

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 19, 1902.

Number 961

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

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of every kind and for all ages.
All manner of summer goods: Alpaca, Linen, Duck, Crash, Fancy Vests, etc., direct from factory.

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

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Established 1841.

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Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
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Simple and practical. Catalogue if you wish.

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141 Canal Street

Grand Rapids, Michigan

Tradesman Coupons

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TWO HONEST NATIONS.

The United States and Great Britain are the only powers that have proposed to return to China any balance of their share of the indemnity in excess of the adjusted claims. This is equivalent to saying that the United States and Great Britain are the only honest nations now dealing with China in the matter of indemnity for injuries and expense of protecting foreign interests in that country during the Boxer troubles.

Great Britain and the United States are the only nations that seem to find in this transaction even the semblance of a moral obligation such as would influence a private person compelled by the laws of civilization to observe the equities in seeking repayment of losses or damages for injuries sustained at the hands of another person.

The other nations have given their rapacity full rein and would have looted the Chinese Empire to the ultimate cash, if they had not been afraid that the United States and Great Britain would interpose to prevent further robbery.

It is not necessary to moralize upon the superior moral integrity of the people of the two great English speaking countries in this transaction; the contrast between the American and the British method of doing business with a helpless nation, and the greed that is manifested by the Latins, the Teutons and the Slavonians, is an object lesson, teaching that, while the former may have faults that are more than reprehensible in other directions, they are not given to the sort of thievery that steals from cripples and blind beggars.

Enough loot was carried away by the soldiers, attaches of the legations, missionaries and their "converts," and foreigners generally, to offset many millions of the indemnity demanded of China. Moreover, if the "claims" of individuals for losses and damages preferred before the courts of adjustment of the creditor nations were as closely and honestly adjudicated as they would be in ordinary circumstances of suits between citizens of the various countries, the demands would be scaled many

millions more. Each of these individual claimants has presented a bill of costs and damages at least double the amount of actual loss and damage, and many of them are without the slightest basis of right or justice.

It is gratifying, therefore, to learn that Great Britain and the United States, who have so many other sins to answer, can, with a free conscience, plead not guilty to the charge of robbery in this instance.

A representative of the Tradesman visited the canners' convention at Milwaukee last Thursday, primarily for the purpose of determining the status of the Hastings Industrial Co., which is promoting a large number of canneries in Michigan this season. The company referred to had no exhibit there, although nearly every manufacturer of canning machinery was represented in the exhibition hall. Enquiries among the exhibitors elicited the information that the Hastings Industrial Co. does not, as a rule, buy the newest and most up-to-date machinery, but is always in the market for machinery that is out-of-date and can be purchased at a bargain. As it is not good business policy to buy poor machinery, when the best can be had on practically an even basis, the Tradesman suggests that the officers of the new companies who are establishing canneries this season thoroughly post themselves on the subject and distinctly specify in their contracts what make of machinery they are to have in all cases. This will necessarily result in the canneries receiving modern equipment, instead of being handicapped by antiquated machinery which will have to be replaced by up-to-date equipment before the business can achieve its full measure of success.

The December bulletin of the State Food Commissioner—issued in February—contains an itemized statement of the expense of conducting the department for the six months from July 1, 1901, to Jan. 1, 1902. The sum total is \$10,135.90, of which \$6,046.20 went for salaries and \$4,089.70 for traveling and other expenses. The Tradesman probably did more to create sentiment in favor of food laws and a food department to enforce those laws than any other interest, but when it sees the recklessness with which the people's money is squandered by gangs of politicians who travel around the State ostensibly in the interest of pure food, but really to promote the candidacy of a discredited officeholder, it seriously questions whether the people of Michigan would not be better off if every law pertaining to the subject were stricken from the statute books.

There is no security for perseverance except in always advancing. To stand still is impossible. A boat ascending a running stream falls back as soon as it ceases to advance. To hold its place is impossible unless it gain upon the stream.

If men did everything their political enemies charge how busy they would be.

GENERAL TRADE REVIEW.

The most notable feature of the trade situation is the enormous extent of domestic demand. Owing to the scarcity in corn, grain transportation has been largely curtailed, a fact which would naturally affect the volume of railway transportation seriously. Yet the general demand for cars for supplying the needs of the great industries is far beyond any possibility of being met and heavy premiums are offered for prompt deliveries in consequence. One would think that these circumstances, together with the lessened foreign trade on account of our need to keep the goods here, and because of the less favorable conditions in the countries usually taking our export, would operate to lessen the pressure of domestic activity, and yet that pressure seems to increase from day to day. It is simply that there was never a time when producers were turning to every possible means to increase output to meet the possibilities of expanding local business as is the case today.

Prices in the Wall Street markets are on the advance on most standard issues, but trading is not active. People are too busy for ordinary speculation. Of course the storm is a quieting factor, as in all business in the Eastern centers; however, the markets were quiet already. But, in spite of this, advancing values carry the level of leading railways to a new high record of \$104.70. The public still seems afraid of many of the leading industrials notwithstanding the fact that they appear to be making money at an unprecedented rate.

The great fact in the iron and steel industries is the inability to meet the demands for domestic requirements. Increase of facilities has been such that the January production broke all records and yet that month brought a reduction in furnace stocks of pig iron. Of course productive capacity is being enlarged under such conditions, but it will be some time before the need for premium for prompt deliveries will be obviated. Prices are unchanged when consumers can wait for their supplies until some time in the last half of the year.

There has come a realization in the cotton trade that the staple was marketed more freely than was supposed and that supplies are rapidly lessening. This brings an advance and increased activity and strength in the manufactured products, many prices rising sharply. Woollens are also strong, with a large consumptive demand for the raw material. The boot and shoe factories are assured of activity for some time to come and shipments continue above those of last year.

This world is the best place any of us will ever live in this side the pearly gates. The man who enjoys it as he goes along, making the most of the opportunities which come to him, is the man who does most to make the world better and fit it for greater things by-and-by.

Getting the People

The Mistake of Overdoing Cheapness as an Inducement.

There was a time not long in the past when a dollar was worth more than it is to-day. This was, theoretically, owing to the fact that there was less money, per capita, in circulation than now. Practically, it was owing to the fact that a dollar was much harder to get than it is to-day. With the teeming millions of the country all employed and many undertakings deferred for the reason that reasonably low prices of labor can not be commended, it is hard to realize that only a few years ago municipal enterprises were carried on to keep the people from starving. In this city, half a dozen years ago, the authorities required laborers to take their turns in the work of filling in the newly purchased market site, that the relief afforded by the employment might be distributed as widely as possible.

During this period the value of the dollar became greatly enhanced. Then the greatest inducement was the greatest extent to which its power of buying could be made to go. Under these conditions the most effective advertising would naturally be that which dwelt upon the cheapness of the commodity. But it does not follow that the same methods are the most effective under the changed conditions of to-day. To be sure, this habit of thought in the community might last for a considerable time, but not as long as the habit of using the inducement on the part of dealers is likely to last.

The abundance of money to-day is educating the people to a greater appreciation of quality. Now this is no theoretical or imaginary deduction—every observing dealer knows that his customers are ready to pay good prices for good goods. But the habit of crying "cheap" is formed by the advertiser and it seems likely to last long after it has lost its usefulness.

The buyers of the twentieth century think more of quality than of cheapness. Now this is not a theoretical conclusion based on the fact of improved conditions, it is a matter of observation. Every salesman knows that there is less of the beating-down tendency to meet than has ever been the case before. Indeed, the change in this regard is greater than most realize—the bargaining of a few years ago would not be tolerated in many of our stores at the present. Why should the same spirit be tolerated in our advertising?

Buyers now want the right quality at the right price. To put the price too low in many cases spoils the sale for the reason that it engenders a distrust as to quality. The price feature is as valuable in advertising as it ever was—we wish to know what our money will buy—but it by no means follows that our wish is to find the cheapest possible purchase. The American consumer is learning to want good goods and he is coming to appreciate that he can pay the price. Doubtless many are yet appealed to by the bargain idea, but the proportion is rapidly growing less. The dealer should be prompt to recognize the change and should lead in encouraging the more liberal spirit.

* * *

A well written and composed shoe advertisement is that of Thos. A. Welsh. In spite of the story being pretty long to catch the casual reader, the matter is such as is calculated to interest those in the market for shoes. The division

We want to do the leading shoe business of Nashville, and if our trade in this line keeps improving as it has been doing, we will soon have an emphatic lead. There is a reason for it, and it is a very plain one. We are honestly selling better shoes, more up-to-date and in every way just what they ought to be, for less money than any of our competitors. Compare our goods with others, and you will readily see the difference.

SHOES

LADIES' SHOES

The QUEEN QUALITY has already become the unquestioned leader. It is always sold for \$3.00, never more, never less, and it is easily the equal of any \$4.00 shoe on the market. It has a style distinctively its own, and its wearer is always conscious of being properly shod. It is perfect in its dainty style, yet has the wearing quality of honest leather, perfectly made.

The RICHARDSON goods, at \$1.50, \$2.00 and \$2.50, are well-made, solid throughout, and cannot be matched in Nashville at much higher prices. Our personal guarantee behind every pair of them.

MENS' SHOES

We swear by the old reliable Grand Rapids Hand Made Boots and Shoes, and so does every man who has ever worn them. The strongest and best made line of men's goods sold in Michigan, bar none. We can give you names of customers who have worn them for many years, and who have given up trying to get any other shoe to equal it.

LITTLE GENTS' SHOES

For the coming man we have an elegant line of fine Vici Kid and Box Calf which will stand the hard usage which growing boys are bound to give a shoe.

MISSSES' AND CHILDREN'S SHOES

We are equipped with a most complete line, which will be found entirely satisfactory, both in quality and price. The Grand Rapids Cordovan is made to stand the strenuous life of school wear, and always looks well.

When you want shoes, inspect our line. You fail to do your pocket book justice if you miss doing it.

THOS. A. WELSH.

Pure Maple Syrup

Made in Canada and kept during the summer in cold storage so that it has that peculiar spring flavor as tho' it just came from the "Sugar Bush."

Gallon Cans each.....	\$1.40
Half-Gallon Cans each.....	75c
Quart Cans each.....	40c
Maple Sugar per lb.....	14c

10 Per Cent. Discount.

As a special inducement to quick purchases I will discount the above prices 10 per cent. until January 20th.

Geo. A. Robbins

YOUR BOY--

He should skate—You remember the joys of your boyhood when the ice was "glary"—What a good time you used to have—what a healthful sport it is—It's just what your boy ought to be doing—When he asks you for skates send him to

OTTO ROSENFELD

SGHRAM.

We carry the Schram chairs which bear so many excellent qualities in their simplicity. This chair has a convolute spring made of 9-16 inch steel, which carries the seat of the rocker. The seat and rocker of this chair do not come in contact with each other, thus avoiding any squeaking or other objectionable noise when it is rocked. It has the softest and easiest rock of any rocker on the market.

Yours for chairs of any kind,

J. W. Mathewson.

Wall Paper

We are agents for the Pittsburg Wall Paper Co. This means a lot when it comes to styles and prices.

A.B. Griswold

into paragraphs, thus reducing the length of each branch advertised, serves to obviate the objection of too much matter. The printer has done well to adhere to one style of letter and to give the paragraphs plenty of white—a good advertisement for a long one.

The maple sugar advertisement of Geo. A. Robbins is another business-like production which will command attention and probably bring trade. Whether the offer of discount will serve as an inducement can only be determined by the results. The writing comes to the point in the simplest and most direct way and is well proportioned to the space. The printer's work is good—the only suggestion I would make is the bringing the items and prices nearer each other, so as to have two or three picas of white space at each end. The display is well proportioned and the engraved signature effective.

Another eye catcher is that of Otto Rosenfeld, who says just enough and in the right way. The printer's work leaves nothing to be desired. The use of white is especially judicious.

Another well told story is that of J. W. Mathewson, and in this the printer has also shown good judgment. I would strike out the first word or two of the last sentence to make a model in that line.

A. B. Griswold tells his story in the fewest possible words, but leaves nothing unsaid—another good advertisement.

Some Tactical Ways of Wise Merchants.

He never looks bored across the counter.

He is not fussy and demonstrative in his politeness.

He does not dispute with customers; he knows that "to win the argument is to lose the sale."

He does not pretend to know it all; he flatters the customer by conveying the impression that he is absorbing wisdom from him.

He is not ungenerous in his comments on competitors. He recognizes the value of "damning with faint praise;" he carries conviction to his hearer that generous mention of a rival is an index of his own prosperous and untroubled success.

He does not parade his personal extravagances, if he has any; for he knows there are more men of economical habit than spendthrift fools in the world, and he wants to hold the respect of the good housekeeper.

He does not call those who disagree with him "cranks," for he knows that everybody, including himself, is a "crank" in some degree.

Business Maxims.

Do not rest satisfied in the belief that you control the trade and that it is sure to remain with you without effort.

Buy within your means, then you are sure to be able to pay in like proportion.

Be always as good as your word. Your reputation for memory and conscientiousness depends upon it.

Few men are so constituted that impressive airs and haughty demeanor will draw them trade.

A serious, attentive demeanor while you are waiting on customers will insure you their respect.

Nine times out of ten it is safer to give credit to the poorly-clad person than to the over-dressed swell.

Never decry your opposition. It is tangible evidence that you feel sore over his power to secure trade from you.

Be popular if you have the power to be so, but always remember that kindness and sociability afford the keynote.

Keep your credit good by using it sparingly. It is like your bank account, the more you use it the weaker it becomes.

When a man is ashamed to look in a mirror it is a safe bet that his wife bought his necktie.

We Are Advertised by Our Loving Friends

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.

Bellaire—W. F. Hobbs has sold his bazaar stock to A. B. Large.

Eureka—Geo. W. Manning has sold his grocery stock to Guy S. Eagle.

Chesaning—A. Cameron & Cox succeed Henry H. Darby in the drug business.

Camden—S. W. Houtz, of the mercantile firm of S. W. Houtz & Son, is dead.

Ithaca—E. F. Brewer, confectioner and baker, has sold out to Ray Maloney.

Alpena—Chas. Gengerke has purchased the Vienna bakery of Adolph Schneider.

Alpena—David Holmes has added a full line of drugs to his State street grocery stock.

Blissfield—H. E. Morrow has retired from the general merchandise firm of Ellis & Morrow.

Fremont—Ernest H. Forbes succeeds E. P. Hopper in the grocery and commission business.

Alpena—Hawley & Fitzgerald's dry goods store is receiving extensive interior improvements.

Flint—E. W. Howard has engaged in the wall paper and paint business at 721 Saginaw street.

Woodland—Wolcott & McNaughton, meat dealers, have dissolved partnership. Mr. McNaughton retiring.

Camden—Rice Bros., furniture dealers and undertakers, have dissolved partnership. Kay Rice succeeding.

Otsego—C. I. Clapp has been appointed trustee for the dry goods and grocery firm of A. W. Hartman & Co.

Benton Harbor—The Farmers and Merchants' Bank has increased its capital stock from \$100,000 to \$125,000.

Champion—Jacob Levine has purchased the interest of his partner, A. Nord, in the grocery firm of Levine & Nord.

Three Rivers—J. E. Reitz & Son, dealers in vehicles, have dissolved. The business is continued by Wm. Reitz.

Ithaca—Parrish & Watson have installed a new line of showcases, fitted with a sliding top invented by Mr. Parrish.

Alma—Sharrar & Mulholland are refitting their drug store with new shelving and showcases manufactured by a local house.

Coral—Walter and William Andrews have opened a general store, four miles east of this place. The style of the new firm is Andrews Bros.

Perry—Colby & Osborn, dealers in hardware, implements and hay, have dissolved partnership. The business is continued by Colby & Dunning.

Lansing—Arbaugh & Cameron have purchased the Litche bazaar stock from Gottlieb Ziegler and have removed same to their store on Washington avenue.

Conklin—Robert Bervitz has purchased the interest of Willis Harvey in the hardware firm of Harvey & Bean. The new firm will add a line of groceries.

Fremont—J. Pikaart has sold an interest in his general store here to his brother, Cornelius, of Grand Rapids, and hereafter the store will be known as Pikaart Brothers.

Nashville—F. M. Quick has purchased the David Wells grocery stock; also the store building owned by E. H. Van Nocker, to which location he will remove his stock.

Alpena—Theodore Laubengayer, employed for the past six years as manager of Bostwick's drug store, will move to St. Charles, where he has purchased the Central drug store.

Fenton—Charles and Eugene Hodge, of Hartland, have purchased the agricultural implement stock of the late D. M. Horton and will continue the business at the same location.

Olivet—The hardware firm of Morford & Pickle has been dissolved. H. R. Miller has purchased the interest of Mr. Pickle and the business will be resumed under the new partnership.

Lowell—W. A. Covert has sold his interest in the grocery firm of Price & Covert to G. W. McKee, who was formerly engaged in trade at Alto. The new firm will be known as Price & McKee.

Hillsdale—The Hillsdale Mercantile Co. has been organized by Delmer Fast, A. L. Guernsey and M. W. Jones, to engage in general trade. The corporation has an authorized capital stock of \$10,000.

Manistee—A. Rosenthal, of Traverse City, has leased the building at 394 East River street, now occupied by O. J. Wangen, and will open some time in March with a line of clothing, dry goods and shoes.

Petoskey—B. W. Stark, who has been engaged in the mercantile business for the past forty years, twenty years of the time having been spent at this place, has sold his dry goods and notion stock to C. Z. Pote, of Pennsylvania.

Ann Arbor—E. F. Mills has formed a partnership with Warren W. Wadhams and will open a ladies' garment store, including a millinery department, at 118 South Main street about March 20 under the style of E. F. Mills & Co.

Vernon—Charles J. Shaw writes the Tradesman that he has not sold his hardware stock to Edward Easler and expects to continue the business. He owns a branch implement establishment at Durand in partnership with W. N. Cole.

Rapid City—Meyer Bros., who have conducted a hardware and farming implement business at this place for the past three years, have sold their stock to John Wright, of Ludington, who will continue the business at the same location.

Hillsdale—Albert W. Dimmers has purchased a half interest in the grocery stock of J. W. Whitney and the business will be continued under the style of Whitney & Dimmers. Mr. Dimmers has been employed as clerk by Mr. Whitney for the past six years.

Ludington—David Clavette and Charles Bloom, head clerks at the Forslund Bros. and Adam Drach stores, respectively, have formed a copartnership to engage in the general merchandise business and are negotiating for the purchase of the two stores of Stanley & Young at Maple City and Cedar City.

Port Huron—J. W. Goulding celebrated his 51st birthday last Sunday. Mr. Goulding was born in Watertown, N. Y., and grew up and attended school there and afterwards entered a store as clerk. He came to Port Huron and helped establish the 99-cent store in 1875 and has been in business continuously since that time. The store is one of the largest in Port Huron.

Alma—The hardware firm of Thompson & Sanderhoff, composed of C. O. Thompson and Otto Sanderhoff, has been dissolved. G. R. Thompson, of Milford, has formed a copartnership

with Mr. Sanderhoff and the business will be continued under its former style. The new member of the firm has traveled for the Warder, Bushnell & Glessner Co., of Chicago, for a number of years.

Lansing—J. M. Cameron, who founded the business now conducted by Cameron & Arbaugh, has returned from his trip to the West. He has decided to locate in Greeley, Col., where he will open a store similar to the one he conducted here. Mr. Cameron has bought a home in Greeley, occupying two and one-half acres of land, and has taken a store building opposite the postoffice in Greeley.

Lowell—M. C. Griswold has sold his interest in the Lowell State Bank to James A. Marsh, Cashier of the Commercial State Bank of Constantine, and his son, William E. Marsh, who has resigned his position in the Bankers National Bank of Chicago, from which institution he comes highly recommended, to accept the cashiership of the Lowell State Bank. Mr. Griswold, having sold his stock, resigned his office as President and his seat on the board. Charles McCarty was elected President to fill the vacancy created by the resignation of Mr. Griswold; Geo. W. Parker Vice-President, to fill the vacancy created by the election of Mr. McCarty to the presidency, and W. E. Marsh Cashier.

Manufacturing Matters.

Bear Lake—The Bear Lake Creamery Co. recently paid a dividend of 20 per cent.

Owosso—The Owosso Carriage Co. has increased its capital stock from \$50,000 to \$100,000.

Constantine—The Michigan Desk Co. has been organized with a capital stock of \$10,000.

Pontiac—The Price Varnish Co. has filed articles of association. The capital stock is \$20,000.

Battle Creek—The Battle Creek Breakfast Food Co. is the latest, with \$1,000,000 authorized capital stock.

Jackson—The Novelty Leather Works is the style of a new enterprise at this place. The capital stock is \$25,000.

Reading—Orris Gibbons has purchased the interest of his partner in the flouring mill firm of Divine & Gibbons.

Battle Creek—The Grocers' Specialty Manufacturing Co. has been organized with a nominal capital stock of \$750,000.

Battle Creek—The Jebb Medicine Co. has filed amended articles of association, increasing its capital stock from \$50,000 to \$300,000.

Pinconning—The promoter who has the sugar factory in hand has informed the people of this village that he will begin work on the building about September 1. He first asks the village people to secure enough acreage and to take a reasonable amount of stock, all of which he wants done by June of this year.

Alma—Enough subscriptions have been secured to a stock company to make practically certain the establishment of a knitting factory at this place. The new industry will start with thirty persons employed.

Elk Rapids—The American Construction Machine Co. has been organized here for the purpose of manufacturing machines to construct hollow cement walls. H. B. Lewis of the Elk Rapids Iron Co. is the manager and F. B. Moore is Treasurer.

Benton Harbor—A new food company to be known as the Sanitary Food Co., Ltd., has been organized here by S. H. Lynn, of Marshall, with a capital stock of \$500,000, one-half of which is paid in. "Avena Malta" is the name of the new food to be manufactured and placed on the market. Mr. Lynn has \$50,000 of stock in the new company.

Bay City—The affairs of the German-American Sugar Co., a co-operative concern, are considerably involved, and it now seems probable that a long series of suits will tie up the concern. The American Copper, Brass & Iron Co., of Chicago, the contractor, is expecting trouble in its attempt to collect, and batches of liens are being served on the company by those who have advanced amounts of material and labor.

Detroit—Kreutler Bros., manufacturers of shoe lasts, have filed articles of association under the corporate style of Kreutler Bros. Co. The stock is capitalized at \$50,000, of which \$35,000 has been paid in. The stock consists of 5,000 shares of the par value of \$10 each and is held by: Edwin O. Kreutler, 1,400 shares; George A. Kreutler, 1,400 shares; George F. Kreutler, 650 shares; Walter A. Kreutler, 50 shares; Edwin O. Kreutler, trustee, 1,500 shares. All the stockholders are of Detroit.

Caro—As soon as warm weather comes the work of doubling the capacity of the beet sugar factory here will be begun. The capacity of the plant after the improvements have been made will be 1,000 tons of beets per day, which will make it the largest in the State. The enlargement will necessitate the securing of contracts for raising 10,000 acres of beets, but no difficulty is anticipated along this line, as the farmers of Tuscola county are thoroughly well satisfied with their past experience in raising beets.

On what is stated to be good authority it is reported that the malady which affects Admiral Sampson is softening of the brain with degeneration of the arterial system. The wasting away of the brain tissues is due to the lack of blood nourishment. This has brought on a condition of aphasia of the brain, which has resulted in the partial loss of speech. The power to speak is restored from time to time, but for the most part Admiral Sampson appears to have entirely lost the ability to articulate. The weakened arteries are liable to burst at any time, causing a rush of blood to the head and bringing on death by apoplexy.

Look

Ship

Turkeys

Calves

Butter

Eggs

to

M. O.

Baker

& Co.

119-121 Superior

Street,

Toledo, Ohio

References

First National

Bank

Toledo

and

This Paper

Write for Prices

REMEMBER

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GRAND RAPIDS SUPPLY COMPANY

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Grand Rapids, Mich.

Grand Rapids Gossip

The Grain Market.

Wheat, owing to the better markets in London and Liverpool and the small amount on passage, opened rather strong, and this steadied the market considerably. However, later it weakened on softer weather, so the market is really only about 1c per bushel higher than it was last week. The visible made a fair decrease of 1,160,000 bushels, which leaves the visible about 2,000,000 bushels less than one year ago. At present the market lacks snap. Speculation does not amount to anything, as both the bulls and the bears are awaiting developments at the opening of spring. Should we have more or less freezing and thawing, prices would enhance considerably. Receipts at initial points have not been as large as they were last year. While our exports from both coasts have been a trifle less than 4,000,000 bushels, it still shows that foreigners want our wheat, especially as forty-three loads were sold yesterday in New York (a boat load being 8,000 bushels).

Corn has also been rather steady. Owing to soft weather, the feeding to stock has been less than if we had had snug winter weather. I might add that the visible is 6,000,000 bushels less than during the corresponding week last year and, as has been stated before, it is a long time until new corn will be on the market. Another factor is that Argentine had bountiful rains, which helped the corn amazingly. The United States, of course, can not expect to export corn at these abnormally high prices. As soon as navigation opens, we look for a free movement to the Eastern States from Chicago, which will leave the market bare, and prices may enhance, owing to the scarcity of the article.

Oats seem to hold an even tenor. They can not be moved down very much, as there are only about 4,000,000 bushels in sight, while there were over 10,000,000 bushels at the corresponding time last year, so that cereal will remain steady until the new crop begins to move.

Rye, for some unaccountable reason, has kept very strong during the week. The offerings were accepted as fast as made, as the export demand is urgent. Of course, we all know Germany had a very small crop of rye, and as rye is used there more than wheat, the exports to that country are large. At the present outlook, we can see nothing to reduce prices.

Beans have dropped somewhat during the week, but to-day are firmer again, so they are at the same price as last week. Of course, the high price curtails the consumptive demand considerably and that may affect prices later on. At the moment, we see nothing to depress prices very much more.

Flour remains steady. The demand can not be said to be pressing, still the mills seem to dispose of their output, some of the orders being taken some time ago. Prices are not shaded.

Mill feed is hardly as firm as a week ago. However, we do not hear of shading in price, which still remains \$22 for bran and \$23 for middlings. We might add there will not be much change until spring opens, when there will be pasturage, when there will not be so much fed as at the present time.

Receipts of grain during the week have been as follows: wheat, 78 cars;

corn, 2 cars; oats, 3 cars; flour, 2 cars; hay, 3 cars; potatoes, 8 cars.

Mills are paying 83c for No. 2 red wheat. C. G. A. Voigt.

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 26c for fancy and 24c for choice. Dairy grades are higher and stronger, due to lessened receipts. Fancy commands 17@19c. Choice fetches 15@16c. 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 freely, but the demand is so strong that unheard of prices have ruled at occasional intervals at some of the Eastern markets. The price touched 37c one day last week in New York and 75c in Pittsburgh. Local dealers pay 21@25c.

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 hot house.

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 Chicago market is weaker than it has been for a month, but other markets are in better shape and are beginning to ask for stock. Country buyers are paying about 58c, on which basis there is a close working margin.

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.

An evening paper published a sensational story Monday to the effect that C. G. A. Voigt had acquired a controlling interest in the Valley City Milling Co. by the purchase of the holdings of the late Conrad G. Swensberg. As the capital stock of the corporation is \$301,000 and Mr. Swensberg's holdings were \$137,500, a transfer of the stock to one purchaser would not affect the status of the present stockholders. As a matter of fact, the negotiations to purchase the stock—which the Tradesman is informed have been in progress for a year and are not yet concluded—contemplate a division of the interest among three gentlemen—one-half to C. G. A. Voigt, one-quarter to Frank Voigt and one-quarter to W. N. Rowe. As the latter has already over \$100,000 stock in the corporation, the proposed shift in ownership will make him the heaviest stockholder.

The Grand Rapids Fixtures Co. has purchased the showcase department of the Heyman Company, including finished and unfinished goods, materials, hardware fittings and good will.

The Grocery Market.

Sugars—The raw sugar market is quiet with but few sales made. Refiners have moderate stocks and are not ready buyers and prices have declined 1-16c. Holders, however, are expecting higher prices soon and are offering but very little stock, so only a light business is transacted. The world's visible supply of raw sugar is 3,710,000 tons, showing an increase of 710,000 tons over last year. The refined sugar market is firmer and prices have advanced five points on all grades. The trade, however, are fairly well supplied with sugar and the demand is only moderate. The demand for Michigan beet granulated is quite good, each dealer endeavoring to keep some of the Michigan sugar in stock as long as there is any to be had.

Canned Goods—The canned goods market is in good condition. Stocks of almost all lines are light, and any very heavy demand on the part of the retailer would necessitate the purchasing of further supplies. There is still considerable interest manifested in tomatoes, both spot and future. The majority of the trade, however, have made some purchases of futures, but will buy further supplies when the goods are offered more freely. Some packers have not even named prices yet and many buyers are waiting to see what their prices will be before purchasing of any one. Spot tomatoes are in good demand and prices are firmly held. The corn market continues very quiet. No one seems to be at all interested in it. Strong efforts have been made to boost the market, but without success. Present quotations are very low for this time of year, especially with tomatoes selling at the present high price. It is a very unusual thing for corn to remain quiet while tomatoes are so active. Offerings of future peas are rather scarce at present, some packers being reported well sold up. Most Wisconsin packers have withdrawn from the market. Spot peas are in slightly better demand, with both the standard and better grades enquired for. Stocks of 3 pound and gallon apples are both very light and prices are firmly held. Peaches are in fair demand at unchanged prices. Lima beans, string beans and baked beans are all very quiet, with practically no demand at all at present. This applies also to the small fruits. There is a good healthy demand for salmon and holders express confidence in the immediate future of the market. Stocks are only moderate, with the probability that in a few weeks they will be cleaned up to such an extent that there will be considerable buying for immediate wants. Sardines are quiet and unchanged.

Dried Fruits—The dried fruit market is firm on almost all lines, with stocks light. There is considerable interest manifested in prunes and heavy purchases have been made in expectation of higher prices shortly. The following statistics regarding the prune situation have just been received from the coast: "Prunes on hand in California a year ago this time, 3,200 cars; the 1901 crop in California was 2,500 cars; total, old and new, 5,700 cars. There were on hand in Oregon last year at this time 300 cars; the 1901 crop in Oregon and Washington was 1,000 cars, making a total of 1,300 cars. Total prunes, old and new, available for last year, 7,000 cars; total amount on hand in California to-day, 600 cars and in Oregon 150 cars; total amount available on the coast to-day, 750 cars. This would

show the total consumption of California, Oregon and Washington prunes from Feb. 1, 1901, to Feb. 1, 1902, 6,250 cars. Now, the total amount on hand to-day of 750 cars must last for the next nine months, until the new crop comes in. A year ago at this time there was no demand from Europe, as they had not finished eating up their big crop of 1900. Their 1901 crop was very short. Consequently, for the last six months, they have been very heavy buyers of California prunes." Taking the above facts into consideration, it looks as if higher prices for prunes in the near future were an assured fact. Loose muscatel raisins are quiet and unchanged. Seeded are in moderate request at previous prices. The stocks of peaches and apricots are very light both here and on the coast, and it is predicted that prices on apricots will advance fully 1c per pound within the next thirty days and ½c on peaches. Dates are in good position and prices are very firmly held. Stocks are smaller than usual at this time of the year and no lower prices are looked for in the near future. Figs are also selling well at unchanged prices. Evaporated apples are in moderate demand with no change in price.

Rice—Trade in rice is rather quiet, sales being of small lots for immediate requirements. These small orders, however, aggregate quite a fair business and are sufficient to keep prices steady. Spot stocks of all grades are fair, with medium sorts becoming rather scarce and the tendency of prices gradually hardening.

Tea—The tea market is rather quiet and buying is of the hand-to-mouth order. Prices are very firm for green teas and black teas are firm in sympathy. Spot supplies are moderate and with the statistical position strong, particularly for green teas, lower prices are not expected.

Molasses and Syrups—Trade in molasses is quiet, prices being a trifle higher than buyers' views and, consequently, few sales are made. No concessions in prices are made, however, as the supply of good sound molasses is light, and owing to reports that the trade is lightly stocked, dealers were not anxious sellers, anticipating higher prices in the near future. There is a very good demand for corn syrup in both barrels and cans.

Fish—Fish of all kinds is in good demand and the market on some varieties shows quite an advance on account of the short supply. Mackerel and codfish are both firmly held and are in good demand.

Nuts—There is a fair demand for nuts, with prices on most varieties firmly held. California walnuts are in very good demand at full prices. Almonds and filberts both show considerable firmness under good demand. Peanuts are unchanged in price, but the demand is rather light just at present.

Rolled Oats—The rolled oats market is quiet and prices show a reduction of 15c on barrels and 5c on cases.

Lindenschmidt & Hudsonhiltz have opened a grocery store at the corner of East Leonard street and North College avenue. The Worden Grocer Co. furnished the stock.

Colwood—John L. Winchester has sold his general merchandise stock to Claude D. and Florence I. Andrews.

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

BIBLE AND SCIENCE.

No Conflict Between Theology and Speculation.

Wm. Connor, the veteran clothing salesman, who is an officer and member of the Episcopal Church of the Good Shepherd, delivered another of his discourses last Sunday evening, as follows:

"Every Scripture inspired of God is also profitable for teaching, for reproof, for correction, for instruction which is in righteousness: that the man of God may be complete, furnished completely unto every good work."—II Timothy, 3d Chapter, 16th and 17th verses.

The Bible is "profitable for teaching, for reproof, for correction, for instruction which is in righteousness." Yes, assuredly; but I do not find that it claims to be profitable for scientific study. The man of God is by it "furnished completely unto every good work." Yes, assuredly; but I do not find that he is by it furnished even partially unto the conclusions of philosophical enquiry. I am quite sure that many needless difficulties have arisen from the prevalence of a narrow and mechanical view of inspiration, and that such difficulties would often be removed by a frank recognition of the truth that God allowed the writers of the Bible to write as men, each with his individuality distinctly impressed upon his work; each, while delivering God's message and guided by God's spirit, yet using the ordinary phenomenal language of his day as to matters of science (and, indeed, in no other way would he have been intelligible to his contemporaries); each unerringly led to the truth it was God's will he should announce for the practical guidance of His people, but not made supernaturally cognizant of the mysteries of the universe nor of the annals of universal history. Do not let us go to the Bible for what it was never meant to teach—that will save us something.

The subject I have taken in hand, namely, the Bible in its relation to science, is so vast that I must try and narrow it by selecting some one point for illustration: I suppose some of us have been brought up in the old-fashioned belief which seemed to our forefathers to rest so clearly on the authority of the Bible, that God created man upon the earth as a totally new and hitherto unknown being, essentially different from all other creatures, in full-grown stature and complete moral and intellectual development, about 4,000 years before the Christian Era: but none of us can be ignorant of modern speculations as to the origin of man of a very different character from this old-fashioned belief. Of all these speculations the most prominent, as well as the most startling, is that which is propounded by the advocates of evolution, who hold that all living creatures have been developed out of earlier and less perfect forms, so that, if we had the power to trace the almost infinite links of the chain, we should find man's true origin in the very lowest and simplest creature in which life existed at all, each living thing in succession having the capacity for improvement bestowed upon it and, by the survival of the fittest in the struggle for life, by the informing agencies of external circumstances, and by other constantly operating laws of Nature, being able to develop, in long ages, into a higher and more perfect type of existence until at last we arrive at the wonderful being—man. I am not sure that our best scientific men would hold this theory to be as yet finally established or

to be at present more than a highly probable speculation; but undoubtedly there are facts and arguments in its favor which it would be foolish to despise and which, to many scientific men, appear to possess all but conclusive weight. Now what has the Christian, who believes in his Bible, to say to this? There are some devout men who will say, "This and all like speculations are directly against God's word and, therefore, utterly untrue and absurd. I can not even consent to argue about them as if there were any possibility of their acceptance! Nay, this is not the spirit which is likely to arrive at truth. Have we so utterly forgotten the injury done to the cause of religion by the stolid resistance of the church in former days to the discoveries of astronomy as opposed to the Bible? Is it so long ago—since we heard silly denunciations uttered against geology because it taught that the "days" of creation signify vast periods of time and cast doubts on the popular belief that the fossils of our rocks were carried there by the universal deluge—we have read our Bibles wrongly before, we may be reading them wrongly now? I have called the language of the Bible upon physical matters "phenomenal" because that language is most evidently not meant to teach scientific truth nor to help scientific discovery but is the language of appearances, describing things (as all languages does popularly) not as they are, but as they seem. I presume, if the writers of God's Word had been inspired to speak of things as they are in the truth of God's own Divine knowledge, the mode of speaking would have been wholly unintelligible to man. The speculations of Berkeley, Hamilton and Mill, to name only a few of the more familiar of our philosophical writers, are sufficient to show how little we know of things beyond mere phenomena.

Thus God's Word, in abstaining from scientific revelations, is simply adapting itself to our understanding in the same way that it does when it speaks of God Himself in anthropomorphic language, ascribing to Him the members of a human body, that we may see, as it were, on the wall a shadow of His actions. We have made mistakes in the past by not discerning these things and by interpreting the words of Scripture with an over-rigid literalism. Let us beware lest we fall into the same mistake again. What I plead against is a hasty denunciation of what may some day be proved to be founded on truth, a contemptuous rejection of theories which we may some day learn to accept as freely, and with as little sense of inconsistency with God's Word, as we now accept the true theory of the earth's motion around the sun or the long duration of the geological epochs.

But there is another attitude which some take up in regard to these speculations. They say, "Religion and science occupy wholly different spheres and need in no way intermeddle with each other. They revolve, as it were, in different planes and so never meet. Thus we may pursue scientific studies in the utmost freedom and at the same time pay the most reverent regard to theology, having no fears of collision because allowing no points of contact. I have never been able to understand this position, although I have seen it assumed. It seems to me that there are, and must be, various points of contact between theology and science, therefore frequent danger of collision, and that it is foolish to ignore or deny this.

No doubt they do revolve in different orbits, but these orbits cut one another at certain points; in other and simpler language, God speaks to us by His Word and by His works; and while, for the most part, He speaks of different matters, in these, His two great languages, it is not always so. Sometimes he tells us about the same things in the two languages, and then we are bound to interpret the one by the other and to be very careful that we do not misinterpret either language. Now, the origin of man is just one of those matters of which God seems to speak to us in both His languages. It is one of the points of contact and, as it seems at present, of possible collision; so we are bound to consider the matter very carefully.

Now, let me, for argument's sake, suppose the theory of evolution to be fully established, in the case of man no less than in the case of other living creatures. Let me suppose we are taught, by the teachings of God's handwriting in His works, to look upon man as the latest development of a structure and system of which we trace back the rudiments and gradual growth through ten thousand earlier and progressive forms of life—what then? Why, then, this was the wonderful way in which "the Lord God formed man out of the dust of the ground." We then behold God creating by evolution instead of by isolated and unconnected acts of creative energy. But surely our Bible teaches us to believe that man was created as a being wholly distinct from the other living creatures of the earth and by a very special and peculiar exercise of the Divine will. Can we doubt it. Well, probably some do doubt it. But can we? For, assuming the theory of evolution to the full, it can only deal with the material frame and its powers and adaptations. Let Science teach that man is developed from earlier types of life, it can only be as an animal, as a living organism, that he is so developed. But is this all that man is? Does this embrace our entire conception of man? Is he nothing more than the most highly developed animal upon earth? Nay, my friends, whence came this marvelous spiritual endowment of which you and I are conscious and which is the essence of our true humanity? What if Darwin can trace in some of the lower animals dim hints—distant

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approaches—to some of the ruder and almost instinctive peculiarities, as they were once thought to be, of the human race? Does this really help us to bridge over the tremendous gulf between the cleverest of the brutes and the thinking, reasoning, hoping, planning, worshipping spirit of man? What if God had chosen to let His creatures ripen by slow degrees into more and more perfect forms until one was produced which in His wisdom He counted fit for the in-breathing of an immortal spirit—was this no new creation? What if, of all His creatures, God selected one to be endowed with His own likeness and to be exalted into the living soul? Would this have been unworthy of the high place man's creation occupies in the primeval record? To me it seems quite possible to reconcile the theory of physical evolution in the case of man's outward organism (with its mysterious and complicated development of faculties and adaptations) with the dignity which the fiat of the Creator's will has bestowed upon the being whom He made to be a new creature in the splendid dowry of his spiritual and intellectual powers.

You will see that I do not consider even the boldest speculations as to man's origin to be at all necessarily inconsistent with the firmest belief in his endowment with a special gift of God-like spiritual powers and with a new nature incapable of death. I found this upon the vast and profound distinction between the material and the spiritual in man, repudiating to the utmost those materialistic theories which would confound the two or make the spiritual nothing else than a phase or phenomenon of the material. I believe such views to be refuted by the very facts of human nature and to be opposed to all that is highest and best and noblest in our nature. I believe there is a whole region of facts which can not be rationally accounted for by one who sees in man's nature nothing but the material. Of course, I am well aware that I have barely touched one branch of a very large and complicated question—I have desired simply to show that ground upon which the Bible and science meet; and, where they often seem to speak diverse things, some at least of the apparent diversity may be caused by our own misreadings of either the one language or the other. I have spoken of the misreadings of the Bible because that is the side, mainly, on which I feel bound to be on my guard. The truest votaries of science know full well that they have to be no less on their guard against misreadings on their side. It is so easy to mistake our own crude interpretations for the very voice of God. After all, we are very ignorant. The wisest are but feeling after real knowledge and he who has learned most and knows most is generally the one who knows best how little he knows. There is a true sort of Christian agnosticism, which is nothing else than a bowing down in our conscious ignorance before mysteries too vast and high for our feeble grasp. "So foolish was I and ignorant, even as it were a beast before Thee."

Well, I have spoken of points in the borderland where science and religion approach one another. But is there nothing to be said of the vast regions which lie far as the poles asunder and in which no point of contact is to be found? We Christians believe we have a whole realm of precious truths and realities wholly removed from the purviews of physical research and scientific class-

ification—have we nothing to say about this? Shall the astronomer say, "Come with me and I will reveal to you stars so distant that the ray which strikes upon your eye has traveled for thousands of years on its way with a swiftness inconceivable since it left its distant birth-place?" Shall the chemist say, "Come with me and I will resolve the earth you tread upon, the water you drink, the air you breathe, into their component elements?" Shall the optician say, "Come with me and I will show you the very gases and metals which in their combustion produce the light of Sirius or the Pleiades?" Shall the geologist say, "Come with me and I will unveil to your eyes the mystery of the formation of mighty rocks and you shall handle the very creatures that lived in the boundless periods of primeval earth?" Shall the zoologist say, "Come with me and I will let you behold the germs and rudiments of the various parts of your own wondrous frame in the animalcula which your unassisted eye can scarcely detect?" And shall we Christians be dumb? Have we no like invitation to make? Have we no marvels to boast of in the region which we profess to know? Or, shall we not say this—and I think there are men of science who will be glad to have this said to them: "Come with me and I will take you into a fair land and show you things that will make you glad." Perhaps you think the land I speak of a dreamy, unsubstantial cloud-land; but come and see. It may be you will find some things in it better than dreams or phantoms. It may be I can show you there a stream that can wash out the stains that blot a guilty conscience. It may be I can find you there medicines to heal a sick soul. It may be I can guide you to a fountain which will slake the thirst of a fevered spirit. It may be I can show you a light which will guide you safely through a world of peril. But away with allegory! Come with me and you shall learn how to conquer a rebellious will, to purify a corrupt heart. You shall gain a strength that shall give you mastery over self, victory over sin. You shall pass behind the veil of sense and see the things that are not seen, the things which eye hath not seen, nor ear heard, nor hath entered into the heart of man, but from the sight and knowledge of which you shall go back to your science rich with new treasures of wisdom, strong with new life and power, glad with new hope and worshiping—not Nature, but Nature's God!

His Grateful First Client.

When Henry C. Smith, of Adrian, started to practice law he had as his first client a negro, and he won the case. The hearing was before a local justice of the peace, and the charge was stealing a ring. As his client had employment on a farm outside the town where Smith first hung up his shingle, the young lawyer is said to have taken the precaution of hiring a carriage and riding out to the farmer, where he secured promise of the negro's wages for a few days as his retainer.

"I made an eloquent plea," said Mr. Smith yesterday in recounting the proceedings of that case. "I did not fail to ring the changes on the downtrodden race, and all that sort of thing, with the result that my client went free. Still, I had a sort of lingering suspicion that the verdict was certainly all my man deserved, and when the case was over I wanted to be rid of him. He continued to haunt my office."

"Why don't you go out and chase around with the boys?" I said finally, in some impatience.

"Deed, boss, I thought yo' fee war

too small, an' I want yer to accept this 'ere ring."

"And the negro produced from his jeans the ring which he had been supposed to have stolen."

But Mr. Smith refused to accept the proffer of stolen goods.

Virtue at a Discount.

Little Reggie—I don't believe the Lord cares a cent for good boys.

Fond Mother—Horrors! What put that idea into your head?

Little Reggie—He hardly ever makes good boys strong enough to lick bad boys.

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E. A. STOWE, EDITOR.

WEDNESDAY, - FEBRUARY 19, 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 12, 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 fifteenth day of February, 1902.

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

THE TREMENDOUS FIRE WASTE.

The recent serious conflagration at Waterbury, in which a good portion of the business district of the town was destroyed, followed closely by a great conflagration at Paterson, in which the loss is estimated to have reached ten million dollars, serve to call renewed attention to the immense fire waste in this country. So great has been the destruction of property by fire that many old-time insurance companies, with many years of successful business to their credit, have found it more profitable to reinsure outstanding risks and retire from business than to face the constant drain on their resources which has resulted from the experience of the last few years.

While the great conflagrations, like that at Paterson, are difficult to avoid, they denote an insufficiency of the protection from fire which evidently exists in many American cities and towns. European communities suffer comparatively little from fires, and large conflagrations, instead of being common as with us, are of comparatively rare occurrence. This comparative immunity is traceable directly to the more careful construction of buildings, a stricter administration of the laws, and a more rigid investigation into the causes of fires.

In this country our buildings are generally of the flimsy or temporary character, and even where costly and strong buildings are provided they are situated side by side with veritable fire-traps. This flimsy construction, coupled with the extensive use of electricity, has been responsible for a good proportion of the fires. Moreover, there is a very general disposition to assume that, if a place is insured, there is less cause for vigilance in protecting such property from fire, the idea being that the under-

writers will bear the loss, if any should occur.

This is an entirely erroneous idea. All the property destroyed by fire represents just that much irreparable loss to the country. The payment of the insurance by the underwriters is not a compensation. The losses paid actually represent a general tax on all insurers in the shape of premiums. As soon as the losses become greater than the companies can pay and still make a profit, rates must of necessity be advanced. All fire losses, therefore, are made good by the people, and they thus represent a permanent waste of just so much wealth.

There is a school teacher in Illinois named Keller who is 71 years old, who insists on acting like a man half that age. He is credited with dancing a double shuffle, clearing the back of a chair at a single leap, and jumping over other high obstacles. He accounts for his agility by declaring that he has discovered the elixir of life. "See!" he exclaimed the other day, "My legs are as free and easy as a child's. I am younger than I was thirty years ago." His explanation is brief: "Simply by not believing that I am growing old." This is an excellent theory and it has the beauty of being inexpensive in its application. Of course it has its limitations. Some day Mr. Keller will discover that his powers of belief are getting feeble and he convinced against his will that youth is not eternal.

The time may come when the blowing of whistles and ringing of bells to call people to work and to worship will be prohibited along with other unnecessary noises that disturb the dwellers in cities. In Buffalo just now there is an agitation among the people of the neighborhood to stop the blowing of the whistle at the water works pumping station at 6 a. m. A temporary injunction has been secured and the matter will be settled in court. Not all the people desire to have the blowing of the whistle stopped. Some claim that it is of positive advantage in awakening them in time to get to work in season. One man said it was a good thing to have the whistle sounded at 6 a. m. so that "the aristocrats might have a chance to roll over and thank God that they had another hour to sleep."

One explanation of the decline of the bicycle business is that it resulted from the notion of the officers of the bicycle trust that money could be saved by curtailing the amount expended for advertising. Fifty trade papers that were devoted to the booming of bicycle clubs and bicycle sports died soon after this policy was adopted. The clubs commenced to die when their doings ceased to be chronicled. The papers could not live without advertising and without attention bicycling as a pastime ceased to be popular. The automobile business is now being built up by advertising and lots of it, and the bicycle manufacturers are wondering how they came to be eclipsed.

William C. Whitney is quoted as saying that any man with ordinary luck should be able to lay up enough money to quit work and live in comfort when he reaches the age of 60. Reading this thousands of men who have reached the age of three score will conclude that they have not had ordinary luck or that they have an erroneous idea of what constitutes comfort.

THE RACE FOR WEALTH.

Many persons have observed that, within the past quarter of a century, the greed and eagerness for great wealth have astoundingly increased. Indeed, it has come to be the case that the attainment of large pecuniary riches is the chief test of success in life. In a word, success means wealth.

It is not strange that this should be so, for not only is the possession of money a means of commercial power, but it is getting to be the most potential agent of political and social life. If a man be a multimillionaire, he is pretty sure to be able to marry off his daughters to impecunious foreign princes and other titled personages, and if there is one thing that is considered in many parts of this Republic the highest social goal, it is to acquire for the marriageable young women a real title of nobility, and, if the title be genuine, it makes little difference what sort of man is attached to it.

Wealth not only gains social success, but it is also a powerful lever to shape the legislation of city, State and nation. The possession of such power is eagerly sought by every ambitious man, and when it is realized, as is too often the case, that great wealth, no matter how it is acquired, silences all accusations and hushes up scandals, it is easily seen that there is a great temptation to cast aside scruples and to get money in any and every way that is possible.

It is under these conditions that the successful man is hailed with shouts of applause, and it is only when fortune happens to turn against him that his questionable or criminal acts are made subjects of examination and exposure. There is many a man who cuts a wide swath in business or in society whose acts might well be the subject of suspicion, but, as long as he is able to play his part, no questions are asked, and it is only when trouble comes upon him that he is made the subject of investigation.

An example of this sort of thing appears in the case of Frank C. Andrews, whose meteoric career is probably familiar to every reader of the Tradesman. Just how he got enough to make his first plunge is not known, but soon he was in the maelstrom of the market. Copper, leather, sugar, steel—all were alike to him. He bought and sold rapidly. His specialty seemed to be the difficult art of "quick turning," and fortune seemed to guide his every operation.

It is worth while to note the philosophy of a young Napoleon of finance to see how it squares with the old-time notions of common honesty:

Money-making requires personal fitness. After nature, give thanks to your mother. I look on it as I do on other talents. The money faculty is an instinct, the same as our other instincts. I do not see how a man can possibly make a fortune unless he speculates. Don't you ever believe that by saving money a man doubles his capital. He does it in strikes and big bunches.

Human life is too short for the slow processes of thrift. I concede that one gets a small start by keeping part of his salary, but we are not talking about business employees in this connection but commercial success in a broad sense.

All my good fortune, so far as it has come, has resulted in taking chances. I have preferred to take chances on a large piece of real estate rather than a bushel of beans. So I have made more money than a corner grocer, and yet, with all due respect, I could not successfully manage a grocery store. Every man in his own place, is my rule. I

find success in an indomitable faith in your own proposition.

These doctrines had no place for prudence, for scruples, or for honesty; nevertheless they were considered entirely proper and justifiable as long as they brought success; but when it was discovered that this bank officer had made away with a million and a half of the bank's deposits—and the discovery was not made until the bank's vaults had been utterly emptied—the people who had so applauded the phenomenal success of their young Napoleon began to think his methods were not entirely honest and his philosophy not thoroughly sound, and the result was that he now occupies a cell in the Wayne county jail with a dozen criminal charges staring him in the face.

The stain of having worn the convict's stripes is easily effaced in the case of such a man. He knew for years that he was a thief, and his conscience had doubtless long ceased to trouble him. He has suffered only the shame of exposure, and, if he has money hidden away he will not lack for sympathy and moral, or immoral, support. Justice is so lame and halting that judicial condemnation in such cases is too infrequently administered to have the effect it should in deterring imitations of such financiering.

Fortunately, the great body of the people still believe in divine justice and moral responsibility, and that has more effect in keeping men honest than does the occasional bringing to justice of wealthy criminals.

The old proverb that it is an ill wind that blows nobody any good might well be paraphrased by the New Yorkers, and the good offices be credited to the rain. Jupiter Pluvius emptied his watering pot over the city of Gotham one day last week and saved the municipality something like \$70,000, that being the estimated cost to the city for the removal of the snow which fell during the previous days. The Gothamites are chronic grumblers when it comes to a question of the weather, but on this occasion the grin of contentment on each taxpayer's face must, in the case of a stranger, have more than counteracted any "tired feeling" induced by the gloomy look of the contractors, who had banked on getting a good thing for shoveling away the snowflakes.

Germany does not permit her national emblem to be used in any way as an advertisement. A Massachusetts firm that wants to advertise generously in the empire has prepared thousands of catalogues bearing the German coat-of-arms, but they can not be circulated in the Kaiser's domains. It has discovered that the penal code of the empire contains a provision to the effect that any person who uses the coat-of-arms or flag for such purposes will be fined not less than 150 marks or punished with imprisonment.

John Burns, the English labor leader, is among those who pay tribute to the superiority of American workmen. He has just been suggesting to Englishmen that the greater prosperity, vigor and intelligence of American workingmen are due not only to their higher wages but also to their smaller expenditures for strong drink. There is a popular impression that while Americans do not drink so much as foreigners they still use more alcoholic beverages than are good for them.

QUESTION OF SEX EQUALITY.

The changes in the business life of the American people in the past quarter of a century, in which is proclaimed the equality of the sexes and the ability of women to compete with men in every department of business and walk of daily existence, are working upon the organization of society effects which, while they are at the present time only attracting the attention of thoughtful observers, promise to create astonishing social and moral revolutions.

In 1860, women were employed in the United States chiefly in household work; but there were a few thousands occupied in cotton and woolen factories, and in dress and bonnetmaking. Probably the total number of females, ten years old and over, engaged in any sort of labor in the United States in 1860, including the negro slave women in the Southern States, was 1,500,000. In thirty years, or in 1890, the number of women so employed had increased to 3,900,000, or 160 per cent.

The figures for 1900 have not yet been given out; but, in all probability, they will show that 6,000,000 women in the United States are earning wages in various departments of labor, women having entered all, with scarcely a single exception. The ability of women to compete with men in almost every sort of work is conceded, upon the condition that women must accept from one-half to one-third less compensation than is paid to men for the same services.

It is not strange that, under these conditions, women are claiming equal wages with men for the same work, and, as a natural result, there is growing up a strong tendency among women to secure a due share of influence in politics and public affairs, so that they may enforce their right to equal compensation. But while they have already made a powerful impression upon the industrial situation, the number of working women, numbering not less than one-fourth of the number of the male workers, have had little effect to modify political conditions. They have not yet secured the right to vote in political general elections or to hold political offices or to enlist as soldiers. These consummations will come more slowly; nevertheless great social changes are in progress.

Prof. Albion W. Small, of the Department of Sociology in the University of Chicago, in a recent magazine article, touches some phases of the social conditions resulting from co-working and co-education of the sexes. He believes in the mental equality of the sexes and, to a great extent, in their physical equality. He finds some difference of quality, perhaps like that between the same musical note produced, for example, by a cornet and a violin. Each has the same relation to other notes higher and lower in the scale, but neither is precisely like the other, nor could it supply its place if one were absent.

But, while this Professor finds only subtle and almost indescribable differences between the minds of men and women, he discovers no difference of moral qualities. He says:

We have put up more barriers to shield them from temptation. We have put higher premiums on certain of the feminine virtues. We have affixed fearful penalties to some of women's faults. We have not succeeded withal in producing an essentially different article of human nature from that in the masculine type. There is nothing finer than a thoroughly womanly woman, with the possible exception of a thoroughly

manly man. To say that the man is better than the woman, or the woman than the man, is like comparing the qualities of a corn field and an orchard, or of a forest and a river. In recent centuries we have affected beliefs that make feminine nature a sort of foreordained antiseptic to neutralize masculine virus. This is merely an incident in the rhythm of superstition. It is no more true than the monkish and pagan rating of woman as the incarnation of evil. Whenever men and women are most free to be themselves, they rival each other with about equal success in both goodness and badness. Never was man so bad that a woman could not be found to match his badness. There is no special saving grace for society in woman's nature. Character is loyalty to the tasks of life. It has to be an acquired habit with women no less than with men.

If the equality of the sexes is to be conceded in ever respect of physical, mental and moral qualities, and in political rights, it is not difficult to see the perilous abyss into which society must plunge, and that at no distant day. When it was held that the woman was the gentler and weaker factor in human sociology, she was, by consequence, entitled to be supported, to be protected, guarded and cherished by her stronger companion, but every leveling process always levels down. When it is held that progress is upward and that there are always ideals to be worked up to, examples to be emulated, and that, while all can not by any possibility reach the highest elevations of honor, virtue, purity and truth in character and eminence in culture, still all can make some steps upward, and all will be thereby improved. But the idea of equality in natural endowments, added to that of equality of natural and artificial rights, if it is to be worked out to its obvious conclusion, necessitates a revolt against and a rejection of all restraint, physical, intellectual and moral.

The sexes are properly the complement, the completeness, each of the other. The life of neither is perfect without the other. Human destiny can no more be wrought out save by the co-operation of both than can the race be perpetuated. Competition means moral and social destruction, and would mean total extinction if it were carried to extremes; but, while nature can not be overcome by any system of educational leveling down, social and moral solidarity can be frightfully undermined and undone.

The fare on almost every street car line in the country is five cents, and the coin most in use in that branch of business is that commonly called the nickel. It is made of soft metal and by much using easily becomes worn and smooth so that the characters and figures thereon are affected. In St. Louis not long since, a street car conductor refused to accept one of these smooth nickels for a fare. The passenger declined to pay anything else and after some argument found himself on the street, and so vigorous was his defense that later he found himself in the police station, where he remained over night. Feeling aggrieved he brought suit against the street car company for false imprisonment and succeeded in getting a judgment for \$2,000 damages. The court, in its decision, declared that there is no such thing as a nickel at less than full face value. The decision is of interest to all those into whose hands smooth nickels fall and who attempt to pass them and is a notice to the agents of common carriers that they must take such coins in payment for a ride.

THE SELECTION OF SUBORDINATES.

In a speech on the occasion of the dedication of the new Carnegie laboratory of engineering at Hoboken, Andrew Carnegie made an informal and decidedly interesting speech, in the course of which he said that in his mind the most appropriate epitaph which could be inscribed on his tombstones would be this: "Here lies a man who knew how to get around him men much cleverer than himself." The great iron master, who rose from the ranks to be a millionaire, disclaimed any especial ability or skill either as a manufacturer or financier, but said that his success was due to the fact that he and his firm were early in the iron manufacturing field; that they were first to employ a skilled chemist in testing ore, and, in short, that he had sense enough to employ the brightest and best men of ability for heads of the several departments. To his assistants, his superintendents, his foremen and employes generally he ascribes the credit of the splendid success which attended his business enterprise.

That is all very well and very modest, and, of course, whatever Mr. Carnegie says of this sort will be taken for what it is worth. He would hardly be expected to praise himself. The fact is, however, that in the epitaph he states lies the real truth of many successful business careers. It is not given to any one man to know it all. Mr. Carnegie could not be a financier, a chemist, a manufacturer, a salesman and superintendent all at once. It is, however, possible, as in his case, for one man to have the good judgment to select men for these several positions each of whom has individual ability in some special department. It requires a man of common sense to know enough to accept the expert opinions of others and act on their advice as if it were his own. The head of any great enterprise who does not rely more or less upon his subordinates can not succeed. It follows, then, that the measure of success will very much depend upon the wisdom with which the subordinates are chosen.

So after all the epitaph which Mr. Carnegie suggests for himself, indicates a course of which he may reasonably be proud. It gives a good idea of how others may put the right men in places of responsibility and profit thereby, reaping the lion's share of the reward. It is gracious to acknowledge such indebtedness. Some men are not big enough to do that.

THE MINISTER'S WIFE.

To what extent a church hires the minister's wife when it hires a minister is a subject often discussed by both parties to these contracts. Certain it is that a great deal is expected of a minister's wife and very often much is received for which the good woman gets no salary save such as is paid her husband. She is expected to do a generous share of calling, to be active in all church work, serving on the refreshment or some other committee at the teas and to be prominent in the missionary society. She must have a class in Sunday school, be a member of the choir if she can sing and, in short, be ever ready and willing to do anything and everything which no one else wishes to do and all because she is the minister's wife and the church hires her husband. There are some who do not come up to this standard, but there are thousands who do.

This topic is suggested by the fact

that the other day a Methodist preacher in Chicago resigned his place, saying to his official board, "I must leave you at once. My little woman who began life with me many years ago has always stood by me and I shall now stand by her." Rev. Charles S. Dudley who took this stand had conducted a very successful ministry in the church he left and all the congregation esteemed and respected him. It was conceded by all that Mrs. Dudley was an earnest, Christian woman who had worked faithfully for the church and its welfare. Her life had been blameless. The trouble as stated was that "there had developed between his wife and certain members of his congregation what may conveniently be called a social incompatibility." Perhaps the poor woman did not dress well enough to suit her husband's employers, but probably she dressed as well as his salary would allow. It is not alleged that she ate with her knife or was unfamiliar with the usages of good society. All there was of it seems to have been that some women in the church did not approve of her.

The reports would indicate that Mr. Dudley's services were in every way acceptable. It does not appear that Mrs. Dudley was on the pay roll of the church. Whatever view this particular congregation may take of it, most people, on the information at hand will, unhesitatingly commend the clergyman who remembered his marriage vow "to have and to hold, to love and cherish and care for till death do us part." It all comes down to the question whether or not, where a church employs a pastor, it can properly demand the services of his whole family under that agreement. There are annoying, meddling, some and gossiping women in some congregations and they can worry the heart, if not the life, out of a clergyman's wife if they undertake it. There is no good reason why the preacher's wife or family should be made the target for unthinking criticism just because the husband and father happens to be a preacher. Mrs. Dudley was entitled to the same courtesy, no more and no less, as any other lady in the congregation had the right to expect. If the church paid her a salary, it was an incident privilege to command and as well to criticize her services, but not otherwise. All honor to Pastor Dudley for standing by his wife, the good woman who had stood by him. The story of what he did and what prompted it ought to be very generally circulated and discussed. There is a lesson in it by which some people—outside of Grand Rapids of course—could profit.

The British are getting around to the opinion that Germany intends to pull down the British empire and erect upon its ruins a world wide German realm. The London Spectator, for instance, asserts that it is clear that Germany is not satisfied to win in commercial competition, but aims to destroy its British rival and that it is putting into operation every influence to create the necessary moral condition of the German mind. Strangely enough, both the Germans and the British are disposed to be very friendly toward America. Here again their rivalry is seen. All three nations ought in reality to be on the best of terms with each other. They have many things in common, besides being blood relation. Were they to have an alliance or an understanding they could mould the world to their will,

Clothing

Latest Things in Clothing and Furnishings at Chicago.

A great many of the smart set are going in for the English walking coat for late winter wear. It is the second change for the season and is a restful contrast to the sack suit.

Tweeds and fancy gray chevrons are most favored—in fact, nothing else in fabrics seems suited to this particular kind of style.

The kind now being made by the fashionable merchant tailors have the long waist and short skirts, long hip pockets with flaps and an outside breast pocket. The waistcoat is a high-cut, single-breasted style with no lapels on the collar. The trousers for this suit differ from prevailing styles in hip amplitude, which is less.

This is a particularly jaunty, stolid looking suit and becomes any but a stout man. It is a complete change from the sack suit and there is no reason why it will not be very popular from now until the spring clothing is donned.

Its use should be confined strictly to business wear. The same rules that govern the wearing of the sack coat should apply to the English walking suit.

The most appropriate and becoming neck dressing for this suit is the wing collar and ascot in the rich shades of dark red and bright browns. A derby tie is too stringy to look well, as the characteristic of the coat is buntiness.

Gray suede gloves are again forging to the front. The mild weather during January brought them out like mushrooms after a warm rain.

Why a gray suede glove is popular with men for business wear is a mystery to me. One week's wear transforms them into the dirtiest looking hand covering a man can wear. The inability to clean them, however, makes them a good thing for the haberdasher and glover.

Speaking of gray gloves I have just seen the swellest thing yet brought out in this line. It is a heavy looking glove with extensive seams. The sewing throughout is what is known as the "saddler stitching"—coarse but decidedly nobby. The "point de resistance" is the button, which is a big, brass English button. It is decidedly the thing for the real swell dressers.

* * *

The yoke overcoat is not only not being ordered by well dressed men, but it is being discarded by liberal dressers who wore them early in the season. They seem to be disappearing as rapidly and quietly as the Raglan did a year ago.

Freak tailoring, and the yoke coat certainly belonged to that class, seldom lives longer than a season—a few months for the swells and the rest of the season for the masses.

The prevailing coat is the large model, full-back, velvet collar. Seams are double stitched or may be made with a small welt. Small cuffs with open curved points are right.

This style of coat is a safe investment as it is here to stay for several seasons.

There never was a more comfortable and satisfactory style than this large model overcoat. Never in the history of clothing has a garment embodied all the essentials of comfort and good style that are found in this delightful large model. Its permissible uses in the social world outnumber those of any other overgarment ever made.

They are filling a "long felt want" and next year there will be more of them worn than this season. They are "everybody's coat," and are too comfortable for the exclusive element to throw aside because the masses wear them—they are here to stay.

The latest thing in shirts, which promises to be a rage before it stops, is the nut-brown and sage-green effects.

They are being liberally ordered of the custom shirtmakers and the leading manufacturers of high class shirts are simply flooded with orders from merchants who want them "at once."

They are being made up stiff bosoms and in pleated fronts, the former constituting all but a small percentage of the orders. Attached cuffs.

These nut-brown and sage-green madras patterns are handsomest with the black stripes in fine lines or double lines with small fancy patterns between them. The effect to the eye is most pleasing and refreshing.

It is the intention of Chicago haberdashers to push these shirts for all, they are worth for late winter wear and drop them for lighter grounds for early spring selling.—Apparel Gazette.

Drying a Wet Coat.

Any information concerning the manipulation or care of wearing apparel is always acceptable and appreciated by men. This is shown by the way customers pick up printed directions showing the correct methods of tying the various kinds of neckwear and put them safely in their pockets. Any bit of information that will give a man a better knowledge of his apparel is sought for and the clothier benefits by giving out the tips.

So few men know what to do with a wet coat to keep it from losing its shape and contracting wrinkles across the back and down the chest from the shoulders. Ordinary drying will have this effect upon a coat and no amount of after-doctoring will wholly restore its shape and set. There is a simple, effective way given by a New York tailor to his customers which enables one to dry a wet coat and avoid wrinkles and loss of shape. The directions are as follows and would be just the thing to print upon the back of the firm's card:

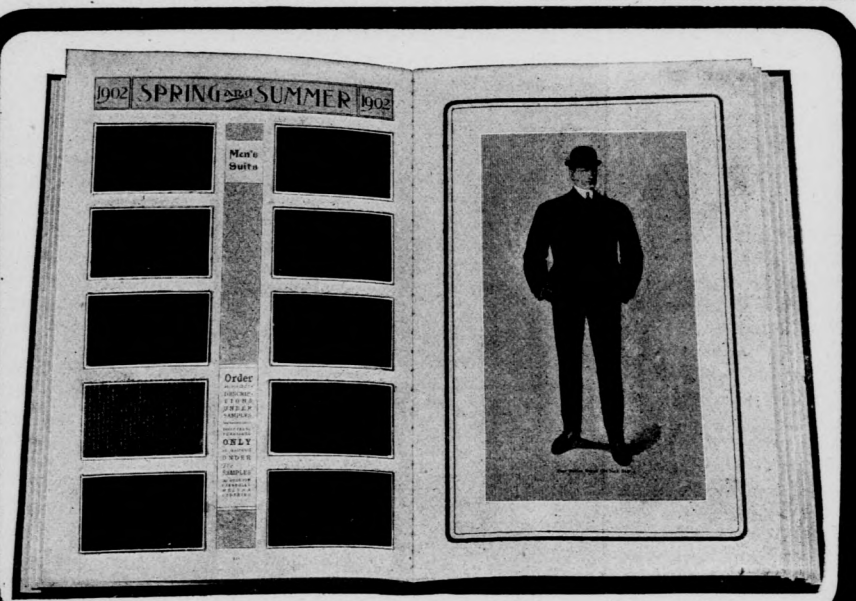
Put the coat upon an ordinary hanger and suspend the coat from something that will allow it to hang free and not

touch anything. Then button the coat up and get it into its proper hang. Now take newspapers, crumple up the pages into wads large and loose and stuff the coat out into the form it has when being worn. Do this by stuffing the papers in from below. Do not stuff it tightly, only enough to round out its form. Now give the coat a final smoothing to know that its hang is right and leave it to dry. When dry the coat will be in its original shape, free from wrinkles and none the worse for the wetting.

Merchants who have the foregoing printed on the back of their cards or on special cards will be surprised to see how they will be picked up and kept.

Paper Stockings.

Paper lurks in many disguises nowadays of celluloid and leatherette, and has been turned to account by economical persons as blankets, collars, shirt fronts and cuffs. But surely the strangest use to which it has lately been put is that of providing the material for socks and stockings. It is said to be drawn out into strands like twine, in the course of which it is roughened to imitate the appearance of lamb's wool or llama, and then woven. So far, however, the hosiery trade declines to view the promise of revolution seriously.



Sell Clothing By Sample

Our new Spring and Summer books containing a complete line of samples of Men's, Boys' and Children's clothing are ready. We send the entire outfit, which includes order blanks, tape lines, advertising matter, full instructions, and this elegant sample book FREE—BY PREPAID EXPRESS to any merchant who can and will sell clothing by this system. Costs you nothing to handle the line, WE CARRY THE STOCK and fill your orders for any quantity. Our book represents goods carried in stock, NOT MADE TO ORDER. Send in your application today.

DAVID ADLER & SONS CLOTHING CO., Milwaukee, Wis.

MAKING WINDOW GLASS.

The Various Steps in This Interesting Process.

Marion, Ind., Feb. 15—People who have glass windows in their homes do not know that the glass contains enough arsenic to make it a deadly poison. Glassmakers say that the windows of an ordinary home contain enough of this poison to kill a regiment of men. The popular supposition that glass is made of sand is correct, but a quantity of other articles enters into its composition. Window glass factories are divided into two departments—a tankhouse and a pothouse. The process of glassmaking in one of these departments is practically the same as in the other. In the tankhouse the glass is all melted in immense tanks, which will hold thousands of tons. In the pothouse the glass is made in pots. After the fires are lighted and a tank is heated, the glass mixture is shoveled in. It includes glass left over from the former season, glass refuse, sand and salt cake. Arsenic is not used in the tankhouse, for the reason that the heat is so intense that the drug is volatilized and escapes into the air without entering the mixture. As one mixture melts and flows to one end of a tank, fresh supplies are shoveled in at the other end.

The molten mass seethes and "works" in a manner similar to that of a mash in a distillery. From the salt cakes comes a salt water that has to be separated from the mass, and the easiest way to remove it is to burn it out. This is done by throwing stove wood into the tank on top of the molten glass. The water is converted into steam, which is destroyed by the intense heat from the glass. The melted glass is then skimmed by an automatic skimmer and is ready for the gatherer. A gatherer thrusts a long steel blowpipe into one of the rings at the lower end of the tank. He twists and turns it until a small ball of glass gathers on the end. This ball is partially cooled, polished by being turned in a box of sawdust and then passed on to the blower, who heats it again until it becomes like taffy. The blower swings the ball over a pit that is twelve feet deep and rapidly blows it into an elongated pear-shape. When a blower is through the melted glass becomes a perfect cylinder about five feet long and two feet across. It then passes to a "snapper," who takes it to a rack and breaks the roller loose from the blowpipe.

The snapper gathers a small lump of melted glass on the end of a rod and dexterously runs a narrow ribbon of the stuff around the ends of the roller, both at the blowpipe end and the closed end. The little ribbons of melted glass cool in a few seconds, when they are removed, leaving a narrow zone of almost red-hot glass around the rollers at each end. Then, taking a tool that resembles a soldering iron, the snapper rubs it for a moment on his forehead, and when the point of it is moistened with perspiration, he runs the iron around the rollers at the heated spot. The glass cracks and separates as cleanly as if cut with a diamond, the blowpipe is removed and the closed cylinder has become a roller—a sheet of glass rolled up the same as a sheet of music, only in a continuous roll, without edges. The roller is then ready to go to the flattener.

The flattener works in another part of the building, where are located the flattening ovens. These ovens are heated to a temperature sufficient to soften the glass so that it may be rolled out into sheets. A series of fire-clay tables, placed in a circle, like the spokes of a wheel, revolve in the ovens, and on these tables the rollers are flattened. They are placed inside, allowed to become hot and then a cold iron is run along the inside from end to end. The contact of the iron cuts the glass, which is then straightened out upon the table. The flattener has a number of billets of green wood, attached to long iron handles, and with these billets which are shaped in such a manner as to do the work expected of them, he "irons" the softened sheet of glass until it is perfectly flat and smooth. The tables inside the oven revolve, the flattened

sheet is carried away and another roller is brought into position before the flattener. As the flattened sheets cool they are lifted to a place on a long, traveling rack, on which they are, by stages, removed from the ovens, being allowed to cool as they go. This is done in order that the glass may not be shattered by too quick an exposure to the air.

When the sheets are taken from the flattening ovens they are covered with a greasy, dirty-looking coat of chemicals—soda, potash, silicates of the different salts, etc.—which must be removed, and for this purpose the rough sheets are placed in an acid bath, composed of hydrochloric and sulphuric acids, more or less diluted. After their immersion in this bath the sheets are taken to the cutting room, where workmen cut them into sizes and make them ready for the packers. Hardly a scrap of the glass, except the rough edges, is wasted—in fact, none is wasted, as all refuse goes back to be melted. After the cutters have finished their work, the glass is packed in boxes and is then ready for the market.

Each branch of glassmaking is a separate trade. A blower more than likely knows nothing about gathering, and a snapper could not do the work of either, although working alongside of both. A "teaser," who mixes the batch, does nothing else, while the flatteners and cutters all have their own unions and are a distinct branch of the industry. Glass men live "between fires." When the "fire is in," everything is lovely, and the glass men and their families live like lords; but when the "fire is out" the families generally troop back East, while the fathers and brothers go camping until the fires start again. Glassmakers, as a whole, are better paid than workmen employed in any other branch of labor. Blowers make from \$50 to \$125 a week, working shifts of eight hours; snappers can make from \$15 to \$30 a week, while gatherers' wages will vary between \$20 and \$40 weekly. Flatteners make all the way from \$25 to \$50 a week, and a "master teaser" will earn from \$75 to \$100 weekly. This, of course, is during the fire, and the wages stop when the fires are out, in June, and do not begin until operations are resumed in September or October. And in a great many cases the end of the fire finds the glass worker with only his last pay on which to live until fall.

Decorated Stockings.

"A Parisian 'decorator of ladies' stockings' has so far forgotten professional discretion as to tell tales out of his studio," says the London Telegraph. "The artist designs hosiery chiefly for fair, fastidious, and extravagant beauties of the world which amuses itself. These ladies will only wear stockings the patterns of which are unique, and they retain the copyright of the designs. It is even more indiscreet of the artist to reveal that for one of his customers he has made delicate hose embroidered with a serpent having two pearls for its eyes. Other 'art' stockings are decorated with perfect imitations of flowers embroidered in colors, lilies of the valley, violets and lilacs being favorite blooms. Most of the ladies select a particular flower which they order to be worked on all their hosiery. It appears, however, that, generally speaking, the stocking embroidered in colors is considered a trifle loud. Ladies of severe taste prefer black lace, but jeweled ornaments on the latter are regarded as quite permissible. The artist in question charges any price from £24 upward for a pair of hose."

What Each of Us Is Worth.

The human body of average weight contains three pounds thirteen ounces of calcium. Calcium, at present market rates, is worth \$300 an ounce, so that the amount of it contained in one human body has a money value of \$18,300. Few of our fellow citizens realize that they are worth so much intrinsically.

A good name at home is a tower of strength abroad.

How Pat Held His Job.

The following story was told the other evening by one of Muskegon's best story tellers:

"An Irishman, out of work and poor in purse but strong in the faith of his forefathers, was walking along a country road in search of employment. He had traveled for some distance, when he met a Lutheran farmer, to whom he at once applied for something to do.

"After asking him his name, whence he had come and what he could do, the farmer told the man that he could give him employment, but, as he judged from his nationality that he was a Catholic, he feared that his conscience would not permit him to do everything that might be required of him.

"Faith, and phat iz it that yez 'ud have me do?" asked Pat.

"Well," replied the farmer, "among other things, it would be your duty to drive my wife and myself to church every Sunday morning."

"Sure, Oi'd have no objections to doin' the loikes o' that," said Pat.

"Very well, then," remarked the farmer, "you may consider yourself engaged."

The following Sunday morning Pat hitched up the horses and, the farmer and his wife having seated themselves in the wagon, started for the house of worship. The road led by a Catholic church, where Pat was in the habit of attending services. As the party approached the church Pat began to feel uneasy. He could not make up his mind whether to live up to his agreement or to get off the wagon, go to mass and let the farmer and his wife continue their journey alone. Finally, with a heroic effort, he set his teeth, put the reins to the horses, and, casting one lingering look at his church, said:

"Goodby, God, till better toimes!"

Prince Henry is apt to get himself disliked by the anti-cigarette league if he gives away all those jeweled cigarette cases he has with him.

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

Ask to see Samples of

Pan-American
Guaranteed Clothing

Makers

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

We'll Give You Fits

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

MASON, CAMPBELL & CO.,

JOHNSTOWN, N. Y.

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

C. H. BALL,
Central and Northern Michigan.

P. D. ROGERS,
Northern Ohio and Indiana and Southern Michigan.

MR. DEALER:

Our travelers are out with a new line of Women's Belts, both Fabrics and Leather. If they miss you write us for samples.

Novelty Leather Works,
Jackson, Mich.

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

Over Two Million and a Quarter Dollars' Worth

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

WILLIAM CONNOR, Wholesale Ready Made Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

Citizens Phone 1957, Bell Phone Main 1282

The Peerless M'f'g Co.,

Detroit, Mich.

Manufacturers of the well known brand of

Peerless

Pants, Shirts, Overalls and Lumbermen's
Wear

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

Grand Rapids Office, 28 South Ionia Street

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

Shoes and Rubbers

System in Handling the Repair and Findings Departments.

The repair department is an important part of every shoe store. If a store can not, for lack of room or other good reason, have its own repair shop, then it should have a contract with a good cobbler in order that the wants of customers may be conserved, to assure them of prompt and good work at fair prices.

Important factors in the repair department are promptness and system. Shoes should be ready when promised, and a scale of prices should be made and maintained, also quality of work. The store of William Eastwood & Son, in Rochester, has a first-class system in operation and one which—on a smaller scale if desired—may be applied to any shoe store.

When a customer brings in a pair of shoes to be repaired the clerk who receives the order makes a memorandum of what is wanted on the tag described. Each tag is numbered, and on the coupon which is detached and handed to the customer, to be presented in calling for the shoes) appears the corresponding number. The salesman's name or initials appear on the coupon, so if there is any question about the order it is readily traced to the person responsible. On the order tag, which is attached to the shoe and stays right there until the shoes are ready for the customer, is a schedule of prices for men's, women's, misses' and youths' and children's work. Also a scale of charges for patches, stays, rips, rubber heels, etc. The name and address of the customer, the date order was taken and notation as to whether the work is paid for in advance, to be charged or sent C. O. D., all appear on the tag.

With this in operation mistakes are seldom made. The young man at the findings counter has charge of the repair work, and he enters all orders in a book kept for the purpose, sees that the shoes are sent to the repair shop. When the shoes are ready he sees that the porter polishes them nicely before delivery. The system is a practical and most satisfactory one.

A well-conducted findings department in a live shoe store is a certain means of revenue if properly planned and intelligently managed. It should embrace a great variety of footwear accessories and could be made a source of income just as much as the rest of the store. An enterprising dealer will see that such is the case and by a judicious exercise of care at the outset can install a department which will materially aid him to increase his business.

The idea of free laces and, in some cases, free polish, must sooner or later follow the defunct free-shine policy. A thing that is good enough to give away for use is good enough to be sold. Once having broken away from this policy a live dealer can soon make his customers realize that whatever is given free in one case is taken from something else. Dealers can not afford to give away good grades of laces or polish and customers do not want cheap articles. Then why not start right? Put in a line of good stuff and inform your trade that it is such and worth so much. In a short time they will realize the situation, and just as cheerfully pay for these things as for shoes.

With a findings department once started it is easy to add to the stock carried, and the novelties put out by the

jobbers nowadays are too numerous to mention. After laces and polishes come insoles. These are of various descriptions, wood, lamb's-wool, horse-hair, cork and electric, and all have some call among the trade of an up-to-date shoe store. Cork heels and instep pads are often used to perfect a fit on a malformed foot and are the means of insuring a sale of findings as well as shoes. Women priding themselves on a high instep are good customers in these lines. Then come ankle supporters, heel protectors, rubber heels, shoe horns and button hooks, with such articles as conduce to the comfort of a shoe wearer following behind. These latter embrace foot-ease powder, French chalk, corn plasters and cures. Some stores might handle a small line of shoe brushes to advantage, while nearly any one can push the sale of the rubber heels now so extensively advertised by the manufacturers.

Stores having a large women's and children's custom can do well with polishes and dressings. They more often clean their own shoes than a man, and usually keep polish of some kind at home to touch up their footwear when it gets shabby. In this connection the very convenient shoe-hangers for holding the shoe while being cleaned could be pushed. These are of value to men also, as well as the various foot forms now on the market. The public are beginning to realize the economy of having several pairs of shoes at the same time and wearing them in rotation, and careful dressers are using these foot forms in their shoes when the shoes are not in use. They keep them from wrinkling and preserve the fit and shape better. Adjustable shoe trees can be sold at a good profit, and a customer usually needs more than one pair.

Kid fittings for women's and children's shoes are articles of value in a findings department, and stores having a large family trade have many calls for leggins and overgaiters for men's, women's and children's use.—Shoe Retailer.

She Had the Advantage.

"I've had a good many rebuffs in my line of business, but I struck the limit the other day out on South Lafayette street," said a collector. "I had been after a man for several months to collect a bill of \$6, but had always been put off with excuses and promises. This day his wife came to the door, and I stated my business to her, although I guess she knew all about it.

"My husband is asleep," she said. "He works at night, and never gets up until noon. He won't be up for two hours."

"Very well," I said, "I'll be back in two hours."

"It won't be worth your while," she said. "I'm sure he hasn't got \$6, and even if he had, I shall see him before you will. If he has any money in his clothes you can just bet your life I'm going to get it myself. I don't think you stand much chance around here."

"After that I didn't think it worth while to go back."

When the customer is in the act of buying, price may be especially in his mind; but after the purchase, when the article is in his possession quality is his particular concern. The buying occupies but a few minutes, or a few hours, and price quickly passes out of the mind. But possession is continuous; the virtue, or the shortcomings of the article are in perpetual evidence; and the quality of the article measures the lasting praise or blame of the man who sold it. Always urge the best goods upon the buyer, and argue quality before price; and so may your days be happy and your end peace!

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.

Why Not You

When you hire a man you expect him to do you some good or you don't keep him.

He must be a helper.

It is the same with a line of shoes; they must be good.

They must help your business.

Our Grand Rapids made line has helped thousands.

Why not you?

They bear this trade-mark.

Rindge, Kalmbach, Logie & Co.

Grand Rapids, Mich.



1902

Make a resolution that will do you good.

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

BRADLEY & METCALF CO.,

MILWAUKEE, WIS.

WE SELL GOODYEAR GLOVE RUBBERS.

Another Case the Factory Should Have Made Right. Written for the Tradesman.

The fact is, I am rather too easy going. My natural inclinations are of a pacific character. I hate a row and nine times in ten will settle amicably with a man and take the money he owes us without remonstrance rather than come to blows or even have a chewing match about it. With these preliminary remarks as a basis, it may seem strange that the even current of my dove-like disposition should ever become roiled, and yet so marked are the inconsistencies of human nature that there are occasions when I am not only slightly nettled, but, judging from criticisms I sometimes hear afterwards, the air in my vicinity at these times partakes of the hue attributed to the lower regions on a sultry day.

The most common factor in disturbing the peace of the modern household is said to be the stovepipe problem, and yet for me this has no terrors. It is my habit to let the hardware man attend to that, and I take to the woods until the danger has gone by. I can lose a collar button or break a suspender without giving the matter more than a passing thought, and have been able to weary a book agent with gentle banter and unctuous verbiage until he was glad to remember a previous engagement and betake himself to another and, it is to be hoped, more profitable locality.

To no man since the time of Job has been attributed the quality of holding himself together in the face of continued trials, so I may, perhaps, be pardoned for drawing the line at mismated shoes. And as even the Scriptural character above referred to was never subjected to the troubles and annoyances of one who has run a little store in the back woods, I doubt whether, were all the facts fairly submitted to an impartial jury, he would ever again be permitted to bear the palm.

Some bright summer day, when the bass are blithely biting, let your self-appointed saint spend two hours on a pigeon-toed customer with inflamed corns. Permit him to fit one reluctant foot in a satisfactory manner and then find that the remaining shoe is two sizes smaller and of a different pedigree. Then see him deliberately lay aside his well-worn halo and watch his swift pursuit of the entered apprentice who has made the mistake. And it is steamboats to stew pans that after he has caught and basted the erring youth to his heart's content, the nimbus he has worn so easily in the past will be much too tight for his swollen and throbbing brow.

Show me a shoe dealer who is never troubled with mismated shoes, and I will point you out a man who never washes his front windows and who wouldn't know the difference if he happened to put his shirt on wrong side out. I have given the matter of odd shoes serious thought, and although errors in this line are attributed to a variety of causes, I incline to the belief that nine times in ten the whole blame lies with the manufacturer.

Take, for example, the case of Malcolm McTavish and Uncle David Juggins, of Holt. David sold him a pair of boots, number ten. They were good ones, and for their possession Malcolm with his usual reluctance gave up four bones. He bought a pair of generous size under the impression that he was getting more for his money and that

Uncle David would suffer financially thereby, and that is the reason why Malcolm wore them three or four days before he discovered that both boots were for the right foot. So he went back to the store to make a kick, but, as luck would have it, the merchant had just discovered that he had two lefts number tens in stock so Malcolm was saved the trouble of finding fault, because Uncle David was doing it a great deal better on his own account than any less profane man could have done it for him. It was an error of the execrated factory, so Uncle David stated, and it was the last anathematized bill of goods he would ever buy from the imprecated house. The man who packed those boots, according to the storekeeper, "wa'n't fit to carry chop to a cow." Malcolm kept his thoughts to himself, and soon closed a shrewd bargain with Mr. Juggins for the mismated footwear, thereby becoming the possessor of two pairs at an average low price, and inwardly hugged himself at his sagacity. At the same time Uncle David congratulated himself upon having so soon found a purchaser for his undesirable wares and vowed that he would deduct the amount of the lessened profit from the money he owed the shoe firm. I tell you, brother merchants, you can't be too hard on the factories.

There was an instance the other day when Walt. Evans carried home two pairs of fine vici shoes for his wife. Walt. said she had a good deal of trouble with her feet and he thought he'd better take along a three and a three and a half so that if the small ones were tight he could fit her out on the spot without waiting. In time he brought back one pair, and said his wife had kept the others and was much pleased with them. She had worn them to a Christian Endeavor meeting at Charlevoix and they never hurt her a bit. Well, I looked at the shoes, as a matter of habit, for very often people return the wrong pair in the right box, and it is always safe to examine shoe stock before it goes back on the shelf. And I didn't find a thing wrong with them only that he had returned one shoe from each pair. Well, Walt. said he'd have some fun with Mrs. Evans when he got home and, as a matter of fact, he did try to, but she told him he needn't be so gay about it unless he wanted to. She said it was no mistake on her part. She wanted two pairs of shoes and couldn't think of any other good way to get them. So she now has a best pair and another best pair. She is happy and so are we, and Walt. says he doesn't care a Continental anyway, because she is a good wife after all and she really deserved them.

I suppose this, too, was in some way the fault of the factory, but it was the fault of good shoemaking, and such a good one that we have so far filed no claim for damages against the makers.

Once, long years ago, we bought from a certain merchant who was going out of business the tail end of a stock of shoes that must have been designed in a madhouse. They didn't cost much and, except as curiosities, wouldn't have been worth it if they had. The redeeming feature of the whole affair was that the most archaic specimens in the lot were made of very good material and were well put together. There was one lot with square box toes and soles edged with vermillion, that created quite a furor among those of our country customers who happened to be afflicted with pedal infirmities. Before a man

with ingrowing nails and abnormal joints put on a pair of these monstrosities his mind was always filled with grave misgivings; but after he had wiggled his toes about in them for a few minutes and stamped his feet a couple of times without being thrown into convulsions, he heaved a heaven-born sigh of satisfaction and the chances were good that he took two pairs. Then he told his neighbors all about it, and the result was satisfactory to us.

The other freak in men's wear was a shoe with sharp toes and of prodigious length. It was of ornate design and embellished with a large steel buckle of goodly proportions. They had been marked to sell at \$3 and we cut the price in two. A few pairs went at this, and then we made a still further reduction. At length we got them to where they went off very well, many of the smaller sizes being bought for women, and large boys and girls. The very last of the lot was an odd number nine for the left foot, and as we had one number six of the square toed variety for the same foot, we tied these together and sold them to a gentleman who said he didn't care "nothin' fer looks s'long's he couldn't be jailed fer it."

That was another case the factory should have made right, but it never did, and I don't propose to give it a penny's worth of patronage or a pleasant look until it does.

Our firm once bought a bill of shoes from a jobbing concern in a nearby town and hardly had we unpacked the goods and placed them upon the shelves before we bumped up hard and fast against a pair of mismates. It was a bad case, too, a five and a seven, one a button, the other laced and both for the same foot. It was a size up order, and

as we had some of the same numbers in stock we were not dead sure whether the mistake was on us or the other fellow. We went carefully through the stock time and again until we were sure the mates were not in the store and, as we expected their salesman along in a couple of days, we decided to let the matter rest until his arrival.

"Do I know anything about the mates to those shoes?" said he, in response to our query. "Well, I should rather think I did. They're on my desk at home now. I'll bet a silk hat that, all told, we've spent three days trying to find them."

That time we had it on the other fellow good and hard, and you'd better believe we forced him to make it right.

George Crandall Lee.

Where Job Had the Advantage.

"What's the matter, little boy?" enquired the kind lady, stopping before a sobbing urchin on the street.

"I—I got a boil on my neck," whimpered the boy.

"Yes, but just think how many boils Job had."

"I know, but think uv the pashence he had, too!" replied the boy.

Half a Century

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

C. M. Henderson & Co.

"Western Shoe Builders"

Cor. Market and Quincy Sts., Chicago

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

Men's Colt Skin Tipped
Bal. Jobs at \$1.50.

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

The Western Shoe Co.,
Toledo, Ohio



We build Shoes that
build your business

This is no idle jest or a mere play of words; but a hard, solid, copper-fastened fact attested by all who have given our shoes a trial. Remember, we build Shoes that build your business. When you handle our shoes you get something that is bright in style—this sells the goods; right in price—this makes you a good profit; of great durability and wear—this pleases your customers. These three qualities build your business. We are going to impress these facts on your mind so you won't forget them. Try our shoes.

Herold-Bertsch Shoe Co.
Grand Rapids, Michigan

Makers of Shoes

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—In heavy brown sheetings and drills there has been a fair amount of business transacted, and no pressure to sell to be found in any direction. Bleached muslins continue very dull at prices previously quoted. In bleached cambrics there has been an advance of one-fourth cent per yard on certain lines that are well under contract for this season's production. Wide sheetings are quiet, but steady. Made-up sheets and pillow cases, however, are in steady request at previous prices. Cotton flannels and blankets are very quiet and show no change in any way. Denims hold the same position that they have for some time; well sold up and firm at last quotations. All other coarse colored cottons are firm, too, and most of them are well sold up.

Prints—Continue to show a steady demand on the same average practically as for the past two or three weeks. Individual purchases continue small, but this is made up to a considerable extent by the number, and the total yardage is very good. Staple calicoes are receiving good reorders now, and business in this direction is reported as quite satisfactory.

Ginghams—Are the feature of the dress goods division this week and buyers are finding it exceedingly difficult to place orders for any quantities for delivery in any reasonable time. A large majority of the sellers have practically withdrawn their lines from the market, being to all intents and purposes under orders for their productions for some time to come in both staple and fancy lines. Prices have shown no changes, at least none are openly quoted, but the situation is entirely in the hands of the sellers.

Linings—There has been a good, steady business in linings, although individual orders are small. A glance over the books for January shows that the trading for that month was fully up to what it was the corresponding time last year, and in several instances ahead of it. Here, again, the strength in the market for gray goods has proven a factor in backing up effectually the tone of the linings market.

Dress Goods—The principal factor of interest in connection with the demand for dress goods fabrics is the business that is coming forward on the new heavyweight lines of a staple character. The new fall dress goods season is still in the prospective, so far as a general opening of the various lines is concerned, but this fact does not prevent business of very fair volume being done in a quiet manner. Manufacturers and agents have gotten their arrangements for the new season well on toward completion, and should be ready in a comparatively short time now to set the ball rolling in earnest. The interest shown by buyers at this stage of the season is taken as a very promising indication by the dress goods trade, which leads to the belief that they are on the eve of a good season. Naturally agents are loth to give definite information regarding the business developing, either in connection with the exact character and volume of the trade, or the price basis at which it is being done, for future developments might alter things materially. The ideas of the trade are fixed on a higher range of prices than a year ago in many instances. The cheaper grades, including wool goods, it is inti-

mated, are likely to open practically on the basis of last year's opening figures, while worsteds will range up to 5 to 7½ per cent. above a year ago. It is not unnatural that in advance of any general showing of the new lines there should be more or less difference of opinion on the value question. There are those who entertain ideas of slightly better prices than a year ago on wool goods, but, generally speaking, little change as compared with a year ago is expected on wool fabrics. On worsteds, the yarn question comes into play, and the high prices demanded by the spinner make necessary at least 5 to 7½ per cent. advance on average grades of piece goods. The duplicate demand for lightweights continues of modest proportions. The return orders of the jobbing fraternity are expected to continue small until after the Easter period. The cutter-up is buying staples, such as chevots, meltons, broadcloths, tibets, etc., in fair quantities.

Underwear—With the bulk of the fall business already accomplished with the manufacturers of underwear, and duplicate orders coming to hand for spring lines, much interest naturally centers in the jobbing end of the trade, as manufacturers are anxious to see what they are doing with these goods, and the prospect for the season. Spring goods are in an excellent condition with the jobbers, and more goods have been disposed of up to the present writing than a year ago during the same period. Another feature of the trading is the sudden demand for heavyweights for immediate use. This is due to the sudden cold weather that has induced consumers to buy even although it is late in the season. It is not hard to draw conclusions from this. The retailers are out of stock, and totally unprepared for any more heavyweight business, and furthermore, have nothing to begin with next fall. They are buying now only just what they feel is absolutely necessary for immediate use. There is no good reason for expecting next fall and winter to be any poorer than the present season, consequently it is but fair to suppose that when the jobbers open their fall and winter lines a big business will be accomplished, for complete new stocks must be purchased by the retail buyers.

Hosiery—The hosiery outlook is very bright, and the jobbers are full of business filling orders on spring lines. Importers are also busy, but are expressing fears in regard to the possibilities of filling orders on account of delays in getting goods. The delays on account of overdue steamers in the storms have had some effect, but foreign mills have been unable to cope with the demand made on them, not only from the United States, but other countries as well. The retail trade has had a continuous lively business for the present season, and has practically no left-over summer goods. So far there have been very few cut-price sales in the retail trade, although such things are usual during January and February, but the continued good sales at full prices promise to clear up stocks without resort to this method. Reports from Chemnitz show that the hosiery mills are full of orders, although other industries in that vicinity are much depressed. Duplicate orders for spring hosiery are coming to hand in good numbers, and for fair quantities; in fact, reports from several mills show that they have now orders for larger quantities than they had a year ago at

this same time, and lace effects are among the very best sellers.

Fabric Gloves—There has been an excellent demand for fall goods and orders from the large houses are for better quantities than a year ago. In fact, the production of the foreign mills will be taxed, and is already engaged until late in the season in many cases. There has been a good trade in cashmere hose for the fall.

Carpets—Manufacturers of carpets continue to be actively employed on old orders. They have enough business in hand to keep them fully employed up to March 1 at least, and in the meanwhile there is sufficient time for enough duplicates to be received to keep machinery going through the season without a break. Deliveries to the jobbers and wholesalers are now commencing to be made quite numerous on orders placed the first of the season for the spring trade, as now it is the beginning of the season's business with the jobbers. The jobbing trade are beginning the season with a fairly good send-off. The initial business has been quite satisfactory so far, and the prospects for future business are all that can be expected. Traveling men report that dealers are taking more than the usual interest in replenishing stocks this season, and their anticipations for landing more than the usual orders for goods are exceptionally strong. In the West, there are prospects for a large business, particularly in the Middle West. It is probable, however, that the other sections of the country will come in for their share of the trade, but the outlook at present appears more favorable for the West. The demand continues strong on the fine side of the market, and without question

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

CAPSHEAF
THE MODERN
SAFETY PIN
Highly Endorsed
by TRAINED
NURSES



Will not Pull Out in Use

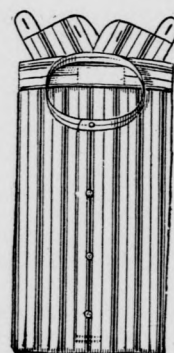
STIFF STRONG COILLESS

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

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

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

Shirts



If you wish to see a pretty line and at the same time well made, good fitting stuff, then look us over. We claim that none can beat us on prices either. If our salesman has not called send us a postal and he will come.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

there has probably never been a larger amount of fine $\frac{3}{4}$ goods made than there has the past season. Fine body Brussels, wiltons and velvets continue in the favor of the consuming public, particularly the wiltons and Brussels. Axminsters and the later varieties of the staple carpets of course come in for their portion of the trade. Tapestries have shown a decided falling off in demand within the past month or so, and it is hard to find a good and sufficient reason therefor. Tapestries in most instances are purchased by the middle classes, but now that the country at large is so well fixed financially something better than a tapestry is usually enquired for. The Philadelphia ingrain weavers continue to experience an unsatisfactory call for their products, and taking the trade as the whole, it is doubtful if all are running full time. The all-wool carpet weavers are doing about all the business that is done, but even with manufacturers of this grade of ingrains the demand is not what it should be. If it was not for the fact that many of the looms formerly run on ingrains have been changed over onto rugs and art squares, manufacturers and the help in general would be in a predicament. As it is, there is quite a good demand for these rugs and squares, which keeps the machinery fairly well in motion, where otherwise it would not be.

Disadvantage of Being Too Familiar.

A group of traveling salesmen had evidently organized a school of instruction. The amount of latent philosophy and eloquence there developed was certainly remarkable. A sash and door representative opened the session without the formality of getting up out of his chair or even taking his feet down from the table. "I believe we are making a mistake, boys, in attempting to establish too friendly, social relations with the average customer," he said. "Business and pleasure have never been known to harmonize. I know the value of having the reputation of being a good fellow, an interesting story teller and a liberal entertainer, but there is always an opportunity to exercise these talents without lugging them into strictly business transactions. Our first consideration, of course, is to always look after the interests of our firm, but we also know that any business we secure from a customer must not be detrimental to his interests if we hope to merit any of his future patronage. The nearer we confine ourselves, therefore, to the immediate business under consideration the fewer chances there are for future disappointments and misunderstandings. Friendship and personal magnetism will always influence a certain amount of business, and where such preference is not contrary to business principles it is entirely legitimate and commendable. The trouble is, too much is often expected by both buyer and seller on the score of intimate friendship. These close relations, as we know, are only possible by special effort and design on the part of a statesman who is always subjected to a suspicion of having mercenary motives in view. Too many of us do not realize the importance of a certain amount of dignity, either. With the new year I am going to turn over a new leaf and endeavor to merit more of the respect and confidence of the trade than I have been entitled to in the past. I believe a reputation for integrity is more to be desired than intimate friends.—Mississippi Valley Lumberman.

Made the Most of His Opportunities.

There are many more successful people than those of whom the world takes cognizance, and it is by no means to the rich and great only that the term is applicable. Everything is comparative and the individual who makes the most of his two talents is equal in the light of the great Ruler of the Universe to the apparently more fortunate possessor of the doubled five talents.

To arrive at the true success of existence is to make the best of the opportunities that come in one's way, to creditably fill the niche in life in which one is placed and to increase the talents with which one has been endowed.

"You will be rather surprised when I tell you who is my ideal of a successful man," said a well-known lawyer, upon whom the world would without any question bestow the epithet. "In a certain locality I frequently visit, there is a man whom I thoroughly respect, because he has made the most prominent success of any one I know. He is a hale, grizzled, hard-working negro, of the most decided African type, who would be more surprised than any one else if he knew how much I respect and admire him. He was born a slave on a Southern plantation, and came North after the proclamation of emancipation to earn a living for himself and young wife and the numerous progeny with which heaven presented him with annual regularity for a number of years. I have forgotten how he came to settle in this State. He was found capable, hardworking and trustworthy by the railroad company which he served in some capacity for a number of years. During that time he saved enough money to buy a small farm, upon which he constructed in his leisure hours the most extraordinary collection of shanties and 'leantos.' By degrees he collected the necessary farm implements, together with a cow and a couple of draught horses, and finally, when the time was ripe, left his situation on the railroad and became a farmer. His wife was thrifty, and took in washing, and he has steadily prospered. His sixteen children were all clothed, fed, received a sufficient amount of education, and are doing well.

"Who could deny that such a one, although poor and humble in station, is not eminently a successful man? I should be proud, indeed, if I could feel that I had used my opportunities as well as he has done. I saw the old man not long ago. As I was driving along a country road I heard a great shouting behind me, and I had just time to turn to the side of the road, when a large

farm wagon drawn by a couple of lively three-year-olds rattled past. Standing up in the cart and holding the reins was my old hero, and behind him, sitting on a couple of spring boards, and as happy as they make them, half a score of his grandchildren. Do you think any millionaire, with his coachload of fashionable people, could feel prouder than the old man did? I doubt it!"

All the American prints will advance $\frac{1}{4}$ ¢ after February 22. Send in your orders at once.

P. Steketee & Sons.

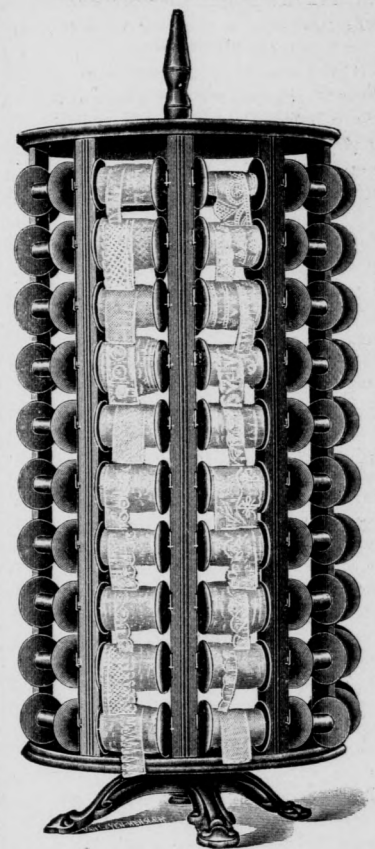
Canvas Leggings and Leather Coats

at special prices to close them out.

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

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

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. Feckenschier.

LININGS

We take pride in saying that we have one of the most complete lining stocks in the State. Percales, silesias, satines, mercerized satines, canvas, buckrum, crinoline, Diamond silks, lustrals, moreen, haircloth; full line of colors.

WRITE FOR SAMPLES

P. STEKETEE & SONS

GRAND RAPIDS, MICHIGAN

WHOLESALE DRY GOODS

THE CHEAPEST AND BRIGHTEST LIGHT

INSIDE ARC LIGHT
1000 CANDLE POWER
 $\frac{2}{3}$ ¢ PER HOUR

SINGLE INSIDE LIGHT
500 CANDLE POWER
 $\frac{1}{3}$ ¢ PER HOUR

OUTDOOR ARC LIGHT
1000 CANDLE POWER
 $\frac{2}{3}$ ¢ PER HOUR

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

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

Hardware

The Best Way to Compete With the Supply Houses.

One way to compete with supply houses is to keep the goods and keep them in good order, always at hand, always a full stock and an everlasting perseverance in everything pertaining to business. I will not undertake to make my paper apply to the larger stores, but more particularly to the stocks of the smaller towns. A full stock is not necessary, but it should contain such goods as there is a demand for within the territory. A full stock need not mean a big stock. If our trade is small we had better make our purchases in small lots, but at all events always have some of each kind and style on hand. We can order often and, by keeping the stock in good order, we should never be out of goods for more than a day or two at a time. When we have a call for some article that we do not have in stock and we offer to send and get it for our customers, do we not generally get this reply, "I can send for it myself as well as to have you do it for me," and generally several other articles are included in the order? Therefore, would it not be more profitable, even if our customers are few, to keep at least one article each of everything that is likely to be called for in the small articles, although we may think that we are likely to carry it in stock for several years without finding a sale for it? I have practiced this and find that it is profitable to do so. I realize that it is hard to keep track of a stock made up of small articles and but a few of each kind, but diligence will overcome this trouble, and, so long as there is profit in our work, we can afford to attend to it thoroughly.

When we visit one of the city hardware stores we find it neatly supplied with everything that is convenient for displaying and selling goods. It has for the shelf hardware drawers for each separate kind and size of article. With them it only takes an instant to obtain the article wanted and also it only requires a glance to tell what goods are needed to replenish stock. With the use of shelf boxes one can attend to several customers at one time, if necessary. Now, if these conveniences are profitable for the larger stores, are they not also profitable for the smaller stocks? I say, decidedly, yes. I would like to have every dealer provide himself with shelf boxes and I am sure he will better please his trade, he can carry a more complete stock with less capital, with less space, less help and at a greater profit. The elaborate and expensive boxes are not so useful as the less expensive ones for the small stocks. I prefer such as I use to any other style known to me, for the reason that they are compact, requiring much less space than the trade goods. I made my own boxes during the dull winter months, using lumber from packing boxes for the front and back and sheet iron for the sides and bottom. The front is finished in natural color and a picture taken from a catalogue pasted on it and varnished over illustrates the contents of the box. This matter of boxes and other neat contrivances may not interest many of you and it may appear like wandering away from my subject. However, I believe it is a great factor in getting and holding trade and, if we can sell more goods by using these conveniences, we have succeeded to this

extent in gaining on our supply house competitors.

May I ask if our customers are altogether to blame for sending away for goods when they are in many cases unable to procure them at their village store or if they have cause to be disgusted with the untidy stock and the unbusinesslike methods of its proprietor. Do not some of us exact too much profit on some articles? Are we always worthy of our patrons' confidence? I fear that too many of us are some at fault along these lines. If so, let us all strive to improve. Let us do our part and do it well. O. A. Gallup.

Fires Caused by Nails.

From the New Orleans Times-Democrat.

"Speaking of insurance matters," said a man, "I suppose the plain, old-fashioned nail has caused more fires in the big establishments where machinery is used in many and complicated ways than any other little thing in existence. The only thing needed is for it to come in contact with some other hard material with sufficient force to cause a spark and heat generation. Nails have really produced a heavy per cent. of the cotton fires of the country. During recent years, on account of steps taken by the owners and conductors of the larger cotton and byproduct plants at the instance of insurance men, the nail has not been such a prolific producer of fires.

"A way has been found, for instance, in cotton gins, cotton mills and in plants where cotton seed are put through manufacturing processes of extracting nails and other weighty substances that may find lodgement in these inflammable products. Gravity is the natural force used. Nails and rocks and materials of this kind are heavier than cotton and its byproducts, and they have a tendency to force their way to the bottom of the heap. By allowing these products to pass over a rolling belt arrangement these heavier materials filter toward the bottom and are finally extracted, so that when the cotton or the cotton seed passes through the grind in the various manufacturing processes there is but little danger from fire so far as these things are concerned."

Errors of Green Goods Men.

From the Washington Post.

"If people would take the trouble to post themselves as to the name and function of each and every branch of the Government service it might in the long run prove the means of saving them considerable money," said the Director of the Bureau of Engraving and Printing the other day while discussing the subject of green goods.

"The green goods men are rather active just at present and, as a result, a good many green goods letters are finding their way to my desk from people, mostly farmers, who are shrewd enough not to invest until they have found out more about the matter. These letters are the same old green goods circulars, and start off by saying that the writer was formerly and for years an employee of this bureau, and is, therefore, thoroughly familiar with all our methods.

"Now, the funny part of the whole matter is that the green goods operators do not themselves know the correct name of this institution and in none of their circulars does the correct name ever appear. They call it the Bureau of Engraving, the Department of Stamping, etc., but never by its right name, and if people were posted and knew the right name of every branch of the Government service they would be able to see at a glance that the claims of these fellows as to having worked here for years were false. If such were the case the green goods men would not make the mistake of calling this bureau by other than its name."

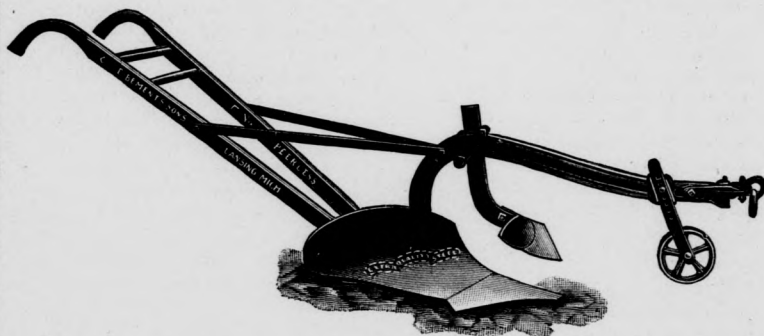
An Instance.

Nell—He evidently believes in killing two birds with one stone.

Belle—Why?

Nell—He has used the same engagement ring twice.

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.

HANK SPREET'S SAFE.

**Queer Combination of Circumstances—
and of a Safe.**

Written for the Tradesman.

Hank Spreet got the idea that he ought to have a safe. With the growing prosperity of Kelly Center and its increasing importance in the commercial world it struck Hank that the leading grocery—and, as a matter of fact, the only one—in the metropolis ought to possess some place where valuables could be stored as a precaution against fire and crime. If Hank had stopped to think he would have been a little puzzled to know just what to store away in the steel chest. He had some accounts against certain citizens of Kelly Center, but these were more to be prized as mementos than for their value as commercial paper. As for the cash used in his daily business, Hank was in the habit of putting that under his pillow and he would not have altered this custom if he had suddenly become possessed of a safety vault as big as the one in the county court house. If he had, he would not have been able to sleep nights. If he had stopped to consider, he would have found that about the only things he possessed that he would have trusted in a safe were his fire insurance policy and a picture of Bill Blivens' daughter Sarah. Time was when Hank would not even have put the picture there, but he was now well on the road to recovery.

When the grocer over at Beeneville failed in business Hank got a chance to obtain a safe cheap, and it was such a bargain Hank did not stop to consider what he should put into it. The only thing that impressed him at the moment was the fact that the safe would give his store a metropolitan aspect and also be a good thing to stand the cheese case on. The safe was a small affair, Hank discovered when he drove over to inspect it, but he figured it was worth \$65 and he loaded it into the back of his democrat wagon and brought it home with him. Not only old man Plunkard, who had tended store for Hank while he went over to Beeneville and smoked up large quantities of his \$22 a thousand cigars in his absence, was out to greet him upon his return, but all the leading citizens of Kelly Center were gathered to welcome him and, incidentally, get a peep at the mysterious safe. Hank and old man Plunkard carried it into the store, Hank in front nearly bursting with pride and Hiram behind nearly breaking in two with the weight.

After the safe had been carefully deposited in the rear of the store, the citizens gathered around while Hank carefully inspected its interior compartments. Finally Eli Grasslot broke the silence.

"How do you lock the blamed thing up?" asked Eli.

"That's easy," replied Hank.

He closed the doors with a slam, gave the combination a few turns and then tried the door again. It refused to yield and Hank gazed upon the others triumphantly.

Eli, however, was still a little skeptical. "Don't you think if you put a padlock on it would be better?" he enquired.

Hank laughed uproariously. "Try it and see," he said.

Eli gave the handle a few yanks with no effect. Then he braced his feet and, taking both hands, gave a pull that slid the safe across the store, but the door

still held. Eli got up off the floor, on which he had fallen in a heap, with a look of disgust while the crowd tittered and Hank laughed some more.

"Let's see you open it," he said to Hank.

When the crowd melted away one and a half hours later Hank was still trying hard to oblige Eli, but without success. After he had locked up the store at twilight he tried it again. He rattled the tumblers like a soda fountain clerk, he pulled, he yanked, but with no success. He used kerosene, prayer, a crowbar, a hammer, mathematics, a cold chisel and profanity, but the safe only settled back and laughed at him.

Hank's safe became a township joke—particularly to Eli Grasslot and Hank's insolvent business rival at Beeneville. Every man who came in to buy a quarter of a pound of cut plug always enquired of Hank whether he had the safe open yet and then went away chuckling. The women made it worse by saying, "For the land's sake!" and offering suggestions. Hank received no really helpful advice until a traveling man for a Grand Rapids wholesale house drifted in one day.

"There's only one thing you can do, Hank," he said. "That's to send the thing down to Detroit. They can open it for you down there."

"How will they do it?" asked Hank.

"They'll drill it. Of course, they could blow it open for you, but that might not be healthy for the safe."

"How much will it cost?"

"Oh, I guess they can open it for you for a couple of hundred dollars if they have good luck."

"Well, then, I guess it'll have to stay shut."

That night Hank read in his county paper that the sheriff had been notified to be on the lookout for a gang of expert safe blowers who had been operating in Southern Michigan and who were believed to be working North. Eli read the item, too, and he came over to have some fun with Hank. There was the usual good audience present around Hank's stove to enjoy Eli's wit.

"Better look out, Hank," he said, "them bank robbers may blow open your safe."

"They won't have much of a job," replied Hank, "if it opens as easy as your mouth." (Laughter and applause on the Republican side, as the congressional reporters say.)

"Guess you'd better git that padlock from Eli," ventured Bill Blivens, "an' make sure." (Ditto on the Democratic side.)

"If I git a padlock," rejoined Hank, "I'll give it to you to put on your barn to keep the thieves away from that mare you sold to Mr. West." Bill subsided.

Late that night the kerosene lamp in Hank's store burned brightly. Two days later the evening daily at the county seat transferred some of its biggest type from its advertising columns to put scare heads on two sensational items on its news page. One of these was contributed by the sheriff and announced that the supervisors of a Southern county had offered \$100 reward for the capture of the bank robbers. The other item, prepared by Hank after much mental labor, announced that \$2,800 had been found in an old stump near Kelly Center and had been locked up in Hank Spreet's safe, pending an investigation.

"I ain't much of a newspaper correspondent," chuckled Hank, when he saw his copy in print, "but I guess

that'll astonish the natives and it's about as true as some things I've seen in the papers."

That night Hank made himself up a bed under the counter, with a bolt of flannel for a pillow and a horse blanket for a counterpane, and slept all night in the store. He slept there the following night and also the next.

It was Friday night that Hank was awakened by a subdued noise in the rear of the store. A moment later there was the sound of falling glass as a window pane was shattered into fragments. Hank raised himself on his elbow and listened intently. His heart was beating like a partridge's wing. There followed a long interval of silence. It was perhaps two minutes, but to Hank it seemed an hour.

Then came the sound of a man squeezing his way through the aperture made by the breaking of the window. Another followed and then stealthy footsteps could be heard. The shuffling steps came to a halt in the rear of the store. A light flashed along the shelves a moment later as if the visitors would make sure no one was near. The sounds now became unintelligible as the two men moved about. Suddenly one of the marauders spoke and Hank's heart jumped.

"This must be the safe," said the voice, "but it's mighty small to hold so much swag."

Hank lost the succeeding conversation in an effort to change his position without making a noise. When he caught it up again a voice was saying:

"Heat those tumblers. I can open this cigar-box without the powder."

Another interval of silence. Even where he stood, for he had quietly raised himself to his feet, Hank could hear the click-click as the stranger fumbled with the combination. Perhaps five minutes passed and then the safe door was swung open with a bang. The two visitors leaped noisily to examine the safe's contents and Hank advanced to a point almost within the circle of light. He could now see the safe crackers plainly.

They both straightened up with surprised oaths.

"I'm much obliged, gentlemen," said Hank, looking along the barrels of his shot gun. "Now, up with your hands!"

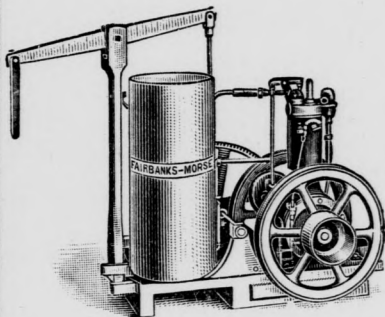
Douglas Malloch.

Willing to Be Surprised Sooner.

"Were you surprised when I proposed?" he asked.

"Well," she replied, thoughtfully, "I was not so surprised that you proposed when you did as I was that you did not propose on some previous occasions."

A-Jack-of-all-Trades Gasoline Engine



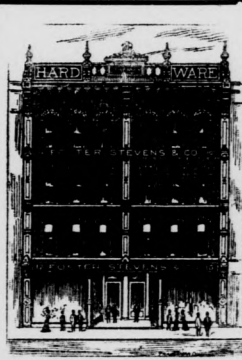
I can pump water, shell corn, saw wood, grind feed, churn butter, run a small machine shop and am handy for a hundred other jobs.

I can work 24 hours a day—every day. Weather does not affect my work. It's all the same to me whether hot or cold, wet or dry.

I have the strength of 15 men. It costs **nothing** to keep me when not working, and costs about a cent and a half per hour when I am working. If you would know more about me ask

Adams & Hart, 12 West Bridge Street

Grand Rapids, Michigan



**Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hard-
ware, etc., etc.**

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

The New York Market

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

New York, Feb. 15.—During a day or so the coffee market took a turn upward, owing to an advance in the rate of sterling exchange, higher quotations in Europe and Brazil, smaller receipts at primary points, etc.; but, after this, came a telegram from Pinto & Co., Rio, estimating the receipts of coffee at Rio and Santos from Feb. 1 to July 1 at 3,500,000 to 4,000,000 bags and the whole crop from last July to July of this year at 15,250,000 to 15,500,000 bags, and the next crop at 9,000,000. This was too much for the bears and quotations took a tumble. Jobbers report a fair demand for coffee and the shipments have been quite free from this city for a week, but the supply continues more than sufficient, and at the close Rio No. 7 is the same as last week—5½c. In store and afloat there are 2,360,146 bags, against 1,025,337 bags at the same time last year. Receipts at Rio and Santos since July 1 aggregate 11,879,000 bags, against 8,045,000 bags during the same time last year. For mild coffees there has been simply the usual call and sales are of small lots to keep assortments complete. Good Cucuta is unchanged at 8¼c. East Indias are very quiet and the market is actually lifeless.

Some jobbing orders for sugars have been received, but, as a rule, trade is very quiet. Sellers do not seem especially anxious to part with goods and buyers are extremely conservative in taking stock ahead of current requirements. Matters are not likely to mend until the perplexing question of Cuban reciprocity is settled. Quotations are unchanged.

The tea market is also waiting upon Congress and meantime business is about at a standstill. However, what small lots do change hands are selling at full figures and the tea market upon the whole is in a fairly satisfactory condition.

The demand for rice has been fairly active for the better grades and, in fact, the whole market has ruled firm. Supplies are not large and buyers are paying full figures for the goods they take. Quotations are without change.

There is nothing doing in spices. The best that can be said is that prices are well sustained and that buyers who are taking their little lots are paying full figures and not shopping to find "cheap" goods or "bargains," realizing that such are few and far between. Prices remain unchanged.

In molasses there is hardly as much activity as prevailed last week. Quotations are firm. Good to prime centrifugal, 17@30c. Stocks of really desirable goods are said to be light and this fact will keep prices solid. Blended goods have met with some enquiry at 22@30c. Foreign sorts are steady, with fancy Ponce worth 31@34c. Syrups are in moderate demand and unchanged.

In canned goods some Jersey tomatoes have sold, spot goods, at \$1.35 and were quickly taken at this figure. Futures show more strength and have sold at 82½c. The market generally continues active and prices are well sustained. The Canada goods are not sold yet and the holders have confidence that within thirty days they will have "a good thing in tins." Everything is selling. The quarrel as to the price of raw tomatoes is not yet over, if it can be called a quarrel. The fact of this still being an open question makes the sale of futures rather less active than it would be.

Lemons and oranges are selling well for this season of the year and boxes of the latter have held top rates. Navels, \$2.25@4.25; budded, \$2@2.50; Floridas, \$2.25@4.50, latter for fancy stock. Lemons, Sicily, \$2.25@2.85.

There is a good, steady demand for almost everything in dried fruits. Apricots are especially strong and prunes are selling well at full rates. If anything is weaker than last week, it is currants. Peaches and raisins are mov-

ing freely and altogether the market is in favor of the seller.

While receipts of butter have been somewhat larger there is not accumulation enough to meet the demand for the better sorts of stock and quotations have advanced all around. Best Western creamery will easily fetch 29c; seconds to firsts, 27@28c; Western imitation creamery, 19@23c; Western factory, 18@20c; rolls, 15@19c; renovated all the way from 15 to 23c.

There has been a good trade in cheese and the market closes with some advance shown in the better sorts, small size full cream being worth 12c for either white or colored; large sizes, 1c less.

Arrivals of eggs are becoming rather larger, but there is no overstock and the demand for the better grades keeps the market closely cleaned up. Western, fresh gathered, 30c; fair to good, 28@29c.

Beans are firm and somewhat higher. The demand is good. Choice marrows, \$2.20; choice medium, \$1.75; choice pea, \$1.72½@1.75.

Johnny's Logical Conclusion.

Little Johnny had been gazing thoughtfully at his book of animal pictures when he suddenly called out:

"Say, pa, does it cost much to feed a lion?"

"Yes."

"How much?"

"Oh, a lot of money."

"A wolf would make a good meal for a lion, wouldn't it, pa?"

"Yes, I guess so."

"And a fox would be enough for the wolf, wouldn't it?"

"Yes, yes."

"And a fox could make a meal off a hawk, eh, pa?"

"I suppose so."

"And the hawk would be satisfied with a sparrow?"

"Of course."

"And a big spider would be a good meal for the sparrow, wouldn't it, pa?"

"Yes, yes."

"And a fly would be enough for the spider?"

"Sure."

"And a drop of molasses would be all the fly would want, wouldn't it?"

"Oh, stop your chatter."

"But wouldn't it, pa?"

"Yes."

"Well, pa, couldn't a man keep a lion more'n a year on a pint of molasses?"

But just at this point it was discovered that it was time for little Johnny to go to bed.

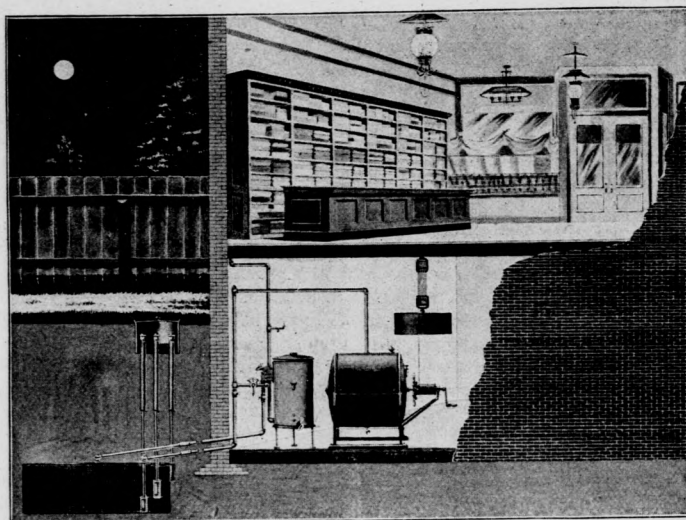
Science and Sausage.

If any evidence were required to demonstrate the far-reaching range of science it might be found in the shape of an annotation on the dangers of the sausage "as she is made" in Germany. The utilization of tainted meat, for example, and of meat which has been infected with the parasite known as the trichina-worm have been duly exploited by sanitarians as involving obvious danger. The savant who has been interesting himself in the sanitation of the sausage refers to the fact that the sausage-skin may, if not properly cleansed, retain a quantity of the digestive debris of the animal from which it was derived. He makes a calculation to the effect that a German workman consuming an average amount of sausage may in this way ingest from 300 grains weight per month of material which is decidedly of a dangerous character. A man eats a peck of dirt in his lifetime. Probably, spread over the years of an ordinary existence, this amount of matter does not seriously affect us; but if all stories be true regarding the sausage, it is very evident we must cry out for greater cleanliness in the preparation of the succulent morsel.

Seasonable Advice.

"I sha'n't want one," said Kitty, "unless it has real teeth."
"Never look a Christmas doll in the mouth, Kitty," counseled her uncle.

A Well Lighted Store Is a Well Advertised Store



People buy where they can see the goods as well as in broad sunlight. They refuse to buy where dim flickering lights make the store, and everything in it, dull and dingy. 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.

We Have Bargains

to offer in cases this week. We have purchased the entire show case department of the Heyman Co., of this city, and are offering their complete stock of SHOW CASES at extremely low prices. Write us.

Grand Rapids Fixtures Co.,

Bartlett and South Ionia Streets,
Grand Rapids, Mich.

WORLD'S BEST

S.C.W

5c. CIGAR. ALL JOBBERS and

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN.

THE SALESMAN'S STATUS.

His Right to Take Business From Store to Store.

I was reading a paper the other day which made a specialty of answering legal questions. One in particular struck me. A retail merchant had written in, asking whether there was any law to prevent a salesman who had worked up trade for one man from taking it with him when he went into the employ of another.

The answer was no, there is no such law, which may be all right from a legal standpoint, but, by gum, it isn't from the standpoint of justice.

I'm a salesman myself, but I know when I think a thing's right.

Let me tell you about a friend of mine who is up against this very thing, and up against it hard.

He had only had his present store about two years. Before that he was a stranger in the place, and, while he now knows a good many people there, he hasn't in any sense become a part of the life of the town.

This fellow is a strong believer in the value of personal soliciting as a means of getting business; he followed out this idea, and at the same time made up for his own lack of acquaintanceship by hiring two first-class clerks or salesmen as soon as he opened up. Both of these fellows had lived all their lives in the place and both had been in the grocery business for several years.

So he took them both, and gave each a section of the town to cover. Certain hours every day they were to devote to outside work.

This plan worked well. Both of the salesmen were good men and their orders increased every week. Pretty soon they doubled the business of the new store, then they trebled it. Another clerk and a book-keeper had to be hired, and at the end of about eighteen month things were simply going along in great shape.

If I remember rightly, the proprietor of this store told me that he was doing, at the end of that time, between \$800 and \$1,000 a week.

This grocer said he had noticed that for some time the two salesmen did considerable whispering together, but he didn't pay much attention to it, until one day they both gave two weeks' notice.

Said they were going in business for themselves.

Then the grocer realized that he was up against something that smelled like a conspiracy.

At the end of the two weeks both men left, and it then developed that they had been devoting their evenings to fitting up even a better store than the one they left. They left on Saturday and their own store opened on the following Monday.

That week their former boss went out for orders himself and sent his other clerk, too, as he had not been able in the two weeks to find anybody good enough to replace the two men who had left.

The grocer knew all of his customers slightly, but none intimately, because the actual contact had been entrusted to the two salesmen. When he went out for orders he found a frost almost everywhere. He was treated politely, understood, but he didn't get any business to speak of. The salesmen had judiciously spread the fact that they were going in business for themselves and everybody was saving the orders for them.

This grocer told me that the week after those two fellows left his business dropped to \$350 for the week, and at this writing it is still just about there.

The two salesmen had lifted bodily about \$500 worth of business a week from his store over to their own. The grocer who thought he had a business found he hadn't any, or very little.

Now do you say these men had a perfect right to do what they did? That it was their own business they took, because they worked it up?

I say no, and I howl it out as loud as I can.

It is true that those salesmen worked up that business, but weren't they paid to work it up? Didn't they take this grocer's good money to work him up a trade? And did he employ them to get him transient business—orders only as long as they stayed in his employ?

"Not on your tintip," as Dave Warfield says. The employer of these men paid them to get him customers—permanent customers. He paid them to build up a lasting trade—a trade that should not be confined to such every-day orders as they themselves got, but a firm, lasting connection that should endure as long as the store and its service was satisfactory.

I know the law says that the business a salesman works up is his personal asset and that he can take it with him wherever he goes. I agree that that is the proper view of it if the salesman works on commission, but where he is paid a salary and is a regular employee of the house, and gets paid whether he gets business or whether he doesn't—I say then that he has no right to take the business that he has worked up on somebody else's time and at somebody else's expense.

I believe firmly that a salaried salesman who does that is almost as guilty as if he had taken goods. Indeed, it is a question if he isn't a good deal more guilty, for when he takes the business bodily he takes that which hurts his employer far more than the theft of goods. —Stroller in Grocery World.

Settling an Interesting Question.

"Say, Jim," enquired an old darky of his son, who is a much-learned school youth, "which travels de fastest, heat or col'ness?"

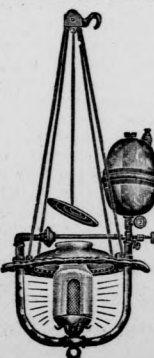
"I hadn't give de subjec' much ov ma attention," was the reply, "but I'd nacherly think thet col'ud travel de fastest on de count ov it bein' so pen'-tratin'."

"Yo' school l'arnin' didn't do you' no good dere, Jim," said the old man, with a patronizing air; "Heat it travels er heap faster den col' do. You jest tak' dat fer a fac'."

"How yo' reckon dat out?"

"Jes' diserway: Yo' didn't never hear ov nobody ketching heat, did yo'?" But shore's yo' bo'n, chile, dey ken ketch col' mitey easy."

A crowing hen and a whistling maid make worse music than an asthmatic hand organ.



Halo Lamp, 400 Candle Power

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with the light or the

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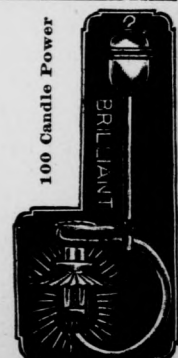
you are using or selling, if they give poor and unsteady light, smoke, smell or go out unexpectedly, write to us. Perhaps we can suggest a remedy. But the simplest and cheapest way out of it is to lay them aside and get our

BRILLIANT OR HALO LAMPS

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

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

George Bohner



100 Candle Power

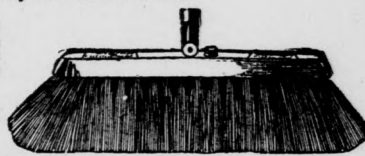
Dustless Sweeping vs. the Common Broom

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.



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When we tell you that our crackers are made from the best material obtainable, by first-class workmen, in an up-to-date factory, we mean it, and it is time for you to listen. The selling qualities of these goods are enormous. Send us a sample order and find out for yourself.

E. J. KRUEE & CO., Detroit, Michigan

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REAL ESTATE OR BUSINESS

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OR BUY REALTY OR MERCANTILE PROPERTY
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GRAHAM & MORTON BUILDING

BENTON HARBOR, MICHIGAN

Woman's World

Little Things Which Make or Mar a Woman's Happiness.

I know of no more hopeful prophecy for the future than that girls are coming to look on marriage as a business proposition instead of a lottery—that they are beginning to investigate the disposition and temperament and character of the man with whom they are contemplating signing a life contract, instead of trusting to luck that they will draw a prize package in a husband.

It is only within the last few years that women have been permitted to indulge themselves in this luxury, because the girl of to-day is the only representative of her sex who has not had to marry for a home. No matter what other faults are laid at the door of the so-called and derided emancipation of woman, it stands forever justified because it saved women from the ignominy of having to sell themselves for a support. Church and book and ring can not sanctify wedlock if love fails to pronounce its benediction upon it, and the woman who marries to get a home or for money or social position has no right to draw her skirts away from any creature of the streets.

With every door of gainful occupation shut in their faces, our foremothers were compelled to marry for a livelihood. To-day, with every avenue to fortune as free to her as to her brother, matrimony is no longer bread and butter to a woman. It is the cakes and ale of life.

No matter how little he may have come up to her ideal, the woman of the past did not dare to let any man who was good for her board bill and was what was vulgarly known as a "good chance" get by her. The modern woman, amply able to take care of herself, is under no such necessity. She is free to consider things of the soul and to ask herself, "How will it fare with me in all the years that I will be this man's wife? Has he the comprehension to understand all the needs of my nature? Has he the tenderness to bear with me and the wisdom to lead me up to something better and higher, or shall we both fall into the ditch of daily petty squabbles and misunderstandings?" It is not enough for the woman of to-day that the man she marries is able to support her and has no big vices. She is coming to realize that it is the little things that make or mar a woman's happiness—that surliness and ill-temper are responsible for just as much misery in the home as drink and that a woman can starve and freeze for lack of love as much, spiritually, as she could for lack of food and clothes, physically.

Just how much girls are thinking along this line—how much intelligence, reason and womanliness they are putting into the consideration of the subject—I had forcibly impressed on me the other day when a girl, her sweet eyes full of trouble, came to me for advice.

"I am engaged," she said, "to a young man who is handsome, attractive, well placed in every way in the world. I love him very dearly and I must suppose that he loves me, because I am poor and there is no reason why he should wish to marry me except for affection's sake. Outwardly my fiancé is all that I could ask, but in all the little things that are so much to a woman he fails me utterly. He never wants to be alone with me, he never confides any of his hopes and plans to

me, and when I ask the simplest question about his business or the people he has seen, he resents it and says a woman has no right to meddle in a man's private affairs. Even my love seems to bore him and he excuses his apparent indifference by telling me he is not of an affectionate disposition.

"Perhaps I should not feel my fiancé's neglect so much except that there is another man who showers me with little kindnesses and protects me at every turn with his love, who is always looking out for my pleasure and happiness and who will scheme for days for the sake of a single word alone with me or half an hour of what the French lover called 'solitude a deux.' Now, what shall I do between the two?"

"My child," I made answer, "marry the man who loves you, in preference to the man you love, if it is a choice between the two. Men and women never differ so widely as in the way matrimony affects them. A man, when he marries, ninety-nine times out of a hundred, starts in with all the capital of love he is ever going to have, but a woman does business on a constantly increasing fund of tenderness and affection. A million outside interests distract him. Her world is shut within the walls of her home, her interests center there and she will put a halo around the head of any man who is good to her.

"There is just one sort of woman who is justified in marrying the kind of man you describe and that is the woman who is strong enough to live her life alone. There are women who can absorb themselves in society or in club and philanthropic work and who, having their own interests and diversions, go their way and let their husband go his, but this is no more true marriage than a painted picture of a fire is a thing by which we can warm ourselves.

"The woman who can do this must be essentially cold-natured herself or else she is one of those rare domestic saints who can put the beloved one before themselves and efface all of their own personality in his. They must be willing to see their husbands have amusements in which they have no part, occupations of which they know nothing, plans about which they are never consulted. Sometimes you see a woman who can do this—who is apparently contented to simply stay at home and keep the fire lighted on the hearthstone, and who makes no querulous complaints about being left behind and shut out of her husband's inner life, but before a wife reaches that plane of passionless calm, she has been through a purgatory of disappointed love and frantic jealousy.

"Remember this, also, little sister, that the man who is indifferent to you before marriage will neglect you afterwards. If he does not care to be alone with you now prepare yourself to spend every evening alone, while he seeks companionship at the club, after you are married. If he is selfish to you now and does not concern himself to see that you have the best of everything and consult your pleasure and taste before his own, make up your mind that you will be the one who will have to stay at home and do the economizing and wear the shabby clothes, while he fares forth in fine raiment to enjoy himself and bear it without complaint, because he has warned you what to expect. If you marry an iceberg, you must be prepared yourself for chilly weather for the balance of your life.

"Never forget, either, that there is no

Royal Garden Teas.

BOUR'S Celebrated Brands.

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Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

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

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

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The J. M. BOUR CO.,
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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

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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 ½ lb., 1 lb., or assorted, 24 lbs. to the case. Prices on application.

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We also manufacture a complete line of Air and Gravity Pressure Lamps. Write for illustrated catalogue.



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

132-134 E. Lake St., Chicago, Ill., U. S. A.

other quality in a man, not even although he were as brave as Julius Caesar and as wise as Solomon and as successful as Pierpont Morgan, that can atone to a woman for the lack of affection and tenderness. Many a husband who would die defending his wife makes her life miserable by his gruffness and lack of consideration for her. Many a man who is an encyclopedia of knowledge and whose far-reaching judgment is world-famous has not sense enough to read his wife's heart. Many a man who lavishes thousands of dollars in jewels and clothes on his wife starves her for love.

"There are not many times, in these days, when a woman needs anybody to fight for her, but she needs somebody to live for her all the time. There are times of physical weakness, days of bodily pain, racked nerves that come to every woman, and unless she can, at such times, throw herself on a boundless love that is strong enough to bear with her and for her, and a tenderness that enfolds her like the tenderness of God, she is poor indeed. Love and tenderness, sympathy and comprehension—nothing else on earth can take the place of these with a woman, and unless a man can give these, far, far better to let him go his way alone.

"You do well, little sister, to consider long and earnestly whether the man who has captured your girlish fancy can really make you happy, when his temperament is so opposite to your own, but one thing I bid you remember: If you marry him—if you take the chances—be what in sporting parlance is called a 'dead game loser.' Do not expect miracles. Do not expect your icicle to turn into a seething volcano or your selfish man to suddenly become a self-abnegating angel. It will not happen and you have not any right to tears and complaints on the subject. He warned you what to expect in advance. You knew what you were getting. Make the best of it." Dorothy Dix.

Making a Beauty.

The Mono, like the Turk, has a preference for "moon faced" wives, and a bride is more valued for her weight than her accomplishments.

When a girl is about twelve years old, she is prepared for the marriage market by a treatment not unlike that to which geese are subjected before Michaelmas. Her hands are tied behind her and for so many hours a day she is seated on a carpet, while her father, armed with a stick, stands by, and her mother from time to time pops into her mouth a ball of maize porridge kneaded up with grease and just large enough to be swallowed without the victim choking. If the poor child refuses to be stuffed, she is compelled; so she soon resigns herself to the inevitable and meekly swallows the boluses for fear of a beating.

Certainly she has to suffer in order to be beautiful, and it is to be hoped that her afflictions are lightened by rosy dreams of future happiness.

She Didn't Give It Up.

"Robson, do you know why you are like a donkey?"

"Like a donkey?" echoed Robson, opening his eyes wide. "I don't."

"Because your better half is stubbornness itself."

The jest pleased Robson immensely, for he at once saw the opportunity of a glorious dig at his wife. So when he got home he said:

"Mrs. Robson, do you know why I am like a donkey?"

He waited a moment, expecting his wife to give it up. But she didn't. She looked at him somewhat pityingly as she answered: "I suppose it's because you were born so."

Being a Good Hostess.

A woman may possess wealth untold, she may have the kindest of hearts and the brightest of minds, but unless she has absolute control of her feelings there will be some time in her career as hostess that she will display annoyance or flurry, and the contagion, spreading to her guests, will die out in an undisguised failure. A model hostess must to all appearances be made of stone, so far as disagreeable happenings are concerned. Even although a guest or careless waiter inadvertently breaks a bit of china which can never be replaced, she must smile as though the loss of the whole set would but emphasize the pleasure of the evening. Her well bred calm inspires her guests with a feeling of confidence, and, although in her heart she may be very dubious about certain important details of her dinner or dance, if she does not show her anxiety everything will pass off to a happy conclusion.

A flurried hostess or nervous host whose countenance but badly conceals the worry felt can do more toward making the guests uncomfortable than if the soup were served stone cold and the salad dressing was ruined by a too bountiful quantity of vinegar.

An imperturbable calm and a ready tact are the two important factors in the making of a model hostess. Secure these by hook or crook, and you need never fear for the success of any of your entertainments.

The Lace Scarf.

The long lace scarf is entering upon what promises to be a tremendous vogue. It is used in a dozen ways. These scarfs—sometimes called "sash ends"—depend from the backs of hats to shoulders, waist, or even to the knees, in either black or white, making an effective addition to a gown for some ceremonious afternoon occasion, a marriage, say. Two long and broad scarfs of black Spanish lace have been used in this way on a gown of white lace richly jetted, the scarfs buckled together at the center of the bodice in front, the buckle at the same time fastening an Empire belt passing just under the arms. The lace is drawn in high, flat folds over the shoulders, and, crossing at the back, is passed under the belt to descend loosely to form the train.

The woman whose coat collar is flat, instead of the "storm" variety, wears her lace scarf in the form of a veil around her hat first, and then brought forward around her neck and tied in a full, fluffy bow under her chin. A brooch of art nouveau jewel work is used to hold the bow in place.

With the completion of the Trans-Siberian Railroad Russia makes her entry as a competitor in the European butter trade, and is carrying everything before her. In 1899 the Russian product in the London markets was too small for separate classification; in two years it had jumped to the second place, Denmark holding the first, as she has long done. The Trans-Siberian butter trains, one a week, leave Obi, stop at six other centers of the industry and arrive at the Baltic port of Riga after a journey of seventeen days. A steamship line with cold storage service conveys the product on to London, where it competes successfully with the best European brands, those of Denmark, Ireland and Normandy. The trade is only begun, but its promise for the future is enormous, and the butter market of the world, of which London is the center, will henceforth feel the force of a new factor and a new source of production of practically limitless extent.

The "R" and the Oyster

are with us
for three more months.

Are you reaping
the benefits of the big
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Kennedy's Oysterettes

An Oyster Cracker with a Taste to It.

Send in your order to-day

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If you will write us for particulars you will please us, please the Tradesman, please your customers and yourselves.

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We will send you printed and complete

5,000 Bills
5,000 Duplicates
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2 Patent Leather Covers

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

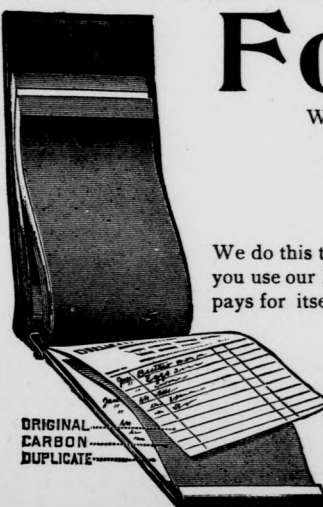
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



Butter and Eggs

Observations by a Gotham Egg Man.

The fluctuations in egg prices have continued to absorb a large part of the interest of the produce trade during the past week, and speculation as to the future course of values has been the basis of all sorts of operations from the buying and selling of carlots to side bets of cigars. With receipts running somewhat in excess of current consumptive needs the tone has been generally strong, inducing confident speculative holding of most of the surplus under the impression that the long continued cold weather must, sooner or later, produce a shortage in current receipts.

It has been generally supposed that the eggs lately coming forward were mainly produced between the death of the December cold wave and the beginning of the one which occurred late in January. It has also been considered probable that the high prices in distributing markets and the generally good margins of profit over country cost had caused as free a forward movement as the quantity in the country would allow, and many have firmly anticipated a serious reduction in supplies between the exhaustion of the early January lay of eggs and the time when a renewal of mild weather should again start a larger production.

This belief has been the basis of speculative holding which has been indulged in chiefly by Western shippers whose immediate surroundings have been of the most wintry character, but also more or less by local operators, some of whom have been free buyers of all stock offered from primary points at fair prices.

That speculation has not been even more general is due to the fact that nothing is so uncertain as the egg market and to the many possibilities that might yet intervene to prevent any very extreme advance in prices. The more conservative element in the trade has been disposed to keep stock sold up from day to day, preferring to accept the moderate gains of a steady business rather than put a chance of greater profits against a chance of loss. The conservative dealers have argued that consumptive demand for eggs at the high prices ruling is supplied with comparatively small quantities, that our receipts for two weeks were beyond actual needs, and that considerable stock had accumulated in receivers' hands; they have considered that even although Western and Southwestern supplies might fall off materially there was a chance that the South would continue to send fair shipments and that when a general change of weather conditions should induce a loosening up of speculative holdings there might be enough eggs to tide over a reduction in total receipts until the next increase of production.

To the disinterested spectator it would seem as if the bull side of the market had the best of the probabilities, but time alone can prove it. It is observed that whenever limited eggs have been ordered sold the demand has been found strong enough to absorb them quickly and there is now reason to believe that our weekly needs, even at the high rates ruling, are a little more than has been figured on. Prices have been high all winter and until a short time ago consumers were getting a large proportion of old eggs. They are now getting new stock and at any price

which permits retailers to sell ten for a quarter there seems to be a pretty good business. Of late there has been some disposition to close out limited eggs in certain quarters and careful enquiry at the close leads to the belief that the quantity now actually held here under limit is not over 4,000 cases as an outside estimate. If we have not accumulated more eggs than that under two weeks of receipts averaging over 31,000 cases, the position looks pretty strong.

The extremely narrow range of prices for eggs of varying quality has lately been generally remarked. It has seemed singular to many that while a short time ago there was a difference of 8@10c per dozen between fresh eggs and refrigerators the few stray lots of the latter recently obtainable have sold within 2c of top price when of decent quality. This however is the inevitable result of scarcity in the supply of under grade eggs. There are buyers who will put up with almost any kind of stock in order to save a cent or two when they can not save more, but it does seem surprising that anyone would pay say 26c for old-flavored shrunken held eggs at a time when they could get nice fresh goods at about 28c; figuring the difference in actual loss the saving would seem to be scarcely 1c per dozen. Even frozen eggs have lately been salable at comparatively slight reduction from top prices and most of the time a range of 2c per dozen has covered the difference in selling value of nearly all the eggs in the market, although some very hard frozen have required a greater concession. The discrimination will of course become closer and the range of prices wider as goods become more plenty and buyers have a larger assortment to choose from.—N. Y. Produce Review.

New Name Gained For Minnesota.

Minnesota has heretofore been known as the Gopher State. Now it is beginning to be called the Bread and Butter State. The reason of the change becomes clear when it is said that last year its mills turned out 26,630,000 barrels of flour and there were churned in the State 50,000,000 pounds of butter.

In the product of spring wheat, Minnesota stands at the head of the states of the country and its flour mills are noted not only throughout the Northwest, but in foreign countries as well. The extensive development of its dairy interests is comparatively recent.

The combination of wheat and flour with milk and butter is more clearly marked in Minnesota than in any other state. New York and Illinois are important dairy States, but the value of the wheat crop in New York is less than one-third the value of its oat crop, and less than one-eighth the value of its hay crop, wheat being now one of the minor agricultural products of New York, once the chief wheat State.

Illinois raises a fair amount of wheat, but the corn crop, which is of very much more importance, yields in a year \$8 to every dollar received from the product of wheat.

His Ruling Passion.

With great presence of mind the barefooted and half-clad young man broke away from the other members of the family and rushed back into the burning building at the risk of his life.

Presently he emerged, scorched but triumphant.

He had rescued his camera.
"Oh, Harold!" they exclaimed.
"Why did you do that?"
"Do you suppose I'd miss such a chance as this!" he asked, planting the instrument in the snow, adjusting and taking a snap-shot of the fire.

All is not gold that is done up in brick form.

WHOLESALE

OYSTERS

CAN OR BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

The Vinkemulder Company

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Poultry

Peculiarities Pertaining to the Handling of Poultry.

The supply of poultry last week was short as the heavy snow storm and blizzard first of last week interfered with the deliveries, and shipments came straggling in all the week, some being several days late. In addition the shipment of poultry has been somewhat hampered by severe wintry weather and arrivals are light and prices quite satisfactory on desirable grades. During mid-winter shipments are often interfered with and in shipping to catch certain days' trade, shippers should allow for longer delays in transit than are apt to occur at other seasons of the year. In speaking of the condition of this delayed poultry a receiver said: "Yes! We have had a great deal of stock delayed since the last storm and generally it arrived in pretty good shape, having been frozen hard, and the delay has not caused material loss by deterioration in quality." Other receivers expressed themselves in about the same manner.

One merchant spoke of the scarcity of fresh killed turkeys of choice quality. He said: "Turkeys which have been allowed to run until so late in the season as now are nearly all large, coarse and flabby and it is just about impossible to secure any good enough to suit best trade. Prices are high and consumptive demand light, but the few buyers needing fancy turkeys are buying frozen and paying full prices for them, too."

Many of the poultry receivers handle large quantities of calves and there is more or less talk relative to the legislative agitation of the law regarding their sale and shipment in this State. According to the amendment to the present health law there will be little change as it is practically the same as the old law, which was not re-enacted when the health law was changed at the last session of the Legislature. The new law prohibits the slaughtering of calves in this State for purpose of food, unless in good healthy condition and at least four weeks old. It also provides for appointment of State Inspectors by the Commissioner of Agriculture, who shall have power to seize and destroy any unhealthy calf or one under four weeks old. It further compels all shippers to attach a tag on each calf shipped, stating name of the person who raised the calf, name of shipper, point of shipment and destination, and also age of calf. It prohibits all common carriers from receiving or carrying any carcass or part thereof unless tagged as provided in the act.

The law applies to dressed calves only and many of the market men think that it should apply to live veals as well. The receivers of country dressed calves claim the law should not be such that men handling live calves can lawfully receive and sell calves to be slaughtered which the law prevents them to handle dressed. It certainly seems that if "bob" veal is not allowed to be sold country dressed by commission receivers, it should not be allowed to be sold alive by another class of commission merchants. Consequently the effort to amend the bill so as to include live as well as country dressed calves may meet with some success.

"I think poultry is going to clean up closely from producers' hands this

year," said a poultry man recently. "Grain is so high that farmers have been selling as closely as possible all the season and I expect they will carry less stock over than for several seasons."

"Receipts of live poultry are apt to be very light," remarked a poultry receiver one day last week. "I have advices from several sections where they usually ship quite freely at this time of year, stating that weather is so cold and wintry that it is impossible to collect poultry enough to make up a car, and this is causing many winter shippers to send one car every two or three weeks instead of weekly. In one town three shippers had to combine to fill a car last week, and they advised me that unless they can get a neighboring shipper to come in with them they will be unable to make up a car this week."

Another poultry merchant drew my attention to some cull stock and said that he was getting unusually high prices for it considering the quality. "This man ships very nice No. 1 stock," he continued, "but he is careful to sort out all culls and ship them separate, and in this way he has benefited by having his stock realize more. I wish some of my other shippers would follow this man's plan, as it would certainly be to their advantage. Nothing lowers the price of poultry as quickly as having the buyer find one or two culls mixed in; they are immediately suspicious and prefer not to handle the mark unless at an attractive price."—N. Y. Produce Review.

Fooled at One Point, She Is Keen at Another.

"Some people," said a poultry fancier, "use incubators and not brooders, and some use brooders and not incubators. People have their ideas and notions about these things just as they have about everything else. But here's something curious—wonderful, it is—when you come to think about it, about hens.

"Now suppose, for instance, that you are interested in poultry, and you go in for incubators but not for brooders. You'd rather have the little incubator-hatched chicks mothered by a real live hen than to rear them in a brooder. There is no trouble whatever if you have setting hens.

"When the hen wants to set, why it's bound to set, somewhere. It will set on the ground, or anywhere, if it has no nest, and it will set without any eggs to set on, or on china eggs, just as it would on its own. Of course everybody knows these facts about the setting hen; but here's the curious thing:

"Suppose you have a lot of little incubator-hatched chicks and you want to give them to hens to raise. It's easy; the hens will take them gladly and proudly; but you must go about it the right way; you must give the little chicks to them by night, taking away the china eggs, if the hens are setting on such eggs, and putting the chicks in their place.

"In the morning the hen will come out and strut around with her brood of incubator-hatched chicks, as proudly as though they were her very own, and she'll scratch for them and care for them just as though they were her own flesh and blood, and to the exclusion of all others.

"And with what certainty she can single out chicks that don't belong to her you can see by trying to force upon her a little later some of the incubator chicks

other than those originally given to her! "Suppose that out of that brood originally given to her all but say half a dozen, or four or five, had been destroyed by some of the various vicissitudes that attend young chicken life, and that you should attempt then to give into the motherly hen's care one or two or three more or less, others, from the same incubator lot. She simply wouldn't take them.

"But the wonderful thing here is that she should be able to distinguish them after they have been mixed in with her own. They came, you understand, all from the same lot; you couldn't tell them apart to save your life. But this old hen can tell them, every time, and very soon she will single them out and drive them away. She won't have them. She will care only for her own.

Ingalls on the Supremacy of Butter.

The oleomargarine fight, which is now in progress in Congress, recalls the fact that many years ago, when Senator Ingalls was in the Senate, oleomargarine was a bone of contention. The debate led Ingalls to utter one of those epigrammatic sentences which made him famous.

"I have never, to my knowledge, tasted oleomargarine," said Ingalls, "but I have stood in the presence of genuine butter with awe for its strength and reverence for its antiquity."

If wishes were horses there wouldn't be any room in the world for human beings.

JACOB HOEHN, JR.

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20 CENTS A PAIR

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GEO. N. HUFF & CO.,
55 CADILLAC SQUARE, DETROIT, MICH.

Clerks' Corner.

How Cliff Kelly Earned His Suit of Clothes. Written for the Tradesman.

"I'd give more to git that old critter's trade than for anything I can think of. I've been here now going on five years and she's never been in here after the first week nor looked this way. She don't seem to be put out about anything. I meet her on the street and she's always ready enough to stop and pass the time o' day. It begins there and it ends there. I've done everything but ask 'er out and out and I've tried to do that time and agin, but she always heads me off. Now you've come and you just start in and see what you can do. I believe if she didn't buy anything but a shoestring I'd put it down as a sort of event. Anyway you git that old woman's trade and I'll buy you the best suit of clothes that Fitem knows how to put up, and if you know Fitem you needn't be told it's wuth working for."

Cliff Kelly had been in the Clenwood store about three days when Elgate, the owner, made the above remark. It was a little after dinner when "there's nothin' doin'" and they were both looking out of the windows when "tough nut" went by. She was one of these little women that serve as samples of bottled energy, never at rest at home or abroad, with ways of her own and thoroughly believing that whomever has ways not her ways has something wrong about him. She was spry as a cat with that animal's gracefulness and as neat. She had a way of wearing things that "set her off somehow" and made the beholder believe that she was willing to pay and did pay a good price for what she wore.

Cliff watched her as long as she was in sight and made up his mind to have that suit of clothes. He'd seen her kind before and believed he could "land her." Elgate's remark about the shoestring set him thinking and he began right there.

"You said something about selling 'the old critter' a shoestring. What's her name, anyway?"

"Mary Malviny Drinkwater."

"Well, you don't sell shoestrings, do you?"

"You don't suppose we are in business for the fun of it, do you?"

"All I've got to say about that is that it's d—d poor business if you do, and I'm going to say right now that you'll have that part of the trade while I'm here."

A shoestring didn't seem to be worth quarreling about and the matter dropped, but all that day and for a long time

after Mary Malviny and her trade was the subject of the young man's thought. Women of that sort always go somewhere to church and the following Sunday in his best he went over to the Presbyterian church and asked the usher to put him into the seat behind her. He wanted to study "the old quail" to see what he could make out of her. He went early and soon she came tiptoeing in. She took her place at the end of the pew and that gave Cliff a chance to watch her.

He came away satisfied that "she was all right." She dressed like a lady and acted like one and he put her down as one, a conclusion he came to all the sooner from the fact that when she turned to go out she saw him and, knowing him to be a stranger, looked at him kindly and not satisfied with that came to him, put out her little neatly-gloved hand for him to take and made herself so agreeable that when he left her at the church door he had not only made up his mind to attend the Presbyterian service but told her so.

The following week Miss Drinkwater was the subject of conversation whenever a customer came in, for in a country town like that everybody knows everybody and what everybody knows he likes to talk about. He found the village divided, part liking the lady and the other part cordially hating her, the likers taking the lead. He found she had a commendable income which she was willing enough to spend provided she could get her money's worth, but that she was "the cantankerestest" old maid that ever breathed if anybody undertook to palm off on to her a thing she didn't want.

Having thus loaded up, Cliff Kelly attended divine service the next Sunday at the same place, where he occupied the same seat, or would have, had not Miss Drinkwater, after she looked around and saw him, pleasantly motioned for him to take a seat with her, an act of kindness, he afterwards learned, that settled his social position in the village. Of course he made himself useful with the hymn book and almost of course for his courtesy she invited him home to dinner at the close of the service, a fact which was duly commented on by the curious beholders for the rest of the week. As for Cliff he made up his mind that he would know before the dinner was over whether he was going to leave his measure with Fitem.

He found the interior of the Drinkwater cottage all that he expected. It was handsomely appointed and the pretty Emily Bowers who took the place of the hired girl, and wasn't one, made

the young fellow conclude that he'd be careful and not wear his welcome out if there was any way of keeping on the right side of the old lady. As luck would have it he found among her photographs the picture of a cousin of his and was not sorry to learn that Miss Drinkwater considered her one of the prettiest girls of her acquaintance; and with that for an entering wedge they soon became fairly well acquainted—the "critter" and Cliff.

Conversation readily drifted to the young man's work and once there the rest was easy.

"Strange that I haven't seen you at the store yet, Miss Drinkwater."

"It seems so, but it isn't. I'm afraid I'm a fussy old maid. I know what I want and am determined to have nothing else. Mr. Elgate has what I don't want and he tries to make me believe that I don't know what is good. Then, too, he made me pay for a pair of shoestrings and I have never traded there since. Small? Yes, it is; but that's one of the things that I don't like. Since you have been there I've been wondering if I'm not carrying my prejudices too far. I think I am and I am coming over to-morrow. I shall come about nine and I want you to be there for the first few times until I get hardened to it!"

It is needless to say that Cliff Kelly was in the best of spirits for the remainder of that meal and when he went through the white front gate a little later he came very near striking into a two-step. Nine o'clock found Miss Drinkwater delivering her order, a good long one, to her friend the clerk, while Mr. Elgate, with eyes and mouth wide open, looked and stared until the customer got as far as the sidewalk.

"Well, if that isn't the eighth wonder of the world! How did you do it?"

"Toughest job I ever had. Just make out that order for Fitem, will you; I'll take it right over and get measured."

He did; but somehow every time he sees Cliff with that suit on he looks and acts as if he had been swindled.

Richard Malcolm Strong.

He Wasn't Worrying.

It is not long since that a Muskegon lady visiting Colorado was starting for a drive along Boulder Canon. Her ideas of a canon, acquired wholly from illustrations, was of mighty clefts in giant rocks, and a drive along its edge meant following a thread-like road where the least swerving aside from the beaten track might result in being dashed to instant death.

Thinking to insure safe horses and careful driving on the part of the liveryman, she tried to impress him with the fact that she was prominently connected in her native city, her family one of wealth and much given to travel, so that if any disaster overtook her his reputation as a liveryman would suffer.

"Oh, that would be all right, ma'am," responded the Jehu, "I am an undertaker by profession, as well as a horseman, and if anything were to happen to you, I assure you the remains would be sent home in the most scientific and fashionable style. Why, only last week I sent home two bodies—a mother and daughter—who were the very bon ton of New York society, and no man ever got up a corpse in prettier style than those two."

He Wasn't Quite Sure.

"What are you doing with the dictionary, Harry?" asked his sister.

The Chicago youth hesitated a moment before replying.

"Well," he admitted at last, "I had a long talk in the conservatory with that Boston girl last night, and now I'm trying to find out whether she paid me some nice compliments or said some disagreeable things."

<p>2½ Pound Pocket</p>  <p>BEST CAROLINA New Orleans</p>	<p>Ask your Jobber for This RICE Absolutely the best grown. Orme & Sutton Rice Co. Chicago</p>	<p>3 Pound Pocket</p>  <p>CHOICEST IMPORTED JAPAN St. Louis</p>
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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.
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CREME DE MENTHE.
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The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

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

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

Relation of the Traveling Salesman to the Hardware Dealer.

The traveling salesman stands in several relations to the retailer, and not the least important of these would seem to be his friendship for him in giving him every point of advantage. As a rule, there is a motive behind this too obvious to need mention. He is working for his own good while doing good to others, and certainly this is in accordance with good Christian doctrine. The house that employs the salesman doesn't think much of the doctrine, however. The house is apt to consider the doctrine quite un-Christian, and sometimes harbors and even gives expression to rather un-Christian thoughts.

Aside from all pleasanties, however, the traveling salesman has one distinctive function to perform in his vocation, and this function is pre-eminently of an educational character. The traveling agent is an educator, and his most important and efficient work must lie in that direction.

To assume that the sales agent is sent out merely to be on hand when the retailer happens to be out of something would make of him just an errand boy, and to go even a step farther, and say that he is sent out to keep competitors from monkeying with customers, would still hardly justify the expense. To be sure, the expense is eventually borne by the retailer, but he, in turn, gets it out of the consumer. But the point is, couldn't the retailer send in his orders to the house, or any house, by mail, if it were simply a matter of ordering what he is out of and thus save time and expense? Certainly he could. The agent then would have no particular office to perform.

The fact is, however, that the agent's business is not merely that of collector of orders for goods that the retailer is out of or that he needs for a season's supply. Left to himself, neither the retailer nor the consumer would ever change styles or enlarge the variety of purchases.

Did you ever think how few articles are really required to satisfy actual needs? How few these are can be seen in pioneer towns, where, to start with, only staples are handled. Compare the store of to-day with the store of fifty years ago in the same line, and note the great variety of goods kept now as against then.

Very few real necessities have been added, but the hardware dealer's stock, like every other, has been greatly enlarged by the addition of new things—things for procuring greater comfort or saving time. Did the dealer or consumer demand them? No. Anything different from what we are accustomed to is never demanded. If the manufacturer makes or the dealer buys something new and waits for people to want it, there will be a long wait, and this applies to the most popular things in use to-day. The consumer asks for nothing new, ever, and the dealer is afraid of new things. He does not want to buy

things that have not already an established demand. Right here comes in the educative function of the traveling salesman. He is the one who makes a demand for the thousand and one things that have come into use. He presents the new article to the dealer and very often he goes and educates the consumer first and shows up the points of merit. If the consumer asks for it, there is no trouble in getting the dealer to handle it. The article, of course, must have merit.

A new article is supposed to be an improvement on old ones, if it does better work for the same money, or as good work for less money; or it is time and labor saving; or it adds comfort; or it is more artistic in design, or fills some new niche in household use. Now, all these points, whatever they may be, have to be talked up and explained. The dealer has to be convinced, and it takes a good man to do it. He has got to be onto his job. Nearly all the goods we sell nowadays have been added to by slow stages. Take the washing machine. A few years ago they were not part of a hardware stock. To-day they are an article of staple commerce. Years before, the washing machine was a county or village right scheme. It was not to sell washers, but rights, whatever that meant. Gradually the machine was perfected, and men were sent out to the trade and to consumers to show their workings and points of merit, and by a gradual process of educational work the washer, like thousands of other valuable articles, has become a staple article of use and demand.

The natural tendency is to let well enough alone as to all things that involve an outlay of money or a change of our habits. More than half the things found on the counters were once so-called new-fangled notions, and only by a gradual process were people educated to a point of demand for them. As an illustration of this, I will repeat what an old hardware man told me the other day, which is right to the point. We were speaking of the wringer business. He said: "I commenced business in the early sixties. Traveling salesmen in those days were not as numerous as in later years. A young fellow came along one day with a machine for wringing clothes. He knew how to work it and how to talk it to perfection. He spent the best part of two days trying to educate me in the mysteries and uses of his machine. As a last resort, he wanted me to let him come to the house and show the women folks how it worked. But my wife, after seeing and trying it, said she didn't want any such new-fangled notion in her house. The old way was plenty good enough, and it would be a long time before any of those chaps could convince her. Failing to make me buy, he offered to put a dozen in stock for me, 'no sale, no pay,' but I wouldn't even do that. My wife said it was no good, and our neighbor's wife said the same thing. But the fellow got my competitor to put in a few, and he sold them. Six months later another agent came along. He sold my competitor more this time, and I put in a few in self-defense. The price was \$80 a dozen then, or somewhere along there, and no comparison to the present article. Look at the output of wringers to-day," the old hardware man said. "Every family in the country, and in other countries as well, uses the wringer."

With as good a thing as the wringer,

as the above narrative shows, what hard work it was to get the people to use it. It took years of work to educate them up to it, and it was the traveling salesman who did the educating. Man does not willingly relinquish the things that he has been used to, but beyond that he is just as unwilling to accept anything new. Man is, in reality, not the progressive being that is claimed for him, and were the incentive of moneymaking left out, I doubt if much progress were made or many comforts added. Civilization, in fact, may be summed up as representing the cultivation of taste and of new desires and needs, and the more complex and varied these desires and needs become, the higher we proclaim the civilization. I think I have made out my case as well as could be done in so short a space—namely, that the traveling salesman is an educator and a very important factor in the civilizing influences of the world.—H. L. McNamara.

The Boys Behind the Counter.

Ishpeming—Victor Munson has taken a position in F. Braastad & Co.'s grocery store.

Big Rapids—J. J. Kelley, who has been clerking in C. H. Milner's drug store the past eight months, has gone to Ithaca to take a more lucrative position with H. J. Crawford.

Owosso—William Sullivan, clerk at Osburn & Sons' store, and Miss Anna Grady, formerly telephone operator at Owosso and Lansing, were married at St. Paul's Catholic church last Tuesday morning.

Grand Rapids—Wm. Sargeant has moved here from Fremont to take a clerkship in the store of the Winegar Furniture Co.

Ishpeming—Joe Nault, who has held a position with A. W. Meyers & Co. for some years past, has retired to take a clerkship in the grocery store of M. E. Lemay.

Lowell—Ernest Runnels has resigned his position in the dry goods store of Marks' Ruben & Co. to accept a more lucrative position in the store of M. Friedman & Co., at Grand Rapids.

A traveling man who drove across the country to a little town in Western Kansas the other day met a farmer hauling a wagonload of water. "Where do you get water?" he asked. "Up the road about seven miles," the farmer replied. "And you haul water seven miles for your family and stock?" "Yep." "Why in the name of sense don't you dig a well?" asked the traveler. "Because it's just as far one way as the other, stranger."

Jesse C. Watson, who has traveled continuously for the past twenty-three years, during which time he has not lost a day from illness or other cause, contemplates taking a lay-off during 1903, spending the first part of the year in California and the latter portion at St. Louis, taking in the Louisiana Purchase Exposition and visiting his son, who is now located in that city.

A. W. Meyer, formerly engaged in the meat business at Big Rapids, is now representing Armour & Co. on the road.

The Warwick

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

A. B. GARDNER, Manager.

Opportunity of a Lifetime



One half acre of land, store building and stock of general merchandise for sale in town of 200 population in Allegan county. Real estate will be sold for \$2,500. Two fine glass front wardrobe show cases, with drawers; also large dish cupboard and three movable wardrobes in flat above go with building. Will invoice the stock and fixtures at cost (and less where there is a depreciation), which will probably not exceed \$1,200 or \$1,500. Require \$2,000 cash, balance on mortgage at 5 per cent. Branch office of the West Michigan Telephone Co. and all telephone property reserved. Store building 26x62; warehouse for surplus stock, wood, coal and ice, 12x70; barn, 24x36, with cement floor; cement walk; heated by Michigan wood furnace on store floor; large filter cistern and water elevated to tank in bathroom by force pump. Cost of furnace, bathtub and fixtures, with plumbing, \$295. Five barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on

TRADESMAN COMPANY, Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HEIM, Saginaw - Dec. 31, 1902
WET P. DOTY, Detroit - Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
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 President, **A. C. SCHUMACHER**, Ann Arbor.
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Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Preservation of Lemon and Orange Oils.

Mr. Lohman says that one of the many great annoyances to the pharmacist is in keeping, in a fresh and salable condition, the two oils named. These goods as usually purchased from the jobber are put up by him in bottles from the original package, and when received are, to a greater or less extent, deteriorated, and by the time the last portion is sold we have a rank oil or pure turpentine. This is noticeable in the preparation of simple elixir, rendering a medicine more nauseous instead of performing its object as a vehicle. By the following method, he says, he has been able to keep these goods for a year as fresh and sweet as when first received.

The method employed by some of mixing alcohol and water, one ounce each, with these oils, is perhaps better than nothing, yet is not as good or convenient as the method I now offer. First, buy your oils in the original cans, from a reliable source. This insures good quality. As soon as you receive a can of oil empty it at once into a bottle twice the capacity and add for every pound of oil one-half ounce of C. P. nitric acid and four ounces of water, and shake frequently during forty-eight hours, when at the end of that time there will be a copious precipitate. This I believe to be a terpene separated from the oil by oxidation; and while I have not examined the precipitate to determine its character, in my own judgment I am correct. After washing the oil thoroughly, add calcium chlorid and quicklime, and percolate through coarsely powdered animal charcoal.

Oils treated in this manner are bright and clear, with taste and odor wholly unimpaired. A small quantity of lemon oil treated in this way remained perfectly fresh after three weeks' exposure in an open vessel. While I have not attempted to give a scientific account of this process, yet it is a practical and easy method of getting rid of one of the perplexities in our line.

Mineral Oil in Ground Flaxseed.

The addition of mineral oil to linseed oil has frequently been practiced and is well known, but the adulteration of ground flaxseed with this article is of recent origin. Recently a British journal informed us that an ingenious method of sophisticating linseed meal was being practiced. This consisted in expressing the natural fixed oil from the crushed seed, and triturating the resulting cake with petroleum oil of about the same density as linseed oil. Such a mixture was then placed on the market as "pure crushed flaxseed." Following closely upon this, the writer was told that considerable of this mineral oil adulterated flaxseed meal was being handled in our markets.

A sample of ground flaxseed was secured and the per cent. of oil estimated by exhausting it with carbon disulphide in the usual way. This indicated the presence of 55.5 per cent. of fixed oil, which is good for this product, but physically the meal was abnormally oily, and possessed a foreign odor and taste. An examination of the extracted oil showed that there was an undue amount of unsaponifiable matter present. A considerable quantity of the above ground flaxseed was then secured, one portion exhausted by pure ether; from another portion the oil was removed by hydraulic pressure.

The oil obtained by hydraulic pressure is highly fluorescent, dark in color, and abnormal of odor. Pure raw linseed oil expressed in the cold (as the above was) possesses a golden yellow color, while that obtained at a higher temperature is of a brownish yellow hue, but none has ever been reported as being fluorescent.

The oil extracted by means of the ether possessed the same abnormal physical appearance as the expressed oil.

The specific gravities and the saponification numbers were all abnormal. These point to the presence of a mineral oil, which was shown to be present to the extent of 40 per cent., or basing the calculation on the ground flaxseed itself, each 100 pounds of the ground flaxseed examined contained a little over 14 pounds of added mineral oil.

A sample of ground flaxseed was also met with which possibly indicates an embryonic attempt at adulteration. It contained the requisite amount of oil, which possessed the same fluorescent appearance as those examined above, but the oil proved upon investigation to be different from anything heretofore examined or recorded. The exact basis of this adulteration the writer has thus far been unable to ascertain.

Lyman F. Kebler.

The Drug Market.

Opium—Is dull and weak, on account of favorable crop reports and small demand.

Morphine—Is unchanged.

Quinine—Is firm.

Wood Alcohol—Has advanced 5c per gallon.

Cocaine—Is unchanged, although there are rumors of manufacturers getting together and advancing price. It is stated that the present price is below cost of manufacture.

Menthol—Is in better supply and has declined.

Balsam Copaiba—Pure balsam has advanced and is tending higher.

Camphor Gum—It is reported that the Japanese government is about to monopolize the crude camphor business, in consequence of which camphor is very firm.

Linseed Oil—Is firm and tending higher.

Facts About Deafness.

A French surgeon has collected statistics relative to deafness. It appears that males are more subject to aural diseases than females, and that out of every seven middle-aged persons there are two who do not hear so well with one ear as with the other. In every thousand children under 15 years of age four show symptoms of some ear disease, and six a marked deficiency in hearing power. The liability to disease increases from birth to the age of 40, and then gradually decreases as old age advances. Out of the total number of cases subjected to surgical treatment it is estimated that about 53 per cent. are cured and 30 per cent. permanently improved.

Prepare for Spring Trade.

It is time to prepare a campaign to secure your share of trade in spring remedies and house-cleaning specialties. The demand for these will commence in some localities in another month. There is always a good demand for blood remedies, toilet preparations and cleansing fluids in the spring, and there is no reason why you should not push your own in place of helping some one else to accumulate a fortune.

If you haven't a line of your own preparations, but purpose putting one up, it is time to commence, as it takes time to secure bottles and labels and prepare advertising matter. Don't use the regular packages and labels, but have original designs of labels made and adopt a distinctive package. This will become known to all your customers, and every one seeing a package will recognize it as from your store. It will be a constant advertisement. Individuality is what distinguishes a man from his fellows, and what makes a certain line of goods stand out among others of its class.

You should have a good blood purifier, tonic and liver pill, bug destroyer, rat paste, disinfectant, furniture polish, silver polish, cleaning fluid, moth destroyer, insect powder, also several toilet preparations to start with. They do not cost much to prepare, and every package sold is an advertisement for your store. Good formulas may be found by consulting the files of the Tradesman. Everything should be ready at least two weeks before the probable demand, and advertising commenced so as to familiarize the people with your goods, and when they are ready to buy you will get a greater share of the trade.

Liability of the Druggist.

An interesting case defining the liability of the druggist in the sale of dangerous drugs has just been decided by the Supreme Court of Iowa. It was based on injuries received by the careless handling of some phosphorus which the plaintiff purchased for W. H. Tobert, at Dubuque, Iowa. The opinion of the court, in part, is as follows:

When a person who has reached the age of discretion, and who is apparently in the possession of his mental faculties, applies to a druggist for a certain drug, he represents to the dealer by implication at least that he knows its properties and uses and that he is a fit person to whom sale thereof may be made, and that unless there is something connected with the transaction or something previously known to the seller, indicating that the would-be purchaser can not safely be intrusted with the substance, the sale of the substance called for may be made without explaining its properties or the manner in which it may safely be used or handled, and that under such circumstances the seller is not liable in damages for injuries to the purchaser resulting from the improper use or handling of the article, no matter how little knowledge the purchaser may in fact have had of its properties or of the manner in which it could not be safely used or handled. It appears clear to us that the vendor's legal duty to such a purchaser can go no further than to give him the identical substance he calls for.

Catch Lines for Booklets.

Not how cheap, but how good. Prescriptions are our specialty. Quality first, last and always. We dispense what is prescribed. We have the physicians' confidence. Don't forget we put up prescriptions. The best is none too good for the sick. Our prescription facilities are the best. If we haven't what you want we will get it.

The doctor looks to the druggist for results.

Pure fresh drugs give quick and certain results.

Varied experience is essential to a good dispenser.

We recognize the importance of accuracy in dispensing.

We invite comparison in prescription work and prices.

Any person can mix drugs. Only a qualified pharmacist can dispense.

If the physician does not get the results he is looking for it is owing to toleration or idiosyncrasy of the patient and is not the fault of the drugs if prescription is dispensed at Blank's drug store.

Sunflower-Seed Oil.

Consul Ravndal reports from Beirut that olive oil has many uses, but more substitutes, and few salads are compounded without the aid of one of them. Cotton seed oil is a favorite substitute, but, according to an Egyptian newspaper, this is soon to find a sturdy rival in the form of the seed of the sunflower. Experiments made by German chemists have convinced them, it seems, of the availability of this cheap raw material, and it may shortly become a valuable article of commerce. It is said to be convertible to many uses and, besides having possibilities as a lamp oil, may be used for dyeing purposes and in soapmaking.

An Undesirable Species.

"I believe," said the boarder at the head of the table, "you are something of a lepidopterist, Miss Peller."

"In an amateur way only, Mr. McGinnis," replied the young woman in the next seat.

"Well, here's a butter fly you may have," he said, pointing to it as he passed the dish to her.

Whereupon she stuck a pin in him.

SEE OUR WALL PAPERS

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

HFYSTEK & CANFIELD CO.

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

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

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

It's Like

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

\$20 FOUNTAIN

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

Grant Manufacturing Co., Inc.
 Pittsburg, Pa.

Advanced—
Declined—Menthol.

Menthol.....	②	4 80
Morphia, S., P. & W.	2	25¢ 2 50
Morphia, S., N. Y. Q.	2	15¢ 2 50
Morphia, Mal.....	2	15¢ 2 40
Moschus Canton.....	65¢	2 40
Myristica, No. 1.....	35¢	2 37
Nux Vomica...po. 15	①	30
Ox Sepia.....	35¢	10
Pepsin Saac, H. & P. D Co.....	②	1 00
Ptels Liq. N.N. ¼ gal. doz.....	②	2 00
Ptels Liq., quarts.....	①	1 00
Ptels Liq., pints.....	②	85
Pil Hydrarg....po. 82	②	50
Piper Nigra.....	22	18
Piper Alba...po. 35	②	70
Pur Argun.....	②	3
Plumbi Acet.....	10¢	100
Pulvis Ipecac et Opit	1	30¢ 1 50
Pyrethrum, boxes H & P. D. Co., doz.....	②	75
Pyrethrum, pv.....	25¢	30
Quassia.....	8¢	10
Quina, S. P. & W.....	29¢	39
Quina, S. German.....	29¢	39
Quina, N. Y.....	29¢	39
Rubia Rectorum.....	12¢	14
Saccharum Lactis pv Salcin.....	4	50¢ 4 75
Sanguis Draconis.....	40¢	50
Sapo, W.....	12¢	14
Sapo M.....	10¢	12
Sapo G.....	②	15
Selditz Mixture.....	50¢	22
Sinapis.....	②	18
Sinapis, opt.....	②	30
Snuff, Macaboy, De Vo's.....	②	41
Soda, Boras.....	9¢	11
Soda et Potass Tart.	23¢	25
Soda, Carb.....	14¢	2
Soda, Bi-Carb.....	3¢	5
Soda, Ash.....	3½¢	4
Soda, Sulphas.....	②	2
Spts. Cologne.....	②	2 60
Spts. Ether Co.....	50¢	55
Spts. Myrcia Dom.....	②	2 00
Spts. Vin Rect. 4bl	②	2
Spts. Vin Rect. 5bl	②	2
Spts. Vin Rect. 6gal	②	2
Spts. Vin Rect. 5 gal	②	2
Strychnia, Crystall	80¢	1 05
Sulphur, Subl.....	2½¢	4
Sulphur, Roll.....	2½¢	3½
Tamarinds.....	8¢	10
Terebinth Venice.....	28¢	30
Theobroma.....	50¢	55
Vanilla.....	9 00¢	16 00
Zinc Sulph.....	7¢	8
Oils		
Whale, winter.....	BBL.	GAL.
Lard, extra.....	70	70
Lard, No. 1.....	85	90
Lard, No. 1.....	50	55
Linseed, pure raw.....	66	69
Linseed, boiled.....	67	70
Neatsfoot, winter str	43	70
Spirits Turpentine..	50	53
Faints BBL. LB.		
Red Venetian.....	1½¢	2 25
Ochre, yellow Mars.	1½¢	2 24
Ochre, yellow Ber.....	1½¢	2 23
Putty, commercial.....	2¼	2¼ 23
Putty, strictly pure.	2¼	2¼ 23
Vermillion, Prime	American	13¢ 15
Vermillion, English.....	70¢	75
Green, Paris.....	14¢	18
Green, Peninsular.....	13¢	16
Lead, red.....	3	8¼
Lead, white.....	6	6 6
Whiting, white Span	②	90
Whiting, gliders.....	②	95
White, Paris, Amer.	②	1 25
Whiting, Paris, Eng.	cliff	② 1 40
Universal Prepared.	1 10¢	2 10
Varnishes		
No. 1 Turp Coach.....	1 10¢	1 20
Extra Turp.....	1 60¢	1 70
Coach Body.....	2 75¢	3 00
No. 1 Turp Furn.....	1 00¢	1 10
Extra Turk Damar.....	1 55¢	1 60
Jap.Dryer,No.1Turp	70¢	70

Drugs

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

**Hazeltine & Perkins
Drug Co.**

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Sugar
Mason Fruit Jars

DECLINED

Corn Syrup
Sauerkraut

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1

AXLE GREASE

Aurora doz. gross 6 00
Castor Oil doz. gross 7 00
Diamond doz. gross 4 25
Frazier's doz. gross 9 00
IXL Golden, tin boxes 75 9 00



Mica, tin boxes 75 9 00
Paragon doz. gross 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, 1/2 doz. case 8 00

JAXON

Royal
10c size 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

2

Blackberries

Standards 80
Baked Beans 1 00@1 30
Red Kidney 75@85
String 70
Wax 70

Blueberries

Standard 90
2 lb. cans, Spiced 1 90

Brook Trout

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

Clam Bouillon

Burnham's, 1/4 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
Fine..... 15
Moyen..... 11

Gooseberries

Standard 90
Hominy 85

Lobster

Star, 1/4 lb. 2 15
Star, 1 lb. 3 60
Pieric Tails 2 40

Mackerel

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

Mushrooms

Hotels 18@20
Buttons 22@25

Oysters

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

Peaches

Ple 1 65@1 85
Yellow 1 25

Pears

Standard 1 00
Fancy 1 25

Peas

Marrowfat 1 00
Early June 1 00
Early June Sifted 1 60

Plums

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 15

Salmon

1/4 lb. cans 3 75
1/2 lb. cans 7 00
1 lb. cans 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, 1/4s 3 1/2
Domestic, 1/2s 3 1/2
Domestic, Mustard 11@14
California, 1/4s 17@24
French, 1/4s 7@14
French, 1/2s 18@28

Strawberries

Standard 1 25
Fancy 1 25

Succotash

Fair 95
Good 1 00
Fancy 1 20

Tomatoes

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

CARBON OILS


Barrels @11
Perfection @10
Diamond White @9
D. S. Gasoline @12 1/2
Deodorized Naphtha @10 1/4
Cylinder @29
Engine @19
Black, winter @10 1/2

BATH BRICK

American 70
English 80

BLUING

Artic, 4 oz. ovals, per gross 4 00
Artic, 8 oz. ovals, per gross 6 00
Artic 16 oz. round per gross 9 00



CONDENSED PEARL BLUING

Small size, per doz. 40
Large size, per doz. 75

BROOMS

No. 1 Carpet 2 65
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@2 00
Russian Bristle 3 00@5 00
Discount, 33 1/3 % in doz. lots.

Shoe

Solid Back, 8 in. 45
Solid Back, 11 in. 95
Pointed Ends 85

Stove

No. 8 1 00
No. 7 1 30
No. 4 1 70
No. 3 1 90

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
Wickless 29

CANNED GOODS

Apples
3 lb. Standards 1 10
Gallons, standards 3 25

3

Catsup	2 00
Columbia, pints	1 25
Columbia, 1/4 pints	1 25
CHEESE	
Acme	2 12
Amboy	2 13
Elise	2 14
Emblem	2 12 1/2
Gem	2 13
Gold Medal	2 12
Ideal	2 12 1/2
Jersey	2 12 1/2
Riverside	2 12 1/2
Brick	14@15
Edam	2 90
Lelden	2 17
Limburger	13@14
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	7
Frank's	6 1/2
Schener's	6

CHOCOLATE	
Walter Baker & Co.'s	23
Premium	31
Breakfast Cocoa	46
Runkel Bros.	21
Vienna Sweet	28
Vanilla	31
Premium	28

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, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	20
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	41
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s and 1/4s	26 1/2
Dunham's 1/2s	27
Dunham's 1/4s	28
Bulk	13

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

COFFEE	
Roasted	
Special Combination	15
French Breakfast	17 1/2
Lexor, Mocha & Java	21
Old Gov't Java and Mocha	24
Private Estate, Java & Mocha	26
Supreme, Java and Mocha	27
F. M. C. brands	30 1/2
Mandehling	30 1/2
Purity	28
No. 1 Hotel	28
Monogram	26
Special Hotel	23
Parkhouse	21
Honolulu	21
Fancy Maracabo	16
Maracabo	13
Porto Rican	14
Marexo	11
Teller Coffee Co. brands	
No. 9	8 1/2
No. 10	9 1/2
No. 12	12
No. 14	12
No. 16	16
No. 18	18
No. 20	20
No. 22	22
No. 24	24
No. 26	26
No. 28	28
Belle Isle	20
Red Cross	24
Colonial	26
Junco	28
Koran	14
Delivered in 100 lb. lots.	

RIO	
Common	10 1/2
Fair	11
Choice	13
Fancy	15

SANTOS	
Common	11
Fair	14
Choice	15
Fancy	17
Peaberry	13

MEXICAN	
Fair	12
Choice	16
Fancy	17
Common	10 1/2
Fair	11
Choice	13
Fancy	15

CREAM TARTAR	
5 and 10 lb. wooden boxes	30
Bulk in sacks	29
DRIED FRUITS	

APPLES	
Sundried	26 1/2
Evaporated, 50 lb. boxes	10
CALIFORNIA PRUNES	
100-120 25 lb. boxes	3 1/2
90-100 25 lb. boxes	4 1/2
80-90 25 lb. boxes	5 1/2
70-80 25 lb. boxes	6 1/2
60-70 25 lb. boxes	7 1/2
50-60 25 lb. boxes	8 1/2
40-50 25 lb. boxes	9 1/2
30-40 25 lb. boxes	10 1/2
1/2 cent less in 50 lb. cases	

4

6	
FRESH MEATS	
Beef	
Carcass	5 @ 8 1/2
Forequarters	5 @ 6
Hindquarters	6 1/2 @ 9 1/2
Loins	9 @ 14
Ribs	8 @ 12
Rounds	6 @ 8
Chucks	5 @ 6
Flats	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
GRAINS AND FLOUR	
Wheat	
Wheat	83
Winter Wheat Flour	
Local Brands	
Patents	4 60
Second Patent	4 10
Straight	3 90
Second Straight	3 60
Clear	3 80
Graham	3 60
Buckwheat	4 30
Rye	3 20
Subject to usual cash discount.	
Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	4 50
Pillsbury's Best 1/2	4 50
Pillsbury's Best 1/4	4 40
Pillsbury's Best 1/8	4 30
Pillsbury's Best 1/16	4 20
Pillsbury's Best 1/32	4 10
Pillsbury's Best 1/64	4 00
Ball-Barnhart-Putman's Brand	4 30
Diamond 1/2	3 85
Diamond 1/4	3 85
Diamond 1/8	3 85
Worden Grocer Co.'s Brand	4 10
Quaker 1/2	4 10
Quaker 1/4	4 10
Quaker 1/8	4 10
Lard	
Compound	7 1/2
Pure	10
60 lb. Tubs, advance	7 1/2
80 lb. Tubs, advance	7 1/2
100 lb. Tubs, advance	7 1/2
50 lb. Tins, advance	7 1/2
20 lb. Pails, advance	7 1/2
10 lb. Pails, advance	7 1/2
5 lb. Pails, advance	7 1/2
9 lb. Pails, advance	7 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
1/4 bbls., 80 lbs.	2 40
Casings	
Pork	23
Beef rounds	5
Beef middles	12
Sheep	65
Butterine	
Solid, dairy	@ 14
Rolls, dairy	@ 14 1/2
Rolls, creamery	17
Solid, creamery	18 1/2
Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	17 50
Roast beef, 2 lb.	2 50
Potted ham, 1/2	50
Potted ham, 1/4	50
Deviled ham, 1/2	50
Deviled ham, 1/4	50
Potted tongue, 1/2	50
Potted tongue, 1/4	50
RICE	
Domestic	
Carolina head	8 1/2
Carolina No. 1	8 1/2
Carolina No. 2	8 1/2
Broken	8 1/2
HERRING	
Holland white hoops, bbl.	10 25
Holland white hoops, 1/2 bbl.	5 25
Holland white hoop, keg.	67
Holland white hoop, mch.	85
Norwegian	3 35
Round 100 lbs.	1 65
Round 40 lbs.	1 14
Scalped	14
Bloaters	1 50
Whitefish	
No. 1 No. 2 Fam	3 50
100 lbs.	8 50
40 lbs.	3 50
10 lbs.	95
8 lbs.	79
SEEDS	
Anise	9
Canary, Smyrna	3 1/2
Caraway	7 1/2
Cardamom, Malabar	1 00
Celery	10
Hemp, Russian	4
Mixed Bird	4
Mustard, white	7
Poppy	6
Rape	4
Cuttle Bone	14

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	20 00
Family Mess.	@ 15 75
Clear	@ 17 50
Dry Salt Meats	
Bellies	9 1/2
S P 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
Ham dried beef	@ 11 1/2
Shoulders (N. Y. cut)	@ 12 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 @ 9 1/2
Mince Hams	9 @ 9 1/2
Lard	
Compound	7 1/2
Pure	10
60 lb. Tubs, advance	7 1/2
80 lb. Tubs, advance	7 1/2
100 lb. Tubs, advance	7 1/2
50 lb. Tins, advance	7 1/2
20 lb. Pails, advance	7 1/2
10 lb. Pails, advance	7 1/2
5 lb. Pails, advance	7 1/2
9 lb. Pails, advance	7 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
1/4 bbls., 80 lbs.	2 40
Casings	
Pork	23
Beef rounds	5
Beef middles	12
Sheep	65
Butterine	
Solid, dairy	@ 14
Rolls, dairy	@ 14 1/2
Rolls, creamery	17
Solid, creamery	18 1/2
Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	17 50
Roast beef, 2 lb.	2 50
Potted ham, 1/2	50
Potted ham, 1/4	50
Deviled ham, 1/2	50
Deviled ham, 1/4	50
Potted tongue, 1/2	50
Potted tongue, 1/4	50
RICE	
Domestic	
Carolina head	8 1/2
Carolina No. 1	8 1/2
Carolina No. 2	8 1/2
Broken	8 1/2
HERRING	
Holland white hoops, bbl.	10 25
Holland white hoops, 1/2 bbl.	5 25
Holland white hoop, keg.	67
Holland white hoop, mch.	85
Norwegian	3 35
Round 100 lbs.	1 65
Round 40 lbs.	1 14
Scalped	14
Bloaters	1 50
Whitefish	
No. 1 No. 2 Fam	3 50
100 lbs.	8 50
40 lbs.	3 50
10 lbs.	95
8 lbs.	79
SEEDS	
Anise	9
Canary, Smyrna	3 1/2
Caraway	7 1/2
Cardamom, Malabar	1 00
Celery	10
Hemp, Russian	4
Mixed Bird	4
Mustard, white	7
Poppy	6
Rape	4
Cuttle Bone	14

8	
Imported.	
Japan, No. 1	5 1/2 @
Japan, No. 2	5 @
Java, fancy head	@
Java, No. 1	@
Table	@
JAXON	
Best grade Imported Japan,	
3 pound pockets, 33 to the	
bale	6 1/2
SALERATUS	
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	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 75
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	
Cod	
Georges cured	@ 6
Georges genuine	@ 6 1/2
Georges selected	@ 7
Grand Bank	@ 6
Strips or bricks	6 1/2 @ 10 1/2
Pollock	@ 8 1/2
Halibut	
Strips	14
Chunks	15 1/2
Trout	
No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	59
Mackerel	
Mess 100 lbs.	11 00
Mess 40 lbs.	4 70
Mess 10 lbs.	1 25
Mess 8 lbs.	1 08
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.	8 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.	67
Holland white hoop, mch.	85
Norwegian	3 35
Round 100 lbs.	1 65
Round 40 lbs.	1 14
Scalped	14
Bloaters	1 50
Whitefish	
No. 1 No. 2 Fam	3 50
100 lbs.	8 50
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SEEDS	
Anise	9
Canary, Smyrna	3 1/2
Caraway	7 1/2
Cardamom, 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. Babbitt brand—	
Babbitt's Best	4 00
Beaver Soap Co. brands	
GRAND PAS	
WONDER SOAP	
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 95
Umpire	2 35
German Family	2 65
Dingman Soap Co. brand—	
Dingman	3 85
N. K. Fairbank Co. brands—	
The N. K. Fairbank Co. issues	
a price list giving the price at	
which their soap is delivered in	
5-box lots and upwards at all the	
railroad stations in the Western	
States. Orders for delivery	
quantities are shipped from the	
factory direct to the pur-	
chaser, and the price delivered	
is some less than the price	
would be after freight was paid	
on shipments from stock. Del-	
ivery prices quoted on appli-	
cation.	
Fairy, oval	4 00
Fairy, laundry	6 50
Santa Claus	3 55
Tar	3 85
Brown	2 40
Fels brand—	
Naphtha	4 00
Gowans & Sons brands—	
Oak Leaf	3 50
Oak Leaf, big 5	4 15
JAXON	
Single box	3 35
5 box lots, delivered	3 30
10 box lots, delivered	3 25
Johnson Soap Co. brands—	
Silver King	3 65
Calumet Family	2 75
Scotch Family	2 85
Cuba	2 35
Jas. S. Kirk & Co. brands—	
Dusky Diamond	3 55
Jap Rose	3 75
Savon Imperial	3 55
White Russian	3 60
Dome, oval bars	3 55
Satinet, oval	2 55
White Cloud	4 10
Lautz Bros. brands—	
Big Acme	4 25
Acme 50	3 65
Marselles	4 00
Master	3 70
Proctor & Gamble brands—	
Lenox	3 55
Ivory 6 oz.	4 00
Ivory, 10 oz.	6 75
Schultz & Co. brand—	
Star	3 40
Search-Light Soap Co. brand—	
Search-Light, 100 twin bars	3 65
Searcomb Mfg. Co. brands—	
Magnetic	4 25
Puritan	2 50
Centennial	3 45
Harvest	2 75
Trumpet	2 70
A. B. Whisley brands—	
Good Cheer	3 80
Old Country	3 25
Scouring	
Sapolito, kitchen, 3 doz.	2 40
Sapolito, hand, 3 doz.	2 40

12	13	14	15
Palo Kilo Hlawatha Battle Axe Standard Navy Spear Head, 16 oz. Spear Head, 8 oz. Nobby Twist Jolly Tar Old Honesty Toddy J. T. Piper Hedsick Boot Jack Jelly Cake Flumb Bob Honey Dip Twist	Pails 2-hoop Standard 3-hoop Standard 2-wire, Cable Cedar, all red, brass bound Paper, Eureka Fibre Toothpicks Hardwood Softwood Banquet Ideal Tubs 20-inch, Standard, No. 1 18-inch, Standard, No. 2 16-inch, Standard, No. 3 20-inch, Cable, No. 1 18-inch, Cable, No. 2 16-inch, Cable, No. 3 No. 1 Fibre No. 2 Fibre No. 3 Fibre Wash Boards Bronze Globe Dewey Double Acme Single Acme Double Peerless Single Peerless Northern Queen Double Duplex Good Luck Universal Wood Bowls 11 in. Butter 13 in. Butter 15 in. Butter 17 in. Butter 19 in. Butter Assorted 13-15-17 Assorted 15-17-19 WRAPPING PAPER Common Straw Fiber Manila, white Fiber Manila, colored No. 1 Manila Cream Manila Butcher's Manila Wax Butter, short count Wax Butter, full count Wax Butter, rolls YEAST CAKE Magic, 3 doz. Sunlight, 3 doz. Sunlight, 1 1/2 doz. Yeast Cream, 3 doz. Yeast Foam, 3 doz. Yeast Foam, 1 1/2 doz. FRESH FISH White fish Trout Black Bass Halibut Clisoes or Herring Bluefish Live Lobster Boiled Lobster Cod Haddock No. 1 Pickerei Pike Perch Smoked White Red Snapper Col River Salmon Mackerel Oysters Can Oysters F. H. Counts F. S. D. Selects Selects Bulk Oysters Counts Extra Selects Selects Standards HIDES AND PELTS Hides Green No. 1 Green No. 2 Cured No. 1 Cured No. 2 Calfskins, green No. 1 Calfskins, green No. 2 Calfskins, cured No. 1 Calfskins, cured No. 2 Pelts Pelts, each Furs Beaver Wild Cat House Cat Red Fox Grey Fox Cross Fox Lynx Muskrat, fall Mink Raccoon Skunk Tallow No. 1 No. 2 Wool Washed, fine Washed, medium Unwashed, fine Unwashed, medium CANDIES Stick Candy Standard Standard H. H. Standard Twist Cut Leaf Jumbo, 32 lb. Extra H. H. Boston Cream Beet Root	Mixed Candy Grocers Competition Special Conserve Royal Ribbon Broken Cut Leaf English Rock Kindergarten Bon Ton Cream French Cream Dandy Pan Hand Made Cream Crystal Cream mix Fancy-In Pails Champ. Cryst. Gums Pony Hearts Fairy Cream Squares Fudge Squares Peanut Squares Sugared Peanuts Salted Peanuts Starlight Kisses San Blas Goodies Lozenges, plain Lozenges, printed Choc. Drops Eclipse Chocolates Choc. Monumentals Victoria Chocolate Gum Drops Moss Drops Lemon Sours Imperials Ital. Cream Opera Ital. Cream Bonbons 20 lb. palls Molasses Chews, 15 lb. palls Golden Waffles Fancy-In 5 lb. Boxes Lemon Sours Peppermint Drops Chocolate Drops H. M. Choc. Drops H. M. Choc. Lt. and Dk. No. 12 Gum Drops Licorice Drops Lozenges, plain Lozenges, printed Imperials Mottos Cream Bar Molasses Bar Hand Made Creams Cream Buttons, Pep. and Wint String Rock Wintergreen Berries Caramels Clipper, 20 lb. palls Standard, 20 lb. palls Perfection, 20 lb. palls Amazon, Choc Cov'd Korker 2 for 1 pr bx Big 3, 3 for 1 pr bx Dukes, 2 for 1 pr bx Favorite, 4 for 1 pr bx AA Cream Carls 3 lb FRUITS Oranges Florida Russett Florida Bright Fancy Navels Extra Choice Late Valencias Seedlings Medt. Sweets Jamaloes Rodi Lemons Verdell, ex fcy 300 Verdell, fcy 300 Verdell, ex chco 300 Verdell, fcy 360 Majori Lemons, 300 Messinas 300s Messinas 360s Bananas Medium bunches Large bunches Foreign Dried Fruits Figs California, Fancy Cal. pkg. 10 lb. boxes Extra Choice, Turk, 10 lb. boxes Fancy, Turk, 12 lb. boxes Pulled, 6 lb. boxes Naturals, in bags Fards in 10 lb. boxes Fards in 50 lb. cases Hallow lb. cases, new Sairs, 80 lb. cases NUTS Almonds, Tarragona Almonds, Ivica Almonds, California, soft shelled Brazil Filberts Walnuts, Grenoble Walnuts, softshelled California No. 1 Table Nuts, fancy Pecans, Med Pecans, Ex. Large Pecans, Jumbos Hickory Nuts per bu. Ohio, new Cocoanuts, full sacks Chestnuts, per bu. Peanuts Fancy, H. P., Suns Fancy, H. P., Suns Roasted Choice, H. P., Extras Choice, H. P., Extras Roasted Span. Shld No. 1 in w	STONEWARE Butters 1/2 gal., per doz. 1 to 6 gal., per gal. 8 gal. each 10 gal. each 12 gal. each 15 gal. meat-tubs, each 20 gal. meat-tubs, each 25 gal. meat-tubs, each 30 gal. meat-tubs, each Churns 2 to 6 gal., per gal. Churn Dashers, per doz. Milkpans 1/2 gal. flat or rd. bot., per doz. 1 gal. nat or rd. bot., each Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz. 1 gal. flat or rd. bot., each Stewpans 1/2 gal. fireproof, ball, per doz. 1 gal. fireproof, ball, per doz. Jugs 1/2 gal. per doz. 1 gal. per doz. 1 to 5 gal., per gal. Sealing Wax 5 lbs. in package, per lb. LAMP BURNERS No. 0 Sun No. 1 Sun No. 2 Sun No. 3 Sun Tubular Nutmeg LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun No. 1 Sun No. 2 Sun Anchor Carton Chimneys Each chimney in corrugated carton. No. 0 Crimp No. 1 Crimp No. 2 Crimp First Quality No. 0 Sun, crimp top, wrapped & lab. No. 1 Sun, crimp top, wrapped & lab. No. 2 Sun, crimp top, wrapped & lab. XXX Flint No. 1 Sun, crimp top, wrapped & lab. No. 2 Sun, crimp top, wrapped & lab. No. 2 Sun, hinge, wrapped & lab. Pearl Top No. 1 Sun, wrapped and labeled No. 2 Sun, wrapped and labeled No. 2 hinge, wrapped and labeled No. 2 Sun, "Small Bulb," for Globe Lamps La Bastie No. 1 Sun, plain bulb, per doz. No. 2 Sun, plain bulb, per doz. No. 1 Crimp, per doz. No. 2 Crimp, per doz. Rochester No. 1 Lime (65c doz) No. 2 Lime (70c doz) No. 2 Flint (80c doz) Electric No. 2 Lime (70c doz) No. 2 Flint (80c doz) OIL CANS 1 gal. tin cans with spout, per doz. 1 gal. galv. iron with spout, per doz. 2 gal. galv. iron with spout, per doz. 3 gal. galv. iron with spout, per doz. 5 gal. galv. iron with spout, per doz. 3 gal. galv. iron with faucet, per doz. 5 gal. galv. iron with faucet, per doz. 5 gal. tilting cans 5 gal. galv. iron Nacefas LANTERNS No. 0 Tubular, side lift No. 1 B Tubular No. 15 Tubular, dash No. 1 Tubular, glass fountain No. 12 Tubular, side lamp No. 3 Street lamp, each LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c No. 0 Tub., cases 2 doz. each, box, 15c No. 0 Tub., bbls 5 doz. each, per bbl No. 0 Tub., Bull's eye, cases 1 doz. each BEST WHITE COTTON WICKS Roll contains 32 yards in one piece. No. 0, 1/2-inch wide, per gross or roll No. 1, 3/4-inch wide, per gross or roll No. 2, 1-inch wide, per gross or roll No. 3, 1 1/2-inch wide, per gross or roll COUPON BOOKS 50 books, any denomination 100 books, any denomination 500 books, any denomination 1,000 books, any denomination Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books 100 books 500 books 1,000 books Credit Checks 500, any one denomination 1,000, any one denomination 2,000, any one denomination Steel punch



LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire.

Lea & Perrin's, large..... 3 75
Lea & Perrin's, small..... 2 50
Halford, large..... 3 75
Halford, small..... 2 25
Salad Dressing, large..... 4 55
Salad Dressing, small..... 2 75

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

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

WASHING POWDER
Gold Dust, regular..... 4 50
Gold Dust, 5c..... 4 00
Kirkolline, 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..... 30
Splint, large..... 6 00
Splint, medium..... 5 00
Splint, small..... 4 00
Willow Clothes, large..... 5 50
Willow Clothes, medium..... 5 00
Willow Clothes, small..... 4 75
Butter Plates
No. 1 Oval, 250 in crate..... 45
No. 2 Oval, 250 in crate..... 50
No. 3 Oval, 250 in crate..... 55
No. 5 Oval, 250 in crate..... 65
Egg Crates
Humpty Dumpty..... 2 25
No. 1, complete..... 30
No. 2, complete..... 25
Clothes Pins
Round head, 5 gross box..... 45
Round head, cartons..... 62
Mop Sticks
Trojan spring..... 90
Eclipse patent spring..... 85
No. 1 common..... 75
No. 2 patent brush holder..... 85
12 lb. cotton mop heads..... 1 25
Ideal No. 7..... 90

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.

That's the One!!

The Ann Arbor Quick Lighting Gasoline Lamps

Give the best satisfaction. New styles, new prices, catalogue free. Send for agency proposition at once.

The Superior Manufacturing Co.
20 S Main St., Ann Arbor, Mich.

We are agents for Western Michigan for the

Neverslip Shoes and Calks

If your blacksmith does not handle them write direct to us.

Sherwood Hall

Grand Rapids, Michigan

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.

The Happy Farmer and the City Man.

Oh, the happy, happy farmer, who lives seven miles from town,
Has no furnace in the basement that must now be shaken down;
He doesn't have to hurry out to catch the train, and then
Work behind a desk and worry as the slave of other men;
No superior berates him for the small mistakes he makes,
He is not denied employment for some little rule he breaks,
And he needn't, when he's weary from the duties of the day,
Hurry to some distant station, dodging footpads on the way.

Oh, the happy, happy farmer, he just hustles out of bed
And goes shivering for the kindling, which he chops out in the shed;
Then, while maw is getting breakfast, he runs out to milk the cows
And to pry the frozen hay up from the dusty, musty mows;
Oh, he milks away at Bossy, and his hands are cracked and sore,
But he thinks with kindly pity of the pale clerk in the store,
And he carries down the horses, and, at last, all hairy, goes
In to breakfast with the odor of the stable in his clothes.

Oh, the happy, happy farmer doesn't have to pay a cent
To a landlord who is heartless when he comes to claim his rent;
The luckless clerk is worried when some other man than he
Is promoted to a station where he knows he ought to be,
And his wife—his poor wife—nags him just because she can not fly
To a perch beside some neighbor who is roosting rather high;
He must walk an aisle from morning till they close the doors at night,
And goes home to find the water in the laundry frozen tight.

Oh, the happy, happy farmer wades in snow up to his knees
Out to where the wintry demons have been overturning trees,
And he chops and nearly freezes while the mad winds howl away,
And the echoes of his mauling ring among the trees all day;
The snow gets in his boottops and the frost bites at his ears,
While the noises he produces are the only sounds he hears,
And at night he thaws the pump loose and goes out to do the chores,
Where the snow, in long, thin ridges, filters through the stable doors.

Oh, the happy, happy farmer, what a careless life he leads!
Instead of always buying, he just raises what he needs;
His neighbors don't ignore him if he's not as rich as they—
All he has to do is work and keep the old gray wolves away;
The coal man and the plumber never crowd him to the wall—
He just keeps forever paying for farm implements, that's all;
And at night he needn't dress and blow three dollars for the treat
Of beholding a performance that's worth fifty cents a seat.

Practical Tests as a Means of Getting Evidence.

It is with fear and trembling that the persons who deal in fraud and deception will notice the innovation introduced by Justice Underwood. The justice put his system into practice for the first time in the case of a merchant who refused to pay for sundry bushels of beans on the ground that the beans would not cook. Instead of wasting his time over arguments and legal points, the justice called for a sample of the beans and proceeded to cook them. The testimony of the beans themselves thus took the place of sworn statements and legal argument. Having cooked the beans and partaken of them the justice is now able to hand down a decision showing complete and exhaustive information on the subject.

A general adoption of the new system is evidently entirely practicable in scores of cases. It is a frequent complaint that food-stuffs are adulterated, that vegetables are unripe or over-ripe, that breads, cakes and pies are underweight. Eggs with a notorious past purport to be fresh. Clocks that will not run, shoes that do not fit, pistols that miss fire, fuel that will not burn—any or all of these causes of complaint may now be studied scientifically and adjudged with certain knowledge. The victim of the rose netting over the peaches need not bring his peaches into court and let the court eat his way to a verdict. The purchaser who asked for coal and received a fire-proof mixture of slate, shale and slag needs but to bring forward a scuttful of specimens and call for a trial by fire. It is true that in such instances as the druggist's

substitution of Paris green for seidlitz powders the justice would be in difficulties. Possibly he would be unable to attend to the subsequent proceedings, but he could safely trust to his successor to secure light from the experiment.

The best evidence regarding a thing is the thing itself. The proof of the bean is in the eating. A system of practical tests as a means of getting evidence is to be commended as an enormous saving in time and talk.—Chicago News.

Ballast in Business.

Many good qualities go to the insuring of a genuine success: a strong, hopeful heart, industry, patience, perseverance, a largeness of aim and view, tenacity of purpose, power to control the tongue, swift precision of mental sight, a clear view into the future, reticence concerning plans, the submission of the body to the will, and, as a prime factor, that peculiar virtue which, for want of a specific name, may be called "ballast." Ballast is really many virtues in nice proportion. It is to know ourselves, our position, and the power we possess for any task to be done. It is the making for a desired point, with the steadiness of a locomotive, and as directly as a crow flies. If we accuse a person of wanting "ballast," we think of him blown about by every wind of circumstance and of wavering among a variety of ends. This great commercial sin. No one in the business world is held more cheaply than the man without ballast. He is like a ship leaving port with colors flying and not a pound of ballast in her hold.

Whenever you meet a man who thinks he knows all, it's ten to one that he isn't married.

Hardware Price Current

Ammunition					Adze Eye.....		Mattocks.....\$17 00..dis		
Caps					Metals—Zinc				
G. D., full count, per m.....	40				800 pound casks.....7 1/2				
Hicks' Waterproof, per m.....	50				Per pound.....8				
Musket, per m.....	75				Miscellaneous				
Ely's Waterproof, per m.....	80				Bird Cages.....40				
Cartridges					Pumps, Cistern.....75&10				
No. 22 short, per m.....	2 50				Screws, New List.....85&20				
No. 22 long, per m.....	3 00				Casters, Bed and Plate.....50&10&10				
No. 32 short, per m.....	5 00				Dampers, American.....50				
No. 32 long, per m.....	5 75				Molasses Gates				
Primers					Stebbins' Pattern.....60&10				
No. 2 U. M. C., boxes 250, per m.....	1 40				Enterprise, self-measuring.....30				
No. 2 Winchester, boxes 250, per m.....	1 40				Pans				
Gun Wads					Fry, Acme.....60&10&10				
Black edge, Nos. 11 and 12 U. M. C.....	60				Common, polished.....70&85				
Black edge, Nos. 9 and 10, per m.....	70				Patent Planished Iron				
Black edge, No. 7, per m.....	80				"A" Wood's patent planished, Nos. 24 to 27.....10 80				
Loaded Shells					"B" Wood's patent planished, Nos. 25 to 27.....9 80				
New Rival—For Shotguns					Broken packages 1/4c per pound extra.				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100	Planes			
120	4	1 1/2	10	10	\$2 30	Ohio Tool Co.'s, fancy.....40			
129	4	1 1/2	9	10	2 90	Selota Bench.....50			
128	4	1 1/2	8	10	2 90	Sandusky Tool Co.'s, fancy.....40			
126	4	1 1/2	6	10	2 90	Bench, first quality.....45			
135	4 1/4	1 1/2	5	10	2 95	Nails			
154	4 1/4	1 1/2	4	10	3 00	Advance over base, on both Steel and Wire.....			
200	3	1	10	12	2 50	Steel nails, base.....2 35			
208	3	1	8	12	2 50	Wire nails, base.....2 35			
236	3 1/4	1 1/2	6	12	2 65	20 to 60 advance.....Base			
265	3 1/4	1 1/2	5	12	2 70	10 to 16 advance.....5			
284	3 1/4	1 1/2	4	12	2 70	8 advance.....10			
Discount 40 per cent.					4 advance.....20			3 advance.....30	
Paper Shells—Not Loaded					2 advance.....70			Fine 3 advance.....50	
No. 10, pasteboard boxes 100, per 100.....	72				Casting 10 advance.....15			Casting 8 advance.....25	
No. 12, pasteboard boxes 100, per 100.....	64				Casting 6 advance.....35			Finish 10 advance.....25	
Gunpowder					Finish 8 advance.....35			Finish 6 advance.....45	
Kegs, 25 lbs., per keg.....	4 00				Barrel 1/2 advance.....85			Rivets	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25				Iron and Tinned.....50			Copper Rivets and Burs.....45	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25				Shot			Roofing Plates	
In sacks containing 25 lbs.					Drop, all sizes smaller than B.....1 65			14x20 IC, Charcoal, Dean.....7 50	
Augurs and Bits					Snell's.....60			14x20 IX, Charcoal, Dean.....9 00	
Axes					Jennings genuine.....25			20x28 IC, Charcoal, Dean.....15 00	
Barrows					Jennings' Imitation.....50			14x20 IC, Charcoal, Allaway Grade.....7 50	
First Quality, S. B. Bronze.....	5 00				Railroad.....12 00			14x20 IX, Charcoal, Allaway Grade.....9 00	
First Quality, D. B. Bronze.....	9 00				Garden.....29 00			20x28 IC, Charcoal, Allaway Grade.....15 00	
First Quality, S. B. S. Steel.....	6 50				Bolts			20x28 IX, Charcoal, Allaway Grade.....18 00	
First Quality, D. B. Steel.....	10 50				Stove.....70			Ropes	
Rivets					Carriage, new list.....60			Sisal, 1/2 inch and larger.....10	
Snell's.....	60				Plow.....50			Manilla.....14 1/2	
Jennings genuine.....	25				Buckets			Sand Paper	
Jennings' Imitation.....	50				Well, plain.....\$4 00			List acct. 19, '86.....dis 50	
Axes					Butts, Cast			Sash Weights	
First Quality, S. B. Bronze.....	5 00				Cast Loose Pin, figured.....70			Solid Eyes, per ton.....25 00	
First Quality, D. B. Bronze.....	9 00				Wrought Narrow.....60			Sheet Iron	
First Quality, S. B. S. Steel.....	6 50				Chain			Nos. 10 to 14.....com. smooth. com.	
First Quality, D. B. Steel.....	10 50				1/4 in. 5-16 in. 1/2 in. 3/4 in. 1 in. 1 1/4 in. 1 1/2 in. 1 3/4 in. 2 in. 2 1/2 in. 3 in. 3 1/2 in. 4 in. 4 1/2 in. 5 in. 5 1/2 in. 6 in. 6 1/2 in. 7 in. 7 1/2 in. 8 in. 8 1/2 in. 9 in. 9 1/2 in. 10 in. 10 1/2 in. 11 in. 11 1/2 in. 12 in. 12 1/2 in. 13 in. 13 1/2 in. 14 in. 14 1/2 in. 15 in. 15 1/2 in. 16 in. 16 1/2 in. 17 in. 17 1/2 in. 18 in. 18 1/2 in. 19 in. 19 1/2 in. 20 in. 20 1/2 in. 21 in. 21 1/2 in. 22 in. 22 1/2 in. 23 in. 23 1/2 in. 24 in. 24 1/2 in. 25 in. 25 1/2 in. 26 in. 26 1/2 in. 27 in. 27 1/2 in. 28 in. 28 1/2 in. 29 in. 29 1/2 in. 30 in. 30 1/2 in. 31 in. 31 1/2 in. 32 in. 32 1/2 in. 33 in. 33 1/2 in. 34 in. 34 1/2 in. 35 in. 35 1/2 in. 36 in. 36 1/2 in. 37 in. 37 1/2 in. 38 in. 38 1/2 in. 39 in. 39 1/2 in. 40 in. 40 1/2 in. 41 in. 41 1/2 in. 42 in. 42 1/2 in. 43 in. 43 1/2 in. 44 in. 44 1/2 in. 45 in. 45 1/2 in. 46 in. 46 1/2 in. 47 in. 47 1/2 in. 48 in. 48 1/2 in. 49 in. 49 1/2 in. 50 in. 50 1/2 in. 51 in. 51 1/2 in. 52 in. 52 1/2 in. 53 in. 53 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Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Feb. 17, President Fuller presided.

J. A. Mohrhard, at 561 Cherry street, and Ed. Wykell, at 686 Wealthy avenue, were accepted to membership.

The special committee to which was referred the matter of bringing about an agreement between the grocers and butchers to dispense with one telephone—and every loyal citizen of Grand Rapids knows which one—reported progress and was given further time to investigate the subject. This committee is acting in conjunction with a similar committee from the Grand Rapids Retail Meat Dealers' Association and the joint committee has sent out the following circular letter to the grocers and butchers of the city:

The Retail Grocers' Association and the Retail Meat Dealers' Association are endeavoring to adopt measures whereby their members can eventually escape the burden of maintaining two telephones in their respective places of business, which said proposed measure is based wholly upon economic reasons, and with this object in view a joint committee has been appointed from each of the respective Associations for the purpose of interviewing the respective dealers and collecting such information as to better enable them to accomplish the purpose to which their efforts are directed, disclaiming any intention whatever of asking any questions for the purpose of enquiring into the private business relations existing between any of the respective dealers and their customers, and acting solely in what the committee considers to be the highest interest of both the dealers and their customers, they hereby take the liberty to submit to you the following questions, which you will kindly answer for the purposes of, and with a view of obtaining the objects herein before mentioned:

Have you both phones? If not which one are you using?

If you are not using a telephone, do you contemplate using one? If so, when and what system?

Do you favor the maintenance of two separate telephone systems in our city? Does your business justify the expense of dual telephone service?

How many of your customers have recently ordered out their telephones, but which have not as yet been removed by the company operating the line?

How many of your customers are using a telephone under a lease exceeding three years?

If you are maintaining two telephones in your place of business, does the volume of business you receive, from the fact of your maintaining two telephones, equal the extra expense it involves?

How many customers do you think you would lose ultimately by the displacing of one telephone?

Are you in sympathy with our efforts to do away with the necessity of maintaining two telephones?

Will you kindly give the committee your assistance to the extent of answering the above questions and offering any suggestions you may have which you think would assist in attaining this object, believing as we do that it will result finally to our mutual advantage?

The Secretary presented the following communication from D. Marlatt, the veteran retail grocer at 115 Broadway:

I received yours of some time ago, but was not able to attend your meeting, so was obliged to stay at home. I should have been glad to be one of the number, but so goes life. It is very uncertain. Perhaps there may come a time when I can meet with the grocery men. If I can I shall be very glad to do so.

On motion, Mr. Marlatt was elected an honorary member of the Association. On the opening of the question box, the following enquiry was found:

It is generally known that the jobbers sell goods to their employees at wholesale prices. Is it consistent, or, in other words, is it doing justice to the retailer or do they owe it to said employees?

Mr. Radcliff claimed that it was the fault of the retailer that so many goods are being sold by wholesalers to restaurants.

Martin Schram stated that, in his opinion, the wholesale houses should cut off the sale of goods to their employees, because the latter not only supply themselves but their neighbors and friends as well.

Fred Fuller stated that a certain wholesale grocery wagon recently stopped at a house near his store with a small package of coffee. When he called up the house and remonstrated with the management, he was informed that the purchaser of the coffee was a partner in a lumber business up north and that the house was obliged to sell him goods at wholesale prices in order to retain the trade of his firm. Mr. Fuller believed in selling his own clerks goods at 5 per cent. above cost.

Homer Klap opposed the sale of goods to clerks at any other than regular prices. He preferred to pay his clerks 50 cents to \$1 more per week rather than make any concession of this character. He believed the retailers to be to blame for the broken package nuisance and cited an instance where a so-called grocer buys two pounds of tea and half a cheese at a time.

Frank J. Dyk believed that a respectful request to the wholesalers, asking them to discontinue the practice of selling goods at wholesale to their employees, except in the case of married men, would receive attention. He intimated that certain boarding houses were being supplied at wholesale prices from the jobbing houses through the medium of single men in their employ.

Martin Schram suggested that the wholesale houses be requested to raise the salaries of their men \$1 per week in consideration of their cutting off this concession.

A member stated that one of his customers had saved 5 cents by buying a 50 pound sack of flour from the Valley City Milling Co. direct, and suggested that the company be requested to maintain the full retail price on retail sales.

Henry Raymond, city salesman for the Valley City Milling Co., insisted that the price must have been a mistake on the part of the clerk and urged the grocers to take the bull by the horns.

It was announced that at the next meeting of the Association addresses would be made by Ed. Killean and H. M. Liesveld.

Hides, Pelts, Furs Tallow, and Wool.

The hide market remains firm at the decline. Receipts are more in evidence. The early take-off commands a higher value than regular quotations. The demand is good and trading goes on as usual on a quiet market, with no accumulations.

Pelts are in good demand, on a short supply. Receipts are small. Prices are strong. All good stock is selling readily at full value.

Furs are in demand for the coming March sales. Prices on good skins are well sustained. The home consumption is large, but there is an absence of speculation.

Tallow remains firm at last week's prices. There is no accumulation of stocks.

Wools are rather quiet, from local causes, mainly the strike in Providence. The mills generally are running twenty-four hours and grinding up large quantities of wool to fill orders on books. The amount offering is much less than one year ago and is firmly held, with an advance asked over January sales. This has tended to check sales. Holders claim they can not replace stocks at the same price. At the Far West the coming clip is being contracted at prices above what it will bring at seaboard towns. Growers and dealers look for higher values in coming clip nearer the importing point, and the outlook

warrants same. Sales in the State are of considerable volume and offerings are made of all lots held.

Wm. T. Hess.

Milford—F. H. Trump & Son, manufacturers of knit goods and dealers in millinery and fancy goods, have sold out to H. Groner.

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 GENERAL STORE WITH about \$2,000 stock; situated in country; first-class location. Address 416 Erie St., Port Huron, Mich. 290

160 ACRE FARM, IMPROVED, HOWELL county, Missouri, to exchange for stock of groceries. Address Lock Box 273, Utica, Ohio. 301

FOR SALE—GOOD BUSINESS BUILDING and good location. Traverse City, Mich. Also 40 acres of good land near the city; good orchard. For particulars address F. J. Stover, Traverse City, Mich. 299

FOR SALE—OMEO; RECORD, 2:30; CAN pace in 2:14. Stallion Golden Boy, 2:23. Four Shetland ponies. Well bred colts. Come and see or write F. O. Gardner, Pentwater, Mich. 297

FOR SALE—GRANDFATHER CLOCK; good one; photo if desired. Box 309, Westerville, Ohio. 298

SODA FOUNTAIN FOR SALE. TUFT'S make; ten cup size. Address J. L. Stansell, Grand Lodge, Mich. 296

PROSPECTUS OF SCHLEY AND SANTI- ago, our Book Catalogue and Ropp's 50 cent edition; all three postpaid for 10 cents. Address Howard Book House, Windfall, Ind. 295

FOR SALE OR EXCHANGE—FIRST-CLASS stock of clothing, men's furnishings and shoes; doing excellent business; net invoice, \$4,000; town of 1,500; two railroads; coal fields; brick plants; excellent farming community; only exclusive men's furnishing goods store within twelve miles; a snap for some one. J. B. Holman & Co., Cayuga, Ind. 294

PRINTER EDITOR WISHES CORRESPOND- ence with business men in town of about 500 population with view to establishing weekly newspaper. Address No. 293, care Michigan Tradesman. 293

FOR RENT—PART OF STORE; BEST LO- cation in bustling manufacturing city of 4,000 population, Southern Michigan; store, 2x5 60; good opening for music store. Address No. 292, care Michigan Tradesman. 292

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

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—STOCK OF DRY GOODS, GRO- ceries, shoes, rubbers and hardware. Will invoice about \$3,500. Located in best farming country in Central Michigan. Cash sales last year, \$15,000. Address J. T. H., care Michigan Tradesman. 270

500 ACRE STOCK FARM, WITH OR WITH- out 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 OF 140 acres in Southern Michigan, excellent buildings, for property in any live town in State. Would take small drug stock as part payment. Address No. 195, care Michigan Tradesman. 195

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

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

FOR 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

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

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

FOR SALE—STOCK OF GENERAL MER- chandise; 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

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

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

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

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

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

MISCELLANEOUS

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 PO- sition 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

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

PHYSICIAN WANTED; GOOD PRACTICE; registered pharmacist preferred. Address Drug Doctor, care Michigan Tradesman. 262

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

For Sale Cheap

1 Engine 16x22.

1 Cornell & Dengler Box Printer.

1 Michels Segment Resaw.

Several small Cut-off and Rip Saws.

Shafting and Pulleys.

1 Saw Filer.

F. C. Miller.

223 Widdicomb Building, Grand Rapids