	12 1/4
Walnuts, soft shelled.....	11 1/4 12 1/4
Table Nuts, fancy.....	13 1/4
Pecans, Med.....	10
Pecans, Ex. Large.....	13
Pecans, Jumbos.....	14
Hickory Nuts per bu. Ohio, new.....	2
Cocconuts, full sacks.....	2
Chestnuts, per bu.....	2
Peanuts.....	2
Fancy, H. P., Suns.....	5 2
Fancy, H. P., Suns.....	6 2 6 1/4
Roasted.....	6 2 6 1/4
Choice, H. P., Extras.....	6 2 6 1/4
Choice, H. P., Extras.....	6 2 6 1/4
Roasted.....	6 2 6 1/4
Span. Shld No. 1 n/w.....	5 1/2 6 1/4

15	
STONEWARE	
Butters	
1/2 gal., per doz.....	48
1 to 6 gal., per gal.....	5 1/4
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 58
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 1/4
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
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	85
Tubular.....	50
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.....	6 doz.
No. 0 Sun.....	1 38
No. 1 Sun.....	1 54
No. 2 Sun.....	2 24
Anchor Carton Chimneys	
Each chimney in corrugated carton.....	1 50
No. 0 Crimp.....	1 78
No. 1 Crimp.....	2 48
First Quality	
No. 1 Sun, crimp top, wrapped & lab.....	2 75
No. 2 Sun, crimp top, wrapped & lab.....	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.....	4 00
No. 2 Sun, wrapped and labeled.....	5 00
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (55c doz).....	3 50
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
Electric	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.....	1 60
1 gal. galv. iron with spout, per doz.....	1 80
2 gal. galv. iron with spout, per doz.....	3 00
3 gal. galv. iron with spout, per doz.....	4 30
5 gal. galv. iron with spout, per doz.....	5 75
3 gal. galv. iron with faucet, per doz.....	4 50
5 gal. galv. iron with faucet, per doz.....	5 75

The Bakery

Increase in the Consumption of American Pie.

There are very nearly 3,500,000 persons in New York City and about one in every eight eats pie, more or less regularly. Altogether the population manages daily to dispose of something like 200,000 pies, according to the pie-men, and they, being statisticians from sheer pride in their art, should know.

Pretty nearly every manufacturing confectioner makes some pies on his own account, but in the pie trade, as in every other in these days, there is a trust. It is called the New York Pie Baking Company. So progressive is the pie industry that this was one of the first trusts in business. It was established nearly thirty years ago.

The pie trust now makes nearly all of the pies that are consumed in restaurants and in many homes in this city. It doesn't matter whether the pies are labeled "home-made" or not. They all come from the Pie Trust, which makes all kinds and seems to make them to the satisfaction of the restaurant people and the pie eaters. The trust also makes a fair proportion of the pies that are sold in the shops.

The home of the Pie Trust is in Sullivan street and its establishment covers eight city lots. Nobody would suspect it, though, to glance at the place in passing, for all that is visible from the front is a neat little shop, where pies are sold, at retail under the supervision of a rosy-cheeked woman who is a living advertisement for pie; and beside the shop a covered stable for the pie wagons. The pie factory is hidden from view behind these.

There from 10 o'clock at night to 11 the next morning one hundred or so employees, male and female, work like beavers to satisfy New York's taste for pie. The plant can turn out 40,000 pies a day ordinarily, more on a rush order. A branch in Philadelphia supplies that city, but on a smaller scale. This is really pie town.

Machinery can do much in many industries, but the great American pie has to be hand-made. When the quantities to be handled are large, and the work can be sub-divided among practiced operators, though, it proceeds almost as quickly and far more satisfactorily than any piece of machinery runs. And constant practice, sub-division of labor and the best appliances that can be devised keep the pies at a general uniformity of excellence. In Sullivan street they look down on family pie. Its bottom crust must be soggy, they say.

"To be good, pie must be made of the best materials, worked by skilled pie-makers and baked in a brick oven with a tiled bottom; then a Vanderbilt can have no better," is the dictum the manager lays down.

Each season has its favorite pie, but all the year around apple pie is in demand. The Pie Trust consumes forty barrels of the fruit a day. Only the fresh fruit is used. A girl pares them with a hand machine, then others slice them and cut out the specks and cores. This work has to be done by hand because a machine couldn't pick out the imperfections in the fruit and it wouldn't look nice. This done the sliced apples are steamed, mixed with sugar and spices by an expert in the art and then clapped in crust moulded upon a tin pie-plate, newly washed and dried.

Cleanliness has to be the first feature of the successful pie factory. Every pie dish must be washed before it is used again, so all day long when the rest of the pie-makers are taking their ease three women sit in the pie factory washing pie plates ready for the night's use. Theirs is the least attractive but a highly important adjunct to pie-making. The real artists are the crust makers, who finish the work of all the rest for the bakers.

Only men are at work in the crust room. Two of them mix the paste, a third moulds the bottom crust upon the pie dish and fills it with the prepared fruit. The fourth rolls out the upper crust, deftly covers the pie with it and cuts off the overhanging crust with a few pats of his hand. Then a general utility man puts the pies into crates, which, when full, are lowered by elevators to the bake room. The oven does the rest.

In half an hour or so the finished pie comes out, golden brown, fit to tickle the palate of a king. Special pie wagons, fitted with racks for all sizes of pies, carry it away to the consumer, all hot, for hot pie is the proper thing if the public would only listen to the pie-men. There's as much difference between a warm, luscious apple pie, fresh out of the oven, and a cold edition of that same pie twelve hours or more later as there is between wine and vinegar. So eat your pie hot when the pie wagon brings it around.

After apple pie the next favorite, at this time of year, is mince. The mince meat is made by the barrel. The currants are carefully washed in hot water, the raisins looked over, the meat cooked in big pots, and the spices and liquors carefully measured before they come into the hands of the woman who mixes them into one harmonious whole. This woman is an artist in pie, and her wages would compare favorably with those of many others occupying very much showier places. The mince meat is made in bulk, put down in brandy and used as needed.

Peach, pineapple, lemon, custard and cocoanut pies sell all the year around. Fresh fruit is used for the filling, whenever it is obtainable. Real eggs of the best quality, and not egg powders or flavoring or anything of that kind, go in all of the three latter kinds. The factory uses thirty crates, containing 108,000 eggs, daily.

Meringue is a cold-weather pie and only a moderate favorite then, despite its fancy fixings; but huckleberry, cherry, cranberry, strawberry, plum, pumpkin, gooseberry, currant, and blackberry pie is each in great demand in its season, and all are made on the same principle.

And here it should be revealed that "home-made" pie, so called in the restaurants and the lunch rooms, is really no different from the other kind. Any pie eater who doesn't think so is the victim of a delusion. A "home-made" pie is simply a pie baked on a larger tin plate than the ordinary kind. It is made of the same materials, mixed in the same manner and baked in the same oven as the rest. Five sizes of pies are baked, and the "home-made" is the largest. That's all there is to "home-made" pie. Perhaps, on the whole, though, it is the best pie because you get a larger piece.

Some people may have a notion that perhaps it is just as well to be content with a smaller piece and excuse themselves by asserting that pie is indigestible. It would be well for these misguided persons to keep away from the pie company's office. There is to be

found the most devoted adherent to the cause of pie in the United States. He is William Thompson, the manager, and he is recognized throughout the country as an expert in pie matters.

For more than fifty years he has been concerned in pie-making. He began to learn the rudiments of the business when he was 13, and it wasn't many years before he was making pies on his own account. Mr. and Mrs. Niblo sold his pies in the days of rural Broadway in their booth in front of the old board fence enclosing the ground on which, later, stood Niblo's Theater. The pies helped to make them famous, so that when the theater was built its owners were glad to borrow the name of Niblo for it.

To this veteran pie-man any doubt thrown upon the healthfulness of pie is founded upon misconception unworthy of intelligent humanity. The notion that pies, properly baked, are indigestible he treats as a delusion long ago exploded by the highest medical authority, and he has a batch of reports from medical persons, more or less eminent, affirming that a well-made pie is as healthful a food as can be eaten. Also he can tell you that the late P. T. Barnum used to eat his pies regularly, and everybody knows that there was nothing but health, good nature and shrewd amiability to be found in the genial showman.

"My observation is," said Mr. Thompson, "that people who stick to animal food are gross in structure and intellect. There is no animalism in pie, and your habitual pie eater is a man of fine texture physically and mentally, a man fit to dwell among the stars!" And the veteran pie-man chuckled over this poetic conceit. True-born Americans, he declared, were the real pie eaters, although many German-born citizens were acquiring the habit from sheer influence of environment.

Why not eat pie for breakfast, as our grandfathers did? Fashions are changing, according to the testimony in Sullivan street, and that is the only reason why the custom is not general, although there are still lots of people who do. They eat pie for luncheon, top off dinner with a cut of pie, begin supper with a piece more and then are ready to begin over again on a fresh pie, all hot, when the wagon comes around about breakfast time.

It is interesting to know that London, which has a fad just now for all things American, is likely soon to have pie on the American plan. Two projectors of a proposed pie factory over there have recently inspected the plant in Sullivan street, and acquired there all the information to be obtained, with a view to starting operations. They intend to follow the New York method strictly and to supply restaurants and confectioners as well as to retail pies on their own account. It is their belief that there is big money to be earned by such an in-

stitution in London, because all English folks who come here take to our pie as naturally as ducks to the water. So the pies to be manufactured for London's benefit will not be "tarts," the kind they have now, but real luscious, etherealizing American pie!—N. Y. Sun.

THE G. R. & I. Trains between Grand Rapids and Chicago

give a service that will be appreciated by every traveler:

12:30 Noon Flyer—Leaves Grand Rapids daily except Sunday, solid vestibuled, Pullman buffet car; makes four stops; arrives Michigan Central Station Chicago 5:25 p. m.

11:30 Night Express—Leaves Grand Rapids daily; arrives Chicago 6:55 a. m. 5:00 p. m. Afternoon Flyer—Leaves Chicago daily except Sunday; solid vestibuled, Pullman buffet car; makes only three stops; arrives Grand Rapids 9:50 p. m.

11:30 Night Express—Leaves Chicago daily, arrives Grand Rapids 6:45 a. m. 49 miles G. R. & I., 141 miles Michigan Central via Kalamazoo. 182 miles, short line mileage data held. For full information about time schedules, rates, etc., write C. L. LOCKWOOD, G. P. & T. A., Grand Rapids & Indiana Ry., Grand Rapids, Mich.

For Sale Cheap

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

L. HIGER & SONS,
Ground Floor Pythian Temple, Grand Rapids

Magna Charta Bond

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

Tradesman Company,
Manufacturer's Agents,
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We do
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ADDRESS H. M. REYNOLDS ROOFING CO.,
METAL DEP'T, GRAND RAPIDS, MICH.

AMERICAN ENERGY.

For a long time, in the eyes of Europe, the American was an ordinary farmer, something, perhaps, above the stout ox he plowed with, with many of that animal's characteristics in his make-up. He was good and honest, industrious and not at all disconcerted by hard work. Rough even to the uncouth, he was a man made to delve and plod and ready to go to bed after a hard day's work and sleep himself into good condition for the next day's toil. Some thing later he was commended for his thrift and dubbed an ardent adorer of the Almighty Dollar, with an astonishing ability "to gather them in." In due time he developed an aptness for making things—mostly for diminishing labor—and this, taken into connection with his power of accumulating, made him a convenient person to have around in time of need. Reaching that point, it was supposed that he would now settle down to the business of life and fulfill his evident mission of feeding the hungry mouths everywhere calling for his remarkable crops.

Fulfilling that mission to the eminent satisfaction of all, he found himself equal to something more. He had acquired in his idle moments the habit of whittling and he now began to whittle to some purpose. He did not like the old hoe. The sickle produced backache and its descendant, the scythe, was clumsy and heavy. He threw them away and made others after plans of his own. Leasing the farm, he set up a forge and, being successful in that, turned his attention in other directions. He made cloth that everybody wanted. He "got up" a watch that made even the sun nervous. He made steel almost as common and as cheap as the ore in the mountains, and whoever expressed a wish for the supposed impossible found it granted in an incredibly short time, at an equally short price. In a word, the machine received so much thought from the inventor that in absolute precision its work surpassed the handiwork of its maker.

This turned the attention of the Old World from the invention to the inventor, and to the Nation behind him, and the result is the greatest surprise of all: Instead of the farmer and the miser and the clown, intelligence in the highest form of development looks calmly down upon the scoff and the sneer and receives the respectful consideration which has long been her due. Surprise has given place to astonishment and in place of both comes the enquiry, What has brought it all about? The question has been followed by the most painstaking research and now, after due reflection, comes the announcement: "The explanation is a simpler matter than one would have thought, and lies chiefly in, first, the really amazing completeness of the technical knowledge, and their devotion to their work, of the American employers, and, next, in the really terrific energy that the American workman throws into his work."

That reads well and it sounds well; but, like the ordinary sieve, it does not hold water. It is not to be questioned that the technical knowledge of the American is equal to the demands made upon it, but he will not be found better off in this respect than his English cousin. Neither is the Englishman's devotion to his work less than ours wherever you find him; and, to be candid about it, the "really terrific energy" of the American is a part of that inheritance which the Mayflower and her fol-

lowers brought over. They come here poor boys and, repeating the experience of youthful America, they fall into the line of successful business men, and for the same reason. They acquire the art of seeing and the art of doing and they find out that, in proportion as their seeing and doing excel, gain comes to them. They pass from the general to the particular, and if their particular succeeds it is because the individuality which goes with that particular excels the other man's, when submitted to the test of public opinion.

We are hearing a great deal these days about England's becoming a second rate power, that Germany is coming to the front and that France is "playing out." We shall see. Such assertions amount to nothing. The time is coming—if it is not here now—when the real question will be, What is there in the New World that at once makes the intelligent immigrant the storehouse of the "really terrific energy" which, developed in American atmosphere, makes him an American citizen of the first class, and a Yankee one at that? The technical school does something, the common school does something, "devotion to work" plays an important part; but down under it all lies the America of it, an intangible, undefinable something that laughs at thrones and crowns and, recognizing its own individuality, makes that the worthy possessor of both.

Kalamazoo to Have a Pure Food Show.

Kalamazoo, Feb. 11—Kalamazoo will have a pure food show Tuesday, Wednesday and Thursday, April 1, 2 and 3. The show will be held under the auspices of the Kalamazoo Grocers and Meat Dealers' Association and will be the first one ever attempted in this country, so far as known, under a similar plan. Shows of the sort have been held in Chicago and a few other of the larger cities, but never in the smaller cities. Nevertheless the Kalamazoo dealers already have assurances that the affair will be a success. The show will not only prove a valuable advertising medium for the manufacturers of food products throughout the country, but will be an educational feature worth the attention of the people of the city generally.

The manufacturers will not only have exhibits of their products, but many of them will have demonstrations of their products and their use. It will be a novel affair and one which should be a success and which should tend to advertise the Kalamazoo Association as the originator of it.

It is proposed to have, besides the exhibits and demonstrations, music and other features for the entertainment of the people who attend. The many features will be worked out by various committees to be appointed later.

The following general committee appointed Monday evening will have the affair in charge and will appoint the several sub-committees from its membership after its organization: E. B. Desenberg, H. R. Van Bochove, E. Priddy, E. Bestervelt, H. J. Schabger, Earl Cross, William Mershon, J. Johnson, William H. Peck, T. J. Sloan, H. W. Moerdyke and W. H. Moerdyke. This committee will soon meet and organize and set the wheels in motion to make the show a winner and a means of advertising Kalamazoo far and wide.

Ypsilanti—The Ypsilanti Canning Factory has been organized with a capital stock of \$12,700. The directors are W. H. Everett, G. W. Wiard, R. W. Hemphill, Frank P. Worden, Joseph Warner, T. L. Towner and Fred W. Green. The officers have not yet been elected.

Giving begets love; lending usually lessens it.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—A FIRST-CLASS RETAIL SHOE business. Best location in the best town in Michigan. Reason for selling, other business requires attention. Address No. 291, care Michigan Tradesman. 291

IMPROVED 80 ACRE FARM FOR GENERAL MERCHANDISE. Address No. 287, care Michigan Tradesman. 287

FOR SALE—STOCK OF GROCERIES. Will inventory \$1,800. If you mean business, answer. Address No. 286, care Michigan Tradesman. 286

THE BEST CHANCE IN MICHIGAN FOR clothing, shoes or dry goods, with a small capital. I am going to a larger place. J. E. Farnham, Thompsonville, Mich. 283

FOR SALE—ON ACCOUNT OF FAILING eyes, only jewelry business in town of 1,200; fine farming country; a good thing; expenses light; a bargain for cash. Address No. 282, care Michigan Tradesman. 282

FOR SALE—STOCK OF DRY GOODS, GROCERIES, shoes, rubbers and hardware. Will inventory about \$2,500. Located in best farming country in Central Michigan. Cash sales last year, \$15,000. Address J. T. H., care Michigan Tradesman. 270

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 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

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. F. 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 615, Shelby, Mich. 256

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

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

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

WANTED—A LOCATION FOR UPTO-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

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

FOR SALE—2,000,000 FEET HARDWOOD timber, 160 acres cedar and pine. Saw and shingle mill ready for business. Cutting of 2,000,000 shingles to let on contract. J. J. Robbins, Boyne Falls, Mich. 217

FOR SALE—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 BAZAR stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

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 AS MANAGER OF grocery department by young man of 26 years of age. Eight years' experience. Best of references. Address W., care Michigan Tradesman. 290

REGISTERED PHARMACIST WANTS position by April 1. Small town preferred. Address No. 289, care Michigan Tradesman. 289

WANTED—SALESMEN CALLING ON grocery trade to sell full line of fireworks as side line. No samples; sell from price list; liberal commission. A card to I. N. Branch, Jackson, Mich. 288

WANTED—REGISTERED PHARMACIST. State age, salary expected, whether married or single. Address No. 285, care Michigan Tradesman. 285

WANTED TO CORRESPOND WITH A doctor who is a registered druggist. Have good opening. Address No. 284, care Michigan Tradesman. 284

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

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. 262

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. 184

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.
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