

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1902.

Number 962

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of Gas
and Gasoline Sundries
Grand Rapids, Michigan

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING

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

28 and 30 South Ionia Street,
Grand Rapids, Mich.

Mail orders promptly seen to. Open
daily from 7:30 a. m. to 6 p. m., except
Saturdays to 1 p. m. Customers' ex-
penses allowed. Citizens phone, 1957.
Bell phone, Main 1282.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



Offices { Widdicomb Bldg., Grand Rapids.
Detroit Opera House Block, Detroit.
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Prompt attention to all kinds of Collec-
tions, Adjustments and Litigation. Our
credit advices will avoid making worth-
less accounts. We collect all others.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g., Grand Rapids, Mich.

Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
C. E. McCrone, Manager.

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and
jobbers whose interests are affected by
the Food Laws of any state. Corres-
pondence invited.

1232 Majestic Building, Detroit, Mich.



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REVIVAL SERVICES.

This is the season of revival services and the indications are that it is being quite generally observed among the churches, urban and rural, with varying degrees of success and interest, and that in spite of many difficulties arising from inclement weather and other causes. From reports received no new prophet has arisen and no new phase of religious activity has manifested itself, and the meetings, in this section at least, have been free from any of those aberrations which afford the worldly an opportunity to charge sensationalism, or emotionalism, or any of the other isms with which the church is sometimes taunted by the irreverent and the disrespectful.

It can not be successfully denied that revival meetings, rightly conducted and led by men who are engaged in the work from pure love of humanity, do a great deal of good. They quicken the religious life of the church and the individual and by placing especial emphasis upon certain phases of religious experience, which are not dwelt upon "every Sunday," so to speak, many who have grown lukewarm in their service and devotion are brought back to their former activity. However, revivals are not playing the large part in the work of the church which they once did. To-day they are introspective and retrospective in their function, a sort of an inventory taking, and are designed to show the church and the individual where they stand spiritually. Time was when the revival was held solely for the purpose of securing an outpouring of the Holy Ghost and the intervention of divinity in the lives of individuals, churches and communities. It is not known whether the old methods and the old beliefs in this respect are deemed inadequate in these times, but it is certain that they are being gradually abandoned, whether for the worse or not time will tell. Without any intended disparagement, there is a good deal of the philosophy of the world creeping into the churches to-day, and the belief prevails in these times that, in religion as well as in anything else, it is the normal sane and persistent effort

that counts in the long run, rather than the periodical and spasmodic, and this tendency is having a marked effect upon the churches.

There are many signs in the air that the bicycle fad has about petered out. First and foremost is the noticeable diminution in the number of riders to be seen on the streets and avenues as compared with two or three years ago. Then, hundreds were to be seen during the evenings, but this has mysteriously changed and now the use of the two-wheeled machine is either confined to a few enthusiasts, with whom the scorch is equal to a good square meal, or to those who use it in the way of business. At present there are no signs of anything to take the place of the bicycle. The automobile, while its manufacture has been considerably cheapened of late, is still beyond the purse of the ordinary being. That Grand Rapids is not alone in this falling off in the interest taken in the machine is being proved by reports from all parts of the country. In Philadelphia, for instance, the captain of Fairmount park reports that there were 218,433 fewer riders in the grounds in 1901 than in the previous year. In Toledo 700 men have had to be discharged from the manufactories, owing to the lack of demand for the machines, and much the same conditions rule in other centers where the making of bicycles has been pre-eminent in recent years. Some manufacturers are turning their attention to the automobile, but since the demand for these machines must, of necessity be much lighter than it has been in the case of the bicycle, some other outlet must be sought, or valuable machinery sent to the scrap pile. It is hard to find the cause of the quick decline of interest in the machine. In some quarters it is advanced that the army of professional riders which has sprung up like mushrooms, as it were, and the degeneracy in the style of racing itself, caused by such adventitious aids to speed, such as pacers on automobiles, wind-splitters, etc., have disgusted the large majority who rode for the pleasure of the thing. There may be something in this theory, as the same conditions have conduced to the lack of popularity of other lines of sport.

The possibility of the election of United States senators by popular vote is brought a little nearer by the adoption in the House of Representatives of a resolution proposing such a constitutional amendment. The probability, however, is more remote than might seem to the reader who fails to recollect that this is the fourth time the House has adopted such a resolution. For the most part it is believed the senators prefer the present method of election. The likelihood is that it will be some time yet before anybody has the opportunity to vote, at the precinct in which he lives, directly for a United States senator.

A man seldom knows what he doesn't want until after he gets it.

GENERAL TRADE REVIEW.

Speculative trade has not fared well during the past few days for a variety of reasons. In the first place, there was the recovery from the effects of the severe storms to reckon with, then there was the usual interruption of the holiday; but of more importance than either is the unfavorable attitude of the administration to the Northern Pacific combination. Indeed, this latter factor increased in significance, causing a decided heaviness in all lines until the decision of the Supreme Court came to remove the pressure. There is now a prospect of recovery with many of the industrials, including United States Steel and Amalgamated Copper.

In the industrial field there is no abatement of activity. At no time in the history of the country has there been so much money to do business with, and at no time so much business to be done. That the conditions should be so far in excess of all records and yet with no disparity is certainly remarkable. It is favorable that the Old World financial centers should be so far recovered from the stringency that has interfered with foreign demand.

The business prosperity of the country at large is undiminished. The iron and steel trade, which has always been considered as the barometer of business, is as active as it has been at any time since the revival in this mighty industry took place. The concerns which produce steel rails and structural steel are contracted ahead for from a year to eighteen months. It is much the same with the concerns which turn out other varieties of steel and iron. It would be easy for these concerns to put up prices, but they have wisely refrained from doing so. Settled prices have imparted a stability to the trade that would not otherwise have obtained. Another great trade that is on a notably substantial basis is the dry goods trade. Not in years have prices for cotton and woolen and, indeed, all other kinds of goods been on such a sure foundation. The effect is seen in a steady movement of fabrics. It is the same, or nearly so, in other lines. There is neither boom nor depression ahead but a continuance of the existing satisfactory order of things.

It is promised that within six months trans-Atlantic wireless telegraphy will be in full operation for public and private purposes. It is expected that the rates will be much less than those now charged for messages transmitted by cable. The companies owning the cable lines do not believe they will be driven out of business. They are not convinced that Marconi's system is fully perfected or that it can be made as reliable as submarine telegraph. Scientists, however, are inclined to the opinion that in a short time all the difficulties will be overcome and that Marconi's system will prove a commercial success.

If you have, or if somebody interested in you has, an individual artistic impulse give it full sway in your window display.

Getting the People

Do Concessions Pay as Inducements?

It is easy to give away goods, it takes skill and effort to sell them. It is owing to this principle that it is so often found necessary to give some kind of a premium to the buyer of many articles of sufficient inducement to accomplish the trade.

There is no getting around the proposition that it costs to sell goods. Any dealer who could devise a plan by which this could be accomplished and everything turned in to the profit account would find a bonanza while it should last. But it would not be long before the public would be "getting on to" his scheme and demanding its share; for, as a general principal, it is the public, after all, that pays the bills.

It costs to sell goods. The items of cost are various and the ratio is necessarily far from uniform; for the inexpensive, little-used commodity must be kept on hand and in good order by the druggist, for instance, just as well as the standard article of constant and rapid sale. It is but fair that the public should pay more for such service as it is no less necessary because there is small value in the transaction. And so in all the means taken to get the people—they must eventually pay the bills.

In just what form the expense shall be incurred is a matter of education. A few years ago the giving of premiums in some form with goods was prevalent in many localities. Sometimes it was the premium itself, at others it was a ticket, the accumulation of which entitled the holder to some fancy or useful article. It is a matter of history that such schemes are eventually unsatisfactory and most communities are now educated so that they have lost their drawing power.

The public is rapidly coming to the knowledge that making concessions in price is not business. There are many excuses for such concessions, from rebuilding to inventorying, but as long as the goods are in season and in perfect condition there is no just reason why a difference should be made in price. Buyers have come to believe that, if the goods can be afforded at the less price, then they were paying too much before the concession, and it is common experience that a large and rapidly growing class are learning to wait and take advantage of the reductions. That the practice of reduction sales is common is an indication that at least temporary profit is found in it, but that it pays in the long run is open to question, in my opinion.

Then there are other concessions, as transportation by freight, express or mail. There is the advantage in this that the buyer is more apt to close a transaction when he knows the exact expense involved. The gain in securing this definiteness may be great enough to affect the increased price on the goods, but it is a question in my mind whether the expenditure of a corresponding amount in other ways would not produce greater results.

It costs to sell goods. This expense may be incurred in sending salesmen to the doors of consumers or in inducing the latter to come to the place where the goods are on sale. This is the province of advertising. One of the means of advertising is by real or apparent concessions. Another is by consistent and persistent use of the press and other means of reaching the attention. It is

A FEW EATABLES

THE FOLLOWING LIST CONTAINS A PART OF THE GOOD THINGS WE HAVE IN THE WAY OF PLAIN AND FANCY GROCERIES. IF YOU DON'T SEE WHAT YOU WANT HERE COME IN AND ASK FOR IT. WE'VE GOT IT.

READ THE LIST CAREFULLY

Henkle's Self Raising Buckwheat... 10c	A FEW SNAPS	Shelled Popcorn, per lb..... 06c
H-O..... 10c	Snow Boy Washing	4 lbs. Sears' Crackers..... 25c
Fresh, crisp Saratoga Chips..... 10c	Powder..... 4c	3 1/2 lbs. Sears' saltine oyster Crackers 25c
1 lb. box Graham Crackers..... 10c	Phoenix Scouring Soap	Holm's Apple Butter..... 3 lb. jar 25c
Fresh can Mackerel..... 10c	a 10c bar for..... 04c	Glucose Mixture..... 10c, 20c, 35c
Good Corn..... 10c can or 3 for 25c	All Stock Foods..... 1/2 price	1 qt. Maple Syrup..... 35c
"Peas..... 15c can or 2 for 25c	4 doz. Clothes Pins..... 05c	Buckeye Salt..... 5c, 10c, 20c
Can Spinach, the finest throughout 20c	15 bars Champion Soap 25c	(Save your "Buck" heads)
Pumpkin..... 10c can or 3 for 25c	1 qt. bottle Blazing..... 07c	1 lb. pkg. Graino..... 10c
Junior Ginger Snaps, pkg..... 05c	18 lbs. Sugar..... 1.00	Macaroni and Vermicelli, pkg..... 10c
Shredded and Sliced Pineapple 20c, 25c		Soups, all kinds, per can..... 10c
Salmon, per can..... 10c, 15c, 20c		A good can Peas..... 10c
Sardines, per can..... 05c		
2 lb. pkg. Rolled Avena (a dinner set free)..... 12c		

WHITE STAR COFFEE, the best in the world..... 20c, 25c, 30c, 35c, 40c

We want your Butter, Eggs, Apples, Potatoes, etc., at the highest market price—CASH OR TRADE.

DERBY & ROBINSON

'Phone 23.

Exclusive Grocers.

For the Next Thirty Days

We Shall Offer

Any of the last three suits of a series at 10 per cent. above first cost. Either of the last two suits of a series at exactly first cost, and the last suit of any series of suits at 10 per cent. below cost. This is

A GENUINE MONEY SAVER

and ought to clean out every odd suit in ten days. Our goods are clean, new and up-to-date. To keep them so, we have to make these Slaughter Sales. Special Prices Made on Overcoats.

Remember, for 30 Days Only.
These prices are for Cash Only.

FREEPORT CLOTHING CO.

Farm Implements	G. E. HAIN CO.	STOVES
HARNESS	Hardware.	REPAIRS
CARRIAGES		PLATED WARE

Are you going to build a House or Barn?

**We can save you money
on your Doors, Window
Frames, Windows, Barn
Door Hangers, Nails and
Rail.**

Our purchases of this line of goods have been larger than ever before—six car-loads of goods received in the last two weeks, all for the purpose of filling your needs more completely and at a cheaper price.

If you cannot come in person, send a bill and let us fill it. To look over our line of FRONT DOORS and FANCY TRIMMINGS will more than repay you for a visit to our store.

Good unpainted 2-8x6-8x13-8 Doors \$1.30.

All kinds of Doors and Glazed Sash correspondingly cheap. At present wholesale prices are advancing; you cannot buy too soon.

G. E. HAIN COMPANY,
FREMONT, MICHIGAN.

worthy of question whether a more liberal use of the more direct method, with an unchanging price list for the same goods, will not build up a healthier, and in the long run, a more profitable, business.

* * *

The advertisement of Derby & Robinson, which heads our list, will sell goods. In the first place the casual eye is caught by the two similar display lines, "Eatables" and "Derby & Robinson." This interests all table providers. Further investigation discloses an engaging list of prices. The advertisement is an exceptionally good one, but it might have been improved by less wording in the underscored lines at top and in other ways condensing so as to give more white space for the display.

The printer has taken much pains with the display for the Freeport Clothing Co., but I think there are some ways that improvement could be made. In the first place the black line up and down should be much lighter than the surrounding border. Then the ornaments before and after words would have been much better left out, thus increasing the white space. Then, for artistic effect, I would have tried to get along without so many styles of type. As to the writing I should especially criticize the obscurity of statement. To a clothing man there might be some meaning to "series of suits" and he could understand the arithmetical problem proposed in the percentages; but the general reader would have understood much better if the prices could have been in plain figures. Discounts by percentages will not bring trade.

A fine example of hardware advertising is afforded by the announcement of G. E. Hain Co. The main display is calculated to gain the attention of those to whom the advertisement is addressed. Then the argument is made interesting and right to the point. The printer's work is consistent and well balanced—a good advertisement. I wish there were more of them.

Floating Button Factory.

Taking the factory to the raw material, instead of bringing the material to the factory, is an innovation just put in operation on the Mississippi River by a button factory, and it is a plan that has many practical advantages.

This factory is a boat forty-two feet long and twelve feet wide, fitted with all of the necessary machinery for the manufacture of buttons, and provided with three horse-power engine for its work.

The principal material used by this factory is mussel shells, which are found at nearly all points along the river, and one of the great expenses in conducting the business heretofore has been the cost of transporting the shells. Now the factory has reversed the operation and will go to the mussels.

When a bed of the shells is found the boat will drop its anchor and go to work. When the bed is exhausted it will go on to a new location. In this fashion it will go from state to state, from Minnesota to Louisiana, passing along with the seasons. On the boat the workmen have their home, with all its comforts, and with freedom from land rent and the visits of tax collectors.—Pittsburgh Times.

Limited Ambition.

He—I suppose you wouldn't think of marrying a man unless he could afford to give you a yacht?

She—Oh, I don't know. If I really loved him I would be satisfied with a little smack occasionally.

Where a Bald-Headed Bachelor Puts His Foot in It.

The following clipping from I don't know where drops into my lap:

I would try to educate my wife to be civil and friendly with other grocers' wives and daughters. I would make my first primer lesson the fact that there can be but one champion at a time. That champion could exist only by killing off all the other champions. After awhile there would be only one man left, and he would kill himself for loneliness. In other words, the grocery business does not call for gladiators, but for co-laborers. If the ladies (God bless 'em!) once get that idea into their heads, we shall escape from the ruts all the sooner.

My word for it, the fellow who wrote that is a bachelor.

I'll bet he's balder than I am. I'll bet he thinks there's nothing about women that he doesn't know—all bachelors feel that way. I did myself before I was married.

As a matter of fact, this bald-headed bachelor who writes the above doesn't know anything about women, least of all about wives, or he wouldn't have written this paragraph.

It seems to be impossible for a loving, loyal wife, who thinks, as she should, that her husband is the greatest man on earth, to look with judicial eyes on his competitors or their wives.

She looks at her husband's competitors as men who are trying to get his business away from him, and the fact that he is in the same way trying to get their business away from them doesn't appeal to the grocer's wife at all.

For woman, lovely woman, has a charmingly illogical mind.

Dear me! I wish I hadn't written that. Now I'll begin to get letters.

Some grocers' wives are friendly with the wives of competitors, but a great many are not, and I know what I'm talking about.

To be a loyal wife, the war side of a business career appeals much more strongly than it does to a man. Loving her husband as she does, and resenting the smallest seeming slight upon him, she can not understand how two grocers can enter into a conflict for the same trade and still be friendly.

It looks to her as if every other grocer's hand was against her husband, and that is why the bald-headed bachelor, who said he would educate his wife to be civil and friendly with other grocers' wives was talking through his hat.

I once knew a grocer's wife who got her husband into continual trouble, simply through her disposition to stand up for him on all occasions.

What man can blame his wife for loyalty?

This woman was red-headed, and just as hot-headed and impulsive as red-headed women usually are.

If there are any of those among the readers of this department, please overlook this reference. I'm only a poor, old, hen-pecked fat man.

The grocer's wife I refer to loved her husband intensely. Her whole soul was wrapped up in him, and she couldn't bear to see him slighted. The unfortunate part of it was that she had one of those dear, illogical minds that often saw a slight where none was meant.

For instance: I knew this wife on one occasion to get into a frightful wrangle with one of her husband's women customers. The latter had found that another grocer was selling a certain article a few cents cheaper than this grocer. In that nasty way that customers have sometimes, she took the grocer

to task for it, and insinuated that he had deliberately overcharged her.

It isn't easy to stand such things, but every grocer has learned to stand them with diplomatic courtesy.

But the grocer's wife, who was standing by, jumped into the woman like a wildcat. She wanted her to understand that her husband was no thief, and if she didn't like the way he did business, she knew what she could do.

And so on and so on. And her husband could not stop her, either.

Well, of course, the customer flounced out of the store and never came back. If the grocer had been left alone to handle the thing, she would have probably been held.

About half a square away was another grocery store, whose proprietor and his family were quite friendly with the grocer with the red-headed wife. One day the two grocers got into a friendly little cutting rivalry over canned tomatoes—nothing hot or heavy, simply a good-humored little flurry.

During this, the red-headed wife happened to go by the other grocer's store and she saw a placard advertisement of tomatoes which she thought contained a fling at her own husband's tomatoes. So she rushes at once into the store and gives the grocer a large, generous slice of her mind. After which she flounces home, the amity between the two families hopelessly broken, and never speaks to the other grocer or his wife from that day to this.

Things like this kept happening all the time. The grocer remonstrated with his wife again and again, but, lor', he couldn't do it very sharply, because he knew that all of her tantrums sprung from pure love for him.

So he finally had to lease another store, one without a house in connection, so his wife wouldn't be about.

If the bald-headed bachelor who wrote the above paragraph says so, I will give him the name of this red-headed wife, and when he starts out on his campaign of education he can begin with her.

When he gets through with her, he'll know a little more about women than he seems to now.—Stroller in Grocery World.

Friendly Criticism.

Clara—Mr. Simpson paid you a great compliment last night.

Maude—Indeed! What did he say?

Clara—He said you seemed to be growing more beautiful every day.

Maude—That was nice.

Clara—Yes, and I reminded him of the old adage about practice making perfect.

Good Words Unsolicited.

William J. Till, Columbiaville, jeweler and dealer in fancy china: Your paper is all right.

J. Major Lemen, Shepherd, druggist: Can not get along without your paper.

J. J. Gleason, Florence, Wis., dealer in general merchandise: Every good merchant should read a good trade journal.

Geo. T. Huber, Port Huron, baker: I should not like to do without the Tradesman. I always take time to read it from cover to cover.

J. N. Swartz, Hamburg, druggist and dealer in general merchandise: Each issue of the Tradesman shows an improvement. It is invaluable.

J. F. Stein, Harbor Springs, dry goods dealer: You will find enclosed \$1 for your paper, which I think is worth more than its present price.

T. E. Lewis, Lewiston, dealer in general merchandise: I consider the Tradesman one of the best and most helpful trade papers published in Michigan.

H. E. Parmelee, Hilliards, dealer in general merchandise: To-day we enter upon our fifteenth year in business at this place, and wishing to make the present year better in a business and social way than those which are past, we know of no better way to get the right start than to renew our subscrip-

tion to the Tradesman. If our memory serves us right, we have not missed a copy since 1888, and think it would be poor policy to dissolve partnership now.

Telling the Age of Coins by Their Ring.

The cashier in the light lunch cafe jingled a silver half-dollar on the marble counter.

"I'll bet you a cup of coffee I can tell you the decade in which that piece of money was coined," he said to a customer who was engaged with his mid-night lunch.

"You probably know the exact date," replied the customer.

"Take one of your own then," said the cashier. "I can tell from the ring whether it was coined in the 90s, the 70s or in whatever decade it left the mint. Try me and see."

The young man pulled a half-dollar from his pocket and threw it down on the counter. The cashier listened attentively.

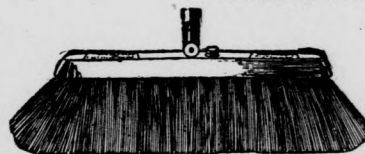
"That was coined in the 60s," he said.

Sure enough, the coin bore the date of 1862. Several other persons in the cafe tried him and in each instance his judgment was unerring.

"It's all in the ring," explained the cashier. "I've gotten so I don't make a mistake once in fifty times."

MODERN SWEEPING

Dust is reduced just 97 per cent. by the use of the WORLD'S ONLY SANITARY DUSTLESS FLOOR BRUSH.



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

It reduces the damage to stock proportionately. Send for a copy of the Health Department's report on sweeping. WANTED—A dealer in every town.



Mill Supplies

Oils, Waste, Packing,
Belt and Hose,
Paints, Oils and Varnishes,
Cordage

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

STOP THE LEAK

of your loose change getting away from you with nothing to show for it. Save 75% on your lighting bill

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

SINGLE INSIDE LIGHT
500 CANDLE POWER
1/8¢ PER HOUR

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

SAFETY GASLIGHT CO., CHICAGO, ILL.

Gentlemen—It affords us great pleasure to recommend your Safety Gaslight Plant after a test of 30 days without a hitch; have not even broken a mantle. We have the best lighted Store Room in Beloit at a cost of a trifle less than you figured it. Month of Dec. cost of electric lights \$32.00, month of Jan. cost of Safety Gaslight \$7.25. We are now getting double the light we got from electric lights. Hoping that our brother grocers will take advantage of this great saving and have the "best light," we remain

Yours respectfully,
MCGAVOCK BROS., Beloit, Wis.

SAFETY GASLIGHT CO., 72 La Salle Avenue, Chicago, Ill.

Around the State

Movements of Merchants.

Howlett—Frank Stock, grocer, has sold out to Mrs. Calista Jacobs.

Rapid City—J. Wright has purchased the hardware stock of Meyer Bros.

Harrietta—Stanley & Son have opened a hardware store and harness shop.

Alma—J. W. Tracy has engaged in the confectionery business at this place.

Ypsilanti—Frank C. Banghart, meat dealer, has sold out to Allan & Augustus.

Bay City—H. C. Hargadon succeeds Perry & Hargadon in the drug business.

Saginaw—J. Losch & Co. succeed Thaddeus Schneider in the grocery business.

Bay City—Wm. E. Beardsley has discontinued the sale of musical instruments.

Port Sanilac—Carter & Co. is the style of the new firm which succeeds Frank Carter.

Detroit—Chas. Menot succeeds Franz F. Miller in the retail tobacco and cigar business.

Saginaw—J. E. Cordinly has purchased the grocery stock of the King & Moore Co.

Flint—Rebecca (Mrs. Davis) Hobart has sold her millinery stock to Miss A. L. Walker.

Homer—Albert H. Tingay & Co. have purchased the boot and shoe stock of Harmon E. Shear.

Conklin—Bean & Brevitz succeed Harvey & Bean in general trade and the hardware business.

Grand Junction—Malley Bros. & Phillips have purchased the hardware stock of Eugene G. Hamlin.

Edmore—The Edmore Mercantile Co. has added a furniture department to its general merchandise store.

Hamilton—H. N. Parker has purchased the H. J. Fisher store building, in which his drug stock is located.

Charlotte—Howard Clark has purchased the interest of his partner in the laundry business of Clark & Clement.

White Oak—The Stewart Anderson Grocery Co. succeeds Mary (Mrs. Abram) Anderson in the mercantile business.

Bay City—Thayer & Gustin, dealers in musical merchandise, have dissolved partnership. D. J. Thayer continues the business.

Alanson—O. Dreese, formerly with A. N. Smith, of Harbor Springs, has opened a furnishing goods and grocery store at this place.

Calumet—Wm. M. Gatiss has purchased the interest of his partner in the confectionery and fruit business of Gatiss & McCormick.

Saranac—Peter Oiberson has sold his shoe stock to Schofield Bros., of Clio, and the stock has been packed up and removed to that place.

Port Huron—L. Higer & Sons, clothiers and dealers in boots and shoes, have dissolved partnership. L. Higer & Son continue the business.

Sparta—J. O. Shepard has sold his general stock to Geo. E. Rowe, of Grand Rapids, who will continue the business at the same location.

Homer—F. E. Deming and N. J. Crum continue the dry goods, clothing and boot and shoe business formerly conducted by O. L. Linn & Co.

Ionia—W. T. Remington has sold his interest in the agricultural implement business of Hubbell & Remington, to Don A. Hubbell, son of the senior member of the firm. The new firm will be Henry F. Hubbell & Son,

Petoskey—E. L. Rose has engaged in the grocery business at this place, purchasing his stock of the Traverse City house of the Musselman Grocer Co.

Petoskey—Geo. E. Brackett has leased a store building and will shortly open a shoe store. Mr. Brackett was formerly engaged in the shoe business at Coldwater.

Charlotte—R. A. Garber has purchased the interest of Z. M. C. Smith in the agricultural implement firm of Garber & Smith. Mr. Smith has purchased the vehicle stock of John D. Kay.

Manistee—O. J. Wangen, who has conducted the wall paper and paint store at 394 River street for the past year, has decided to return to Ludington and consolidate his stock with the stock in his Ludington store.

Hastings—Miss Franc Williams, for several years book-keeper at the hardware store of Goodyear Bros., has resigned her position and purchased of Mrs. N. T. Diamond the Hastings Bustle Co. and will conduct the business in the future.

Fenton—The E. G. Curtis drug stock has been purchased by Wood & Litchfield, who will continue the business at the same location. Mr. Wood clerked in the drug store of Cook Bros. here for the past nine years. Mr. Litchfield was clerk in the drug store of L. Church & Son, at Flint, for the past four years.

Escanaba—The dry goods and clothing store of Louis Schram has been closed by his creditors, the J. V. Farwell Co., of Chicago, and Edward Erickson, of this place. Solomon Greenboot has been appointed trustee and has taken charge of the stock. The liabilities amount to about \$6,000, with assets at about \$2,000.

Ludington—Elmer Guenette, of the grocery firm of Brandt & Guenette, dropped dead Feb. 16. Mr. Guenette was walking down Ludington avenue when a friend passed in a sleigh and called to him. He started for the sleigh, but had taken only a few steps, when he fell down dead. The cause is presumed to have been heart failure.

Detroit—Standart Bros., wholesale hardware dealers, have merged their business into a limited copartnership under the style of Standart Bros., Ltd. The authorized capital is \$250,000, of which \$200,000 is paid for in property, the remainder to remain in the treasury to be issued as the board of managers direct. The stockholders, with the amounts held, are as follows: Joseph G. Standart, \$94,300; Robert W. Standart, \$72,800; George G. Bogue, \$14,600; Edward A. Fowler, \$7,200; John J. McLeod, \$6,100; Darius L. Swasey, \$4,000; William E. Standart, \$1,000.

Manufacturing Matters.

Fife Lake—The Worden Lumber Co. succeeds Smith & Copp in the lumber and sawmill business.

Detroit—Notice has been filed with the Wayne county clerk that the capital stock of the Peninsular Sugar Refining Co. has been increased to \$750,000.

Bellaire—A machine for turning handles on lemon squeezers has been built in the shops of the Bellaire Wood-ware Co. The device is automatic and will be installed in the Henry Richardi factory.

Detroit—The Detroit Arc Gas Light Co. has filed articles of association with a capital stock of \$100,000, divided into 10,000 shares at the par value of \$10 each. The stock is held by Detroit men

as follows: James T. Lynn, 5,000 shares; George W. Miller, 4,000 shares; Frank K. Pelton, 1,000 shares.

Detroit—The Michigan Ornamental Brick Co., Ltd., has filed articles of copartnership with the register of deeds. The capital is \$10,000, of which \$1,500 is paid in. The members of the association are Donald L. McKinnon, James A. Randall, trustee, James A. Randall and Joseph Brent. Mr. McKinnon is down for \$5,000 stock and the others \$50 each.

The Boys Behind the Counter.

Traverse City—Miss Catherine E. Barry, of Chicago, has been engaged to take charge of the millinery department in E. Wilhelm's new dry goods and clothing store.

Hastings—Miss Gertrude Bentley succeeds Miss Franc Williams as book-keeper and stenographer in the hardware store of Goodyear Bros.

Olivet—H. J. Cone, who has been connected with the hardware store of H. E. Green for the past nine years, has taken a more lucrative position in the hardware store of Morford & Co.

Old Shoe Firm Sells Out.

The firm of C. M. Henderson & Co., organized in 1851, has sold its shoe manufacturing plant at Dixon, Ill., and the good will of its business in Chicago to the Walson-Plummer Shoe Company. The members of the old firm will retire as soon as proper arrangements can be made.

During the debate on the oleomargarine bill in the House of Representatives Mr. Selby of Illinois apostrophized the American cow. "I am a friend of the cow," said he. "I am a friend to the woman who milks the cow. I am a friend to the man who stands by and watches his wife while she milks the cow, for is she not his helpmeet? I love to see the woman churn the foaming cream until the butter cometh. I love the nice, fresh buttermilk. I love to see the busy housewife wallop the butter about in her hands into shapely rolls. I love to see the butter come, and then I love to make the butter fly. Memory goes back to the happy times when the cows came home, and to the less happy times when I had to make them come home. Any man who has been raised with a cow will never lose his friendship for her nor go back upon her when adversity strikes her business."

Whenever anything happens nowadays there is sure to be some one on the scene with a camera. Pictures of railroad wrecks are valuable evidence when damage suits are brought to trial, and hence it happens that many passengers carry cameras on their travels. The railroad companies do not like the idea, and when a slight wreck occurred near New York the other day, members of the train crew offered \$25 for every camera that they saw among the passengers.

Apple Prices Likely to Soar.

From the New York Sun.

There is likely to be a shortage in apples next month when the cold storage supply of that fruit is most needed. A fairly good stock was laid away last fall, it being an average year, but the Middle West has been consuming large quantities of apples this year and has drawn heavily on the Atlantic seaboard country because its own supply was unequal to the demands upon it and the price of apples here was attractively low. More also have been exported than usual. The result is that dealers with good-sized stocks are looking forward to what they call a strong market, and the price of apples is likely to soar.

When the sun shines and everything favors our efforts, we are happy and can smile with the world. Then we do not notice many little things that might attract our notice at other times. When dark clouds hover over our pathway and every effort fails to win reward, our smile is a forced one. We are then inclined to indulge in criticism instead of speaking words of approbation. If we figure on securing a large order from some customer and on our arrival find that a competitor has secured our prize, we are inclined to find some excuse for the seemingly strange transaction. Our comments are not so pleasant as if we had won. It is so all through life, and the wiser plan is to keep cool and continue on without wasting our time and fretting because we are not always successful. There is a cause for everything, and when the odds are against us it is useless to become excited. Give every one the right to his opinion and respect it, remembering that you have the same privilege. Many people talk too much and often regret it—at least the writer acknowledges that this has been his experience—but by keeping cool at all times we are not liable to talk too much. Again, hearsay is dangerous and deceptive, and when a story is repeated a few times it is very often far different from the original.

"Where did he get it?" is a question that used to be often asked concerning the wealth of Croker, late boss of Tammany Hall. Now the same question is being asked regarding the wealth of Devery, late boss of the New York police. At a public auction the other day Devery purchased real estate amounting in value to \$377,800. This sum represents considerably more than the salary which Devery drew for his services during his official career. The conclusion is irresistible that the "red light" district was a veritable gold mine to those who knew how to work it.

If some croakers would give more attention to their business their income would increase.

A man may smile and smile and be a clever gentleman.

One quill has made many a goose.

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Look

Ship

Turkeys

Calves

Butter

Eggs

to

M. O.

Baker

& Co.

119-121 Superior

Street,

Toledo, Ohio

References

First National

Bank

Toledo

and

This Paper

Write for Prices

Grand Rapids Gossip

Homer Warren has opened a grocery store at Hastings. The Lemon & Wheeler Company furnished the stock.

Bean & Brevitz, general dealers at Conklin, have added a line of groceries. The Worden Grocer Co. furnished the stock.

G. W. Hyde, grocer at Hastings, has added a line of dry goods. The Grand Rapids Dry Goods Co. furnished the stock.

E. A. Baker has engaged in the grocery business at Lake Odessa. The stock was furnished by the Musselman Grocer Co.

C. E. Harvey, for several years connected with his brother, H. D. Harvey, in the drug business at Bangor, has arranged to open a drug store at Northport. The Hazeltine & Perkins Drug Co. furnished the stock.

The Produce Market.

Apples—Spys fetch \$5@5.25; Baldwins command \$4.25@4.50; Ben Davis are taken readily at \$4@4.25; Greenings are scarce at \$4.50.

Bananas—Prices range from \$1.25@1.75 per bunch according to size.

Beets—Have advanced to \$2 per bbl. Beeswax—Dealers pay 25c for prime yellow stock.

Butter—Factory creamery is stronger and higher, commanding 27c for fancy and 26c for choice. Dairy grades are higher and stronger, due to lessened receipts. Fancy commands 18@20c. Choice fetches 16@18c. Packing stock goes at 14@16c.

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—After a week of sky rocket prices, the Chicago market slumped Monday and other Western markets followed, although no Michigan dealers were crazy enough to raise prices to the Chicago level. Local dealers are now paying 20@23c, but predict lower prices before many days and caution their buyers not to pay above 18c, unless they are deliberately seeking a loss. Shippers can not be cautioned too much how vitally essential to both parties in the deal is the element of time at such a period as this when sudden changes in price are imminent. When an offer is made or accepted the time and place of delivery should be clear to both parties and no quibbling by the loser. If you accept an offer be sure you clearly comprehend it and fulfill it to the letter as to time and other conditions. If one side must suffer a loss, take your medicine like a man without a whimper. Your victor will respect you for it and you will be the gainer in the end. When he finds you are square on a trade and will fulfill your contracts he will argue that he can afford to give you more leeway when he takes chances with you on a price. You will find the odds for being on the right side of the market increasing in your favor. You will have less worry and trouble and just as good a bank account. Now, do not think this is all right in theory, but not in practice. It will work without a hitch and you will be sorry you did not tumble to it sooner.

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

Game—Dealers pay 80c@\$1 for rabbits.

Grapes—\$4.75 for Malagas.

Green Onions—20c a doz. and scarce at that.

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. Messinas, \$3.25@3.50.

Lettuce—13c per lb. for hot house.

Maple Syrup—\$1 per gal. for fancy. Onions—The market is active and strong at \$1.40 per bu.

Oranges—California navels fetch \$3.25 per box for fancy and \$2.75 for choice.

Parsley—30c per doz.

Pieplant—9@10c per lb.

Potatoes—The market is without material change. 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 12@13c, 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.

Radishes—30c per doz.

Sweet Potatoes—Kiln dried Jerseys have advanced to 55c.

The Grain Market.

Wheat was raided by the bears and the bulls met defeat in all of the cereals. Notwithstanding the visible made another decrease of 1,021,000 bushels, the trend was downward—so much so that winter wheat closed about 3c per bushel lower and spring wheat was off fully as much. The cause for this is hard to fathom, except on the hypothesis that there were more sellers than buyers. It is one of those strange phenomena that happen in the wheat market that are hard to account for. The weather was the most potent influence, mild weather over the winter wheat sections and rains in California helping to weaken the market. The receipts for three days were not as large. The visible was only 54,385,000 bushel, against 57,536,000 bushels one year ago. Still, the market slumped. The milling demand is fair for good wheat. It looks, as is usual, as if wheat has no friends. As it is some time yet before harvest, we may yet see a change for the better, as the price is certainly low.

Corn shared in the downward tendency, only not so pronounced a drop, while the amount in sight is 10,000,000 bushels against 18,000,000 bushels last year. Corn seems high, compared with the usual price about this time of the year, but we must take into consideration the short crop, which will have an effect later on, and we think better prices will be maintained.

Oats, not to be outdone by the other cereals, declined 1c per bushel. While the visible is only 4,000,000 bushels, against 10,560,000 bushels last year, it certainly seems as if they should have sold higher. Still it seems to be the fashion for everything to decline, so oats went with the rest.

Rye went off a couple of cents, which was caused on account of distillers holding off buying at present. As soon as they come in the market again prices will probably be advanced.

Beans seem to be very steady. The market is sluggish, but firm at last week's quotations.

Flour remains steady, owing to the scarcity of good milling wheat.

Mill feed is hardly as steady as last week, although prices have not been changed, owing to the fact that millers are filling old orders, and quotations probably will not be much lower, as stated before, until pasturage begins.

Receipts for the week have been as follows: wheat, 72 cars; corn, 3 cars; oats, 2 cars; flour, 4 cars; hay, 2 cars; straw, 1 car; potatoes, 5 cars.

Millers are paying 80c for No. 2 red wheat.

C. G. A. Voigt.

Refuse to aid the man who dictates to fellow man what his wages shall be and how many hours he shall work.

The Grocery Market.

Sugars—The raw sugar market is quiet but firm. Stocks are moderate and no especial effort is made to affect sales at present prices, as holders are very firm in their ideas and are anticipating higher prices soon. The world's visible supply of raw sugar is 3,700,000 tons, showing a decrease of 10,000 tons since Feb. 13, and an increase of 740,000 tons over that of the corresponding time in 1901. The refined market is firm, but there is no change in price. There is a steady demand for all grades for present requirements, but practically no business of a speculative character. No important changes in price are expected in the immediate future.

Canned Goods—The canned goods market is fairly active in most lines and prices are firmly held. Tomatoes continue the most interesting article, although the buying of futures has almost ceased for the present. The future of the market is still very uncertain and most dealers are buying only moderate quantities, delaying further purchases until the future of the market is more certain. With the stocks of spot goods as low as they are, the indications are that they will all be sold long before the new pack is ready, but, on the other hand, if prices are put up too high, this will curtail consumption to some extent, and if the packers put up the quantity of tomatoes that they are now planning to do, there will be a large amount of these goods packed and a lower range of prices will result. The market for spot tomatoes is quite active and prices show a slight advance. There is a little improvement in the demand for corn. Prices are unchanged, but are firmly held. There is also some buying of futures. Peas are in good demand at previous prices, with stocks of the better grades very scarce. Oysters are scarce and high and but comparatively few cove oysters have been packed. The demand for these goods is very light. Salmon is moving out very well, with good demand for almost all grades. Stocks in jobbers' hands are ample for present requirements, but with any great increase in demand would soon have to be replenished. Sardines are quiet and unchanged.

Dried Fruits—A better feeling is noted in prunes and from all sources there is a somewhat increased demand. Prices have advanced ¼c on 1901 crop. There is quite a good demand for certain sizes of 1900 crop goods at unchanged prices. A material advance on all sizes of prunes, both new and old crop, is confidently looked for very soon. Loose muscatel raisins are quiet and the demand is very light. Seeded are in moderate request at unchanged prices. Apricots are in very strong position and prices have an advancing tendency. Peaches are also firm, with moderate demand. Prices are tending upward in view of the strong statistical position. Dates are in active demand and prices are very firm. Figs continue to move out freely. Stocks are moderate. Currants are rather quiet, with no change in price. Evaporated apples are also quiet with only moderate demand.

Rice—The rice market continues steady and holders of the better grades of rice were firm. Stocks are not excessive and everything points to a continued firm market. Advices from the Far East note that the new Patna rice crop will be fully 25 per cent. short of earlier estimates. On the other hand, the Bur-

mah rice crop promises an abundant yield above the average quality.

Teas—The tea market is firm, but the demand is rather light. Holders are firm and, as the statistical position is strong, prices, if anything, will advance.

Molasses and Syrups—The molasses market is very firm, some of the lower grades showing an advance of 1@2c per gallon. The advance is due to small supplies and increased demand. There is a good demand for corn syrup, both in barrels and cans.

Fish—The demand for fish of all varieties is very good. Prices for everything are steady. All grades of mackerel are firmly held, but, as stocks are ample, no immediate change in price is expected.

Nuts—Trading during the week in this line has been rather limited. California walnuts are in moderate demand at unchanged prices. Tarragona almonds attract some attention and are quite firmly held. Shelled almonds show marked firmness and tend upward. Jordans are in very light supply. Brazils are in good demand at previous prices. Peanuts are firm but demand at present is light.

Rolled Oats—The demand for rolled oats is only fair, with moderate stocks on hand. On account of the weaker grain markets prices have declined 15c for barrels and 5c for cases. This weakness may be only temporary and, in case of any decided strength in the grain markets, prices will probably return to their former basis.

Hides, Pelts, Furs Tallow, and Wool.

The hide market is dull and unsettled. Receipts of cattle keep up beyond expectations. Country hides hold at an even basis, with a strong effort to break the market lower. Previous sales made tend to keep prices up until delivery is made; in fact, oversales are difficult to fill. No higher prices are looked for and no stocks are accumulating.

Pelts sold freely the past week at good prices. The demand is good. There is no accumulation.

Tallow offerings are light. Stocks are firmly held, with a tendency to advance; in fact, some holdings have disappeared from the market at full values. Edible is sold up close and there is a demand for more.

Furs are scarce in this section, with prices firm, without advance.

Wools have been draggy the past month. Sales are in small lots suitable for present orders on hand. Most manufacturers are well stocked and are busy. All new sales are for immediate wants. There is no speculation. Purchases will not be made in States only as sales are made to unlock blocks in stock. Prices hold firm, while stocks are depleted. All in sight will be wanted.

Wm. T. Hess.

It is asserted that Tennessee is literally "going to the dogs." In 1870 there were 800,000 sheep and 200,000 dogs in the State. Thirty years later, in 1900, there were 200,000 sheep and 800,000 dogs, while, apparently, it is only a question of a few years when there will be millions of dogs in the State and no sheep at all. Although the dogs have become an admitted nuisance, nobody has the courage to begin a crusade to exterminate them. Public sentiment runs in favor of the dogs and the dogs run the State.

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

STORE HABITS.

Practical Suggestions on Handling Clerks and Customers.

The day of the business trickster is past, both in his dealings with the public and the wholesaler. The percentage of fires in mercantile stocks which are of questionable origin is rapidly diminishing, the number of merchants who fail now-a-days and after live in luxury is also decreasing and everything goes to prove that there is a higher standard of business morals as well as business ability than existed in times past.

This is not because we are naturally less inclined to evil than our predecessors but because the public demands this condition that we rise to meet it. And instead of the sentiment that once prevailed that success in business, as between two individuals, consisted in being the sharper of the two, we now find the true success is absolute business integrity. And instead of the contest in trade that used to invariably occur between vendor and vendee, we now find goods bought and sold on honor and the merchant's reputation is his bond that everything is exactly as represented. It is, however, the habits rather than the tricks of which I am supposed to write. And in this paper we will proceed on the proposition that the habits to which we are addicted in our store life are honest ones, the good ones acquired because they bring good results, and the bad ones unconsciously possessed or else adopted with a mistaken idea as to their utility. And I might add just here that in the preparation of this paper I have consulted the likes and dislikes of the customer as to store habits rather than the whims and ideas of the merchant. For it is after all the patron of the store whom we must please, if we succeed. Let us look for a few minutes first at the habits of the proprietor or "Boss" as the boys in most stores are pleased to call him. The "Boss" sounds a lot harder and harsher than the proprietor and yet after all the proprietor who is not the "Boss" had as well or better not be the proprietor, in other words the owner of the institution who is not willing to assume the general responsibility of the business in all departments, who is not constantly in touch with its affairs, and is executive as well as administrative, had better give place to some one else and search out the place in life's affairs for which he is eminently fitted, namely, the "under-study." We will assume, therefore, that the proprietor is the head and manager of the store, which in the majority of cases in this State is true; as few of us have as yet arrived at the point where we can afford the luxury of a manager, and even if we could afford one, very few of us but think we know better how to manage our business than any one else, and as to this some of us are mistaken and some are not. Let us begin in the morning and if the head of the concern gets to the store on time the clerks will be there on time, all of them. But if the head of the concern is late the clerks will be late, some of them, not quite as late as the proprietor of course, but late a little. In the morning is the time to do our thinking for the day. Before business gets brisk and while our head is clear and we are in a good humor we can think and plan more in one hour than we can in four in the afternoon. Lay out the work for the day in the morning and give the boys their instructions, by doing this at the proper time it will save them embarrassment later in the day when some customer

happens to be in and we find something that should have been spoken about has been overlooked, and if we call the clerk away from the customer to speak to him, our customer at once thinks we are talking about him in some way or other. Let us, therefore, never, under any circumstances, call a clerk away from waiting on a customer to speak to him in a tone that the customer can not bear. If we have anything to say that can not wait it is far better to speak to him in the hearing of the customer. It goes without saying that the proprietor should be neat and tidy in his dress and personal appearance, not so extravagantly however that the customer will think he is contributing toward the luxury, but let us not think either that an appearance of prosperity will militate against us. People like to trade with the prosperous retailer as well as we like to trade with the successful wholesaler. Another thing, the habit of noticing people is a good one; you will say but I do notice them. Very true, but do they know you notice them? There is nothing that bores one so much as over-attention, but yet on the other hand, there is nothing that pleases one much more than to have people notice they are on earth. If we show our appreciation of a customer by a pleasant smile and a nod they will remember it, and temporary blindness has driven many a good customer from our stores. I have often been reminded by a customer that I did not notice or speak to them the last time they were in, when as a matter of fact, that was the first intimation I had had that I was guilty of such a thing, but I was in all probability so absorbed in some subject that for the time being I was deaf and blind.

In the next place the proprietor should endeavor, if possible, to ascertain the customer's preference in clerks and whenever possible see that that particular clerk waits on him. This can be easily managed with a little ingenuity on the part of the proprietor and will make it vastly more pleasant for the customer. There is no use trying to make ourselves believe it makes no difference, or that it is a foolish whim on the part of the customer, he has his preferences the same as we have when we go into a wholesale house to buy goods, and if he sees we regard them he will appreciate it.

Some unscrupulous clerks, it is true, take advantage of this favorite idea and seek to establish themselves in their position and make it appear they are immensely in demand by giving the customer to understand they can do a little better by trading with them than any one else in the store. This habit, which is a most pernicious one, should be dealt with severely as a house divided against itself can not stand. Another and very vexing question to the merchant is the price cutting habit. This matter of throwing a little off every time to make the sale is largely a matter of education with the customer and if in order to make the sale it is necessary to do this it is the merchant's own fault. He has virtually given his customers notice that the price marked or first asked is not really the selling price, but the marked price is subject to a scale. This is one of the hardest habits to shake off there is, because when once the notice is given, the die is cast and thereafter the store is, by common consent, considered a two price store. There are times, however, when in order to close out the last of an article or where the customer will take original packages

it is perfectly legitimate and proper that a special price should be made and the reasons therefor are very evident to the most casual observer.

Never, under any circumstances, cut a price unless a good and sufficient reason can be given for so doing, not only to the purchaser but to the customer who bought a similar article on the day before or the day after. It is not sufficient to say, as the old woman did, "Seein' it's you," or "Because you're a good customer;" all people are "you" when they are the person addressed and all are in their own minds good customers.

Another habit is the wrapping paper habit, and many a merchant, in his desire to get a little free advertising, has subjected some of his best customers to embarrassment and unpleasantness occasioned by a jealous competitor all because he wrapped his goods in a striped or spotted or tinted paper that was his trade mark. An instance has been brought to my notice where a lady made a special request of the clerk that he wrap her goods in plain paper and upon enquiry it was learned that she had long been an unwilling victim of the wrapping paper habit. If we want advertising let us pay for it, and to my mind, next to the good reputation that should speak volumes for the merchant in its silent way, there is no instrument of advertising so good as our own home newspaper. But let us have a definite aim in our advertising. To say that Smith's store is the best place to trade is not sufficient; or that Smith is selling dry goods cheaper than any one in town, does not prove anything, Smith would be expected to say this; but to say that Smith is selling 20 pounds of granulated sugar for a dollar or Simpson prints for five cents would mean something and would at once appeal to the thrifty housewife. But when Smith advertises he will do these things Smith must do them, and before he writes his copy for the paper he must sit down and figure out how he can afford to do what he advertises, for Smith must not promise to do something he can not afford to do or Smith will soon either have to break his promise and not do business or keep his promise and not do business long. The people have long ago decided it is best to fight shy of the man who says he is selling goods at less than cost; he is either a liar or a fool and in either case they do not care to do business with him.

In the next place, I think it is the duty of the proprietor to assume the unpleasant duties himself—those things that arise in the course of business that must be met, and met squarely, no dodging, no shirking them—such as reminding a delinquent customer that you must have a payment on his account before you can allow it to get any larger. If necessary tell him the reason why you ask this. It is perfectly right and proper that you should ask him for some money, but it is cowardly to ask the clerk to ask him for it. Do it yourself and avoid complications. If an undesirable customer has to be turned down the proprietor is the man to do it. On the other hand the merchant should insist that all complaints or kicks should be referred to him for adjustment. These are the things that should be settled by the responsible party and he has no right to ask the clerks to act the part of the cat's paw; that is not what they engaged to do.

Now a word or two as to clerks, and I may say just here that clerks are, to a

very great extent, just what the proprietor makes them. If he is neat and tidy in his dress, prompt in getting around in the morning, orderly and systematic in the business the clerk is apt to emulate the "Boss."

If the "Boss" leaves dress goods around on the counter for the head clerk to put away, the head clerk will leave the button boxes around on the counter for the clerk under him to put away, for the head clerk must get even, you know. Now a few ifs and I am through.

If I saw a clerk sitting on the counter I would tell him to go away back in the ware room and sit down on a soap box and stay there until he got rested.

If I saw a day book lying on the counter I would gently pick it up and lay it back on the ledge and remind the boys that I did not think it was right to let Mrs. Snoop know who bought goods at our store on credit.

If I was so short of scoops that John, who was about to weigh out a dollar's worth of sugar, and Bob, who was about to sell a quarter's worth of rice, ran a foot race to the dried apple barrel to get the scoop, I would certainly buy at least two more scoops. That looks too much like the old woman that washed her feet in the dish pan, it was a bad practice not because it was particularly dirty, but because the girls might need the dish pan to wash the dishes in before she was through. If I saw the boys were chasing around town spending more time hunting change than they did waiting on customers I would go buy a dollar's worth of nickels, and five dollars' worth of dimes and a few dollars' worth of quarters and halves and be loaded for the next fellow that came in with a five to buy a spool of thread. If I noticed one of the boys giving a lady 15 cents' worth of candy when she bought 10 cents' worth of pepper, I would suggest that hereafter he give her the pepper and let her buy the candy. If I saw the best girl of one of the boys spent more time with him in the store than she did at home with her mother, I would suggest to him that they get married. I could then tell her to go home without appearing to think she was sweet on him. If I noticed the boy began to sweep out about an hour before closing time and a customer or two in the store yet, I would tell him that there were some things in the store I did not want swept out, and to please wait a few minutes. If I noticed one of the boys trying to cut off a dress pattern with his knife or a pair of big shears from the show case, I would make him a present of a pair of pocket scissors the next Christmas. If I noticed one of the boys going through a butt of tobacco and robbing it of its tags to get a gun or a bicycle, I would ask him if it ever occurred to him that lots of people bought the tobacco for the sake of the tags and threw the tobacco away. If I ever noticed one of the boys piling matches and macaroni on the same shelf I would ask him if he ever noticed the peculiar delicate flavor that matches gave macaroni. If a customer ever returned a piece of dress goods that had had a nail driven through it in the packing case I would endeavor, if possible, to make her believe she did it on the road home, as it would be a good deal better to lose the customer than to make good the damage, for she might try to work the same scheme on you again some time. And finally, if I were the ideal merchant I would do a thousand and one things I do not do, and refrain from doing a thousand and one things that I do do, and if I were reading this paper I would be glad that I am through.

Charles Full.

The Meat Market

Proper Temperature For Slaughtering Cattle and Hogs.

In the slaughtering of cattle and hogs, and the subsequent curing and preservation of the meat, the temperature of the air and of the dressed meats is an important factor to be considered. Opinions differ somewhat on some points as to the most favorable temperatures for these purposes, but the following are considered reliable: Animals should never be killed while in an overheated or excited state, but should be kept quiet for twenty-four hours prior to killing, and fed lightly on cooling food. Where cold-storage rooms are available in which the meat can afterwards be reduced to any required temperature, the killing may be done without injury in any weather; otherwise, a cool, dry day, with the temperature not above 45 or 50 degrees nor below 20 degrees, is the most favorable. If the weather is wet or damp, the temperature should not be above 35 or 40 degrees. The killing may be done in warmer weather than this if the temperature on the following night falls to 40 degrees or below. After killing, the carcasses should be hung without touching each other and allowed to remain for twenty-four hours or more, until the animal heat has passed off and the temperature is 40 degrees or less throughout. Meat thus treated may be shipped or kept for days in a temperature of 45 degrees or below in dry weather; 40 degrees or below in wet. When the night following the killing is warm, the hind-quarters of beeves are sometimes split open to allow them to cool more rapidly. Temperatures above 50 degrees, with moist air, damage fresh meats very quickly. Meat, and particularly pork, that has been frozen and afterwards thawed does not keep as well as that which has been simply chilled. Pork intended for curing should never be frozen. It is stated that frozen meat will spoil in sixteen hours if subjected to a temperature of 75 degrees. In the Northwestern States, where the climate is dry, the farmers, between November 15 and February 15, hang fresh meats in the open air, protected from the sun, and use from them as occasion requires; meat thus kept is very tender and more palatable than that fresh killed. Meat hung up in the open air until the animal heat has passed off is said to keep better than that placed in cold storage immediately after being killed and it is better to follow this method, if practicable, even where cold storage is available. After the animal heat is all out, the meat should be put into coolers at a temperature of 50 degrees, and the temperature gradually lowered for forty-eight hours, until it reaches 36 degrees, and then raised slowly to 38 degrees. The principal injury to beef products is stated to occur from sending it from the slaughter house to the chill room before the animal heat has entirely left the carcass. This closes the pores, and the meat retains heat and turns sour. From 36 to 42 degrees is the best temperature for storage rooms for dressed meats.

In the case of pork intended for curing, with cold storage available, it is found that a temperature which will reduce the carcass within a period of forty-eight hours to from 36 to 39 degrees at its thickest and most vulnerable points, viz., the center of the ham and shoulder, is the most desirable. At a temperature of 40 degrees a percentage

of taint is liable to develop, and, at anything over that temperature, tainted meat develops rapidly. Of course, it is necessary to create an atmosphere considerably under these temperatures in order to bring down the temperature of the inside of the carcass at its thickest part to the degree mentioned, and therefore it is found desirable to carry the chill rooms at temperatures about 33 to 35 degrees. It is undesirable to reduce meat for curing to a very low temperature, as its solid and hard condition retards the action of the salt in penetrating to the center of the piece, and thus causes the process of curing to be slower and less effective. Attaining too low a temperature has been productive of serious loss to curers, from the fact that when meat is over chilled before the curing process begins, the cure, owing to the causes stated, has been retarded, and when exposed to the ordinary atmosphere in warm seasons the meat spoils. Some large packers place the hogs after being killed in a temperature of from 45 to 50 degrees for twelve to fifteen hours, and then in a temperature of 35 to 40 degrees for twenty-four to thirty-six hours. According to some experienced authorities, the carcasses should not be cut until thoroughly cooled; otherwise the meat is apt to sour. The curing should be done in storage rooms with the temperature about 40 degrees, the length of time for curing depending on the cut and weight of the meat, and ranging from fifteen to seventy-five days. Storage rooms cooled by the expansion of gases in tubes are considered better than those cooled by ice, on account of being drier. Dry salt pork for Southern use in winter needs to be cured in salt for thirty days, but for summer use it should have from fifty to sixty days' curing. Smoked meats for Southern use need to be thoroughly cured, as the heating in smoking tends to damage them.

H. E. Williams.

Possibilities of a Steel Panic. From the Scientific American.

Of all our industries the manufacture of steel affords, perhaps, the most striking evidence of the unrivaled run of prosperity that the country is now enjoying. In spite of the fact that our production, both of pig iron and finished steel, greatly exceeds that of any other country in the world, the demand of the home market is such that it has overtaken our production, and even gives promise of exceeding it. One of the leading officials of the largest bridge company in this country considers indeed that we may shortly be confronted with a steel famine of serious proportions. So greatly has the home demand increased that no contracts are being made for export, and importations from abroad are looked upon as inevitable. As illustrating the condition of affairs, the case may be mentioned of an important Southern road which has been unable to secure delivery of a much-needed order for 25,000 tons of steel rails, and in consequence is now driven to the consideration of the question of immediately importing 10,000 tons from abroad. It has been customary to speak of the recent remarkable development of our export trade as the overflow of an industrial development which had exceeded the demands of the home market. We very much doubt if the ablest prophets of finance ever expected to see the day when the enormous and rapidly increasing output of our steel industry would be overtaken by the demand for home consumption.

To Be Expected.

Hoax—He married a Spiritualist.
Hoax—Does she make him a good wife?
Hoax—Medium.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 26, 1902

STATE OF MICHIGAN } ss. County of Kent

John DeBoer, being duly sworn, de-
poses 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 19, 1902, and saw the edition
mailed in the usual manner. And
further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a
notary public in and for said county,
this twenty-first day of February, 1902.

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

VALUE OF TOUCHING ELBOWS.

Farmers' institutes are of frequent
occurrence these days in this section
and there can be no doubt as to their
utility. If properly taken advantage of
by those they are designed to benefit
they are sure to serve a useful purpose.
They afford an opportunity for the farm-
ers to get together and exchange views
and to hear what experts have to say in
regard to methods in land cultivation,
fruit growing and dairying. A wide
range of subjects is covered in these
discussions and a good deal of valuable
information afforded. The experts who
go from institute to institute are able
to instruct their hearers in many mat-
ters, but after all their general instruc-
tions must be tempered by the intelli-
gence of the farmers in the particular
locality to whose soil and whose condi-
tions rules valuable elsewhere may not
apply. The institutes have a positive
value in their social feature in that they
bring the farmers together under agree-
able auspices.

More formerly than now the idea pre-
vailed that almost any man was smart
enough to be a farmer. It was reckoned
that to succeed in a profession or in a
mercantile or manufacturing business
special qualifications were required and
much general information. It is coming
more and more to be appreciated that
it takes a smart man to be a farmer and
a particularly smart one to make any
money at it. The idea that a person
who can not make a success of any-
thing else can make a success of farm-
ing is as far as possible from the fact.
The more knowledge a person has, the
better it will be for him in agricultural
pursuits. The quality and possibilities
of land differ materially in different sec-
tions. Certain products are in more de-
mand in some places than in others.
There are times to sell and times to
hold, and indeed there are a multitude

of questions which the farmer has to de-
cide, and upon their correct decision
depends his probability of profit. Farm-
ers' institutes, farmers' clubs and all
such conferences and organizations are
helpful. Every one can learn from the
experiences of others. All these oppor-
tunities should not only be encouraged
but improved.

NO MEASURE OF DAMAGES.

Every time there is an accident on a
railroad or in a factory or anywhere
else, resulting in the loss of life or limb,
a suit for damages is reasonably certain
to follow. Some lawyers make a spe-
cialty of bringing this class of suits and
they plead them with great vigor for half
the proceeds. There are a lot of dam-
age suits brought against corporations
which have no merit, and there are a
lot of them which have a great deal of
merit and which by right deserve a ver-
dict. There is no rule for guidance in
these matters, for it all depends upon
the sympathy of the jury. Sometimes
one sum and sometimes five times that
is given for much the same injury. The
divergence of verdicts in these cases is
interesting to contemplate. The other
day a jury brought in a verdict of \$200
for killing a boy six years of age. There
have been instances where a verdict of
six cents was awarded for a death. The
highest within recollection is an in-
stance where the wife got \$37,000 from a
street car company which killed her hus-
band, and another widow was awarded
\$25,000 in a similar case. It is not
stated that there was this difference in
the real value of the husbands. Within
a comparatively short time juries
awarded verdicts to plaintiffs who had
lost an arm from \$1,000 to \$10,000. In
another case a man was paid \$7,500 for
the loss of four fingers, and in still an-
other a corporation paid \$2,500 for tak-
ing off one finger. If one finger is worth
\$2,500, four fingers and a thumb, and
after that a whole arm, must have a price
a great deal higher. These figures are
of interest as showing that there is abso-
lutely no rule of regulation for the
measure of damages. It depends upon
the efforts of the attorneys and the sym-
pathy of the jurors. The corporation
which goes in to defend any of these ac-
tions has no idea what the result will be
or how great the verdict. It is largely
a matter of chance. There is no standard
fixed whereby damages can be measured
or calculated.

Computed on a cold cash basis, the
life of Mr. Marconi is worth \$750,000,
at least that is the estimate figured out
by the Marconi Wireless Telegraph Co.
in taking out a life insurance policy on
the young scientist. What the value of
Marconi is in the estimation of Mr.
Marconi can not even be surmised, see-
ing that he has, up to the present, been
entirely too modest in the puffing busi-
ness. It seems that many of the schemes
of the young scientist are still hid away
in the nooks and crannies of his brain-
pan, and in order to indemnify them-
selves, in case anything should happen
to separate him from Mother Earth, the
shareholders in the company have taken
out the policy. Dollars and cents would
not indemnify the world should anything
happen to prevent the fructification of
Marconi's ideas, but the company thinks
that the sum of \$750,000 would about
cover the bill, so far as it is interested
in the matter, and there it rests, a curi-
ous commentary on modern business
methods and one more proof that corpo-
rations are absolutely devoid of senti-
ment.

LET WELL ENOUGH ALONE.

It is proposed at Washington, in fact
there is such a clause in the postoffice
appropriation bill, to transfer the several
thousand mail carriers of the rural free
delivery service from the salary rolls to
the contract system. It is suggested that
the same rules shall apply to them as
obtained in the star routes. The provi-
sion is that the contract for delivering
mails shall be awarded to the lowest re-
sponsible bidder who can read and
write. Unfortunately there are a great
many people in this country who can
both read and write very well, but who
are utterly unfit and unreliable and who
are not possessed of the requisite quali-
fications to make a good mail carrier.
The bidding would be spirited in some
sections, and it is quite probable some
money could be saved, but it would be
at the expense of the service which is
much appreciated and in which the peo-
ple take pardonable pride. Already
there are objections being made to the
proposition in the House of Represen-
tatives, and protests will probably come
from all sections of the country affected
or likely to be affected.

No one has yet suggested that the
mail carriers in cities be taken from the
Government pay rolls or the contract
system introduced. It is altogether
probable, indeed absolutely certain,
that men could be found able to read
and write, who would be willing to take
the places of the city letter carriers at
less pay than they are now getting. It
does not follow, however, that such a
change would be desirable or for the
best interests of anybody. As to the
duties and the responsibilities, there
is little difference between the city and
the country carrier. The requirements
and qualifications of honesty, sobriety
and intelligence are practically the
same. What is wanted is not the cheap-
est man but the best one. The postal
authorities can exercise jurisdiction and
supervision over the carriers of the pres-
ent system much better than as if they
held their place by contract following
the lowest bid. The proposed system
would bring all sorts of abuses and com-
plaints difficult of remedy. There is no
argument in favor of the contract system
for rural free mail delivery except that
of economy, and there are cases in the
public service where economy is not to
be desired to the exclusion of everything
else. The rural carriers ought to have
more salary than they are now getting,
but there is no good reason under the
sun why they should be made a part of
the star route system.

There are better jobs than being a
king in some countries and Spain is one
of them. Alphonso XIII. enjoys the
distinction of being the only unmarried
monarch in Europe, but the fact that he
is only 15 years old is sufficient explana-
tion and apology for his bachelorhood.
That handicap can be removed in time.
Before long he will reach his legal ma-
jority and there will be coronation cere-
monies in his country. As quick as he
is old enough, it can be depended upon
that he will be married. It does not fol-
low that he will fall in love with any
lady or that he will marry the girl of his
choice. In all probability he will not be
allowed to have much to say in that
matter. The thing most to be desired in
Spain just now is a fortunate matrimonial
alliance. Some strong ruling family
with a marriageable daughter can find
a husband in King Alphonso and by the
same arrangement Spain can find a
strong friend. Royal matchmakers will

be busy in a few years, and the young
man, even although a king, will find
himself only clay in the hands of the
potter.

France is preparing to celebrate the
hundredth anniversary of the Legion of
Honor, which was founded by Napoleon
in 1802. The decoration of the Legion
of Honor was devised to take the place
of royal rewards and the insignia of
nobility, and was to be the reward of
merit only, without reference to birth
or condition. The institution has sur-
vived all the changes that have occurred
in France during the past century. Its
influence has been powerful in breaking
down aristocratic distinctions. The dec-
oration has been won and worn by men
who have made personal achievements
in civil, military and scientific fields.
Napoleon is reported as saying of the
decoration when it was under discus-
sion: "The soldiers who do not know
how to read or write will be proud to
wear the same decoration as illustrious
scientists, while the latter in their turn
will appreciate the order more for its
being the same reward that is given to
soldiers and sailors for acts of bravery."
It was this Napoleonic wisdom that has
given the order is great prestige.

Americans do not generally appreciate
the advantages that have come to them
from living in a great country with a
great population governed by the same
laws and following the same customs.
In a recent address Frank A. Vanderlip
showed how these conditions had helped
Americans in the contest for commer-
cial supremacy. "In this country,"
said he, "the same style of hat is worn
from California to Maine; the salesman
talks to his customer in the same
language all the broad land over, and
the same tariff law prevails. In Europe,
as soon as the manufacturer commences
to extend the field of his operations, he
is confronted by a diversity of tongues,
by new tariff laws and by changed fash-
ions and conditions. The standard that
has been reached by our manufacturers
is unattainable by the manufacturers in
European lands. For instance, here we
use a single standard of locomotive drive
wheel on every railroad in the country.
On the continent they use a different
sized wheel in almost every country."

How does it happen that Whitelaw
Reid has a monopoly of the business of
Envoy Extraordinary to England? He
served in that capacity when Queen
Victoria celebrated her jubilee in 1897,
and he is to represent the United States
at the coronation of King Edward next
June. It has been explained that he
owes both appointments to President
McKinley, and that President Roosevelt
has simply carried out the wishes of his
predecessor. Back of this is the further
fact that Secretary of State Hay and Mr.
Reid are old friends, and used to be
associated in editorial work on the New
York Tribune.

With Easter only four weeks away the
egg dealers are wondering how they are
going to meet the demand for the fruit
of the hen. Never in modern times has
the hen been so inattentive to the busi-
ness to which her talents are supposed
to be dedicated. Every encourage-
ment and every inducement offered her
has been productive of no result. The
hen will, however, get into action even-
tually and others besides plutocrats can
afford to have eggs for breakfast.

Demagogues are criminals. They rob
the public of confidence.

RECEIVED THE REWARD.

Hank Spreet Stood Pat and the Sheriff Surrendered.

Written for the Tradesman.

Since the writer left Hank Spreet looking along the barrels of a shotgun at two burglars who had just accommodately solved the combination of the safe in his grocery store, I have received three letters and a postal card intimating that if I do not end the matter up in more definite way I may be made to experience some of the sensations the expert safe-crackers did as they looked Hank's shotgun in the eyes. The story there related covered Hank's experiences with the burglars in question up to the hour of going to press. Since then there have been some more developments in the matter, which I am glad to set down here as a sequel to Hank's midnight adventure and as a further exposition of the country storekeeper's quaint character. Hank is a man whom some self-sufficient critics set down as a fool and who is constantly proving that he is possessed of more gray matter under his timothy hair than the great majority of his villifiers.

When Hank shouted, "Now up with your hands," to his midnight visitors there was not much left for them to do but to comply. The rude shock they experienced at his abrupt command may well be imagined, for up to that moment they had felt the utmost confidence that there was no one within the place to interfere with their operations. The shock was so great that both men threw up their hands, thinking they had been surrounded by a whole posse comitatus, instead of surrounded by one grocery storekeeper with a businesslike but unreliable shotgun in his hands.

Hank made haste to jump from behind the counter and secure with his foot a revolver one of the men had dropped from his nerveless fingers. He knew he must act quickly, before the burglars recovered from the shock, or his quarry would get away. The grocer also knew that he must have help, but where he was to get it and how he was to get it at that hour of the night was something that it took some very rapid cogitation to discover. Suddenly there came an inspiration to Hank and he acted upon it the second it presented itself to him. All Kelly Center was asleep, and particularly the constable, but if the entire population of Kelly Center sleeps religiously it also arises as one man at an unusual disturbance. Hank was aware of this fact and he determined to make the most of it.

As he stood with his shotgun leveled on the marauders, his hip touched the long table on which his line of tinware was displayed. Hank prided himself on the excellent stock of milk pans, water pails and such things that he carried and that it was from Michigan tin they were made. Now his tin line promised to stand him in good stead.

The result of Hank's inspiration was that ten seconds later the whole village of Kelly Center was aroused by such a racket in Hank Spreet's grocery as it had not heard since the night Willie Chubb threw the firecracker into the Fourth of July fireworks display half an hour before it was time to touch off the first set-piece. The citizens of Kelly Center were thrown from their beds by a noise that they imagined for a moment was an earthquake. It was like a crash of gigantic but muffled thunder and in a moment they realized the hubbub emanated from Hank's grocery. The seven prominent citizens to a man

pulled on their trousers, seized their shotguns from the kitchen walls of their respective homes and started for the scene of action.

When Hank put his thigh against the table and sent his stock of tinware rattling across the store the two burglars concluded they had fallen into the clutches of a crazy man. If this had been an ordinary country constable into whose custody they had fallen they would have taken a chance at receiving a load of buckshot and jumped at him with the idea of overpowering him, but this man perplexed them and, when the tinware fell with a deafening rattle and crash they thought that a battery of artillery concealed in the darkness had opened upon them. They threw their hands up higher and dodged as Hank began kicking milk pans and quart pails at them and before they had recovered they heard heavy boots kicking in the front door and people pouring in through the rear window by which they had entered.

When Bill Blivens struck a match a moment later the re-enforcements found Hank standing behind the tin breast-works he had thrown up and two expert safe-breakers, who would have given a dozen deputy sheriffs a merry running battle, standing shivering in the custody of a country shorekeeper whose ammunition consisted of a rusty shotgun and a stock of tinware.

There is no jail in Kelly Center, but they tied the burglars as best they could and locked them up in Hank's vegetable cellar, which is made of oak plank well covered with sand and possesses a single door. There Hank stood guard the rest of the night. In the morning the constable came to relieve him.

"All right," said Hank, "you might keep your eye open here long enough for me to git a cup of coffee and I'll see you're paid for it when I git the reward."

"What reward?" asked the constable, all attention.

For years the constable had been studying half-tone portraits of noted crooks, sent to him by the sheriffs around the country, in the hopes of getting one of the \$1,000 rewards so numerous offered, until every stranger he mistook for Pat Crowe and every book agent for an absconding bank cashier. Never, though, had he been able to claim a reward.

"Say," said Hank impatiently, "you don't think I'm keeping these fellows in Kelly Center because I like their company, do you? There's a sheriff down in the southern part of the State that'll give a hundred dollars for this pair of birds."

"I've heard tell," said the constable, enviously, "that not over a tenth of them rewards is ever really paid."

"This one'll be paid," responded Hank, positively, as he started for the store.

It was early morning. The population of Kelly Center had returned to bed to get the sleep of which it had been robbed by Hank's midnight adventure. As the grocer approached the store from the rear some one drove up furiously in front. "Pretty early for a customer," thought Hank, wondering, as he hurried through the disordered place to let the visitor in. The man did not take long in introducing himself as the sheriff of the county in which the bank robbers had recently operated.

"I've been on their trail for a week now," said the officer, "and I have good reason to think they're working

this way. Have you seen anything of two strangers that might be bank robbers?"

"Yes, I have," said Hank, "and I've got 'em locked up in my cellar." The sheriff patted him on the shoulder with surprise and delight and produced a pair of handcuffs.

"Let me slap these onto 'em," he said.

"Wait a minute," replied Hank, "they'll keep. These may not be the men."

The sheriff described the men he wanted and they tallied exactly with Hank's prisoners. "And you did me a mighty good job when you got 'em," he concluded.

"How was that?" asked Hank.

"You see it's this way," said the sheriff: "These fellows cracked the bank at our county seat and got away with a small wad of money. It so happens it is getting near election time and I am a candidate for another term. I suppose you wonder what that has to do with the bank robbery. Well, do you know that after this bank was robbed and these fellows got away it got to be a campaign issue down in our county? Some of the heavy stockholders whom I had supposed were good friends of mine commenced to say, 'If he's such a cracking good sheriff and needs another term, why don't he get them bank robbers?' And do you know that there were some lobsters, when I didn't get 'em, that even hinted I was in the deal to get campaign funds? What do you think of that? So I just offered a hundred dollars reward on my own responsibility and started out to get those fellows."

"Just let me take them handcuffs," said Hank, "and I'll go bring your friends in."

Hank stood guard at the door of the vegetable cellar while the constable went in, cut the prisoners' bonds and put the handcuffs on them. Then Hank and the constable marched them to the store. The prisoners looked at the sheriff rather sheepishly as they were ushered in.

"If I can get a double team now," said the sheriff, "and the help of your constable, I'll get these chaps into the county jail before breakfast."

The constable agreed to go and a team, the sheriff was informed, could be easily secured.

"There's one thing, though," said Hank to the sheriff, "that you come near forgetting."

"What's that?" asked the sheriff.

"The hundred dollars reward."

"Oh, that'll be all right; I'll send you that as soon as I get home."

"You mightn't send it."

"Sure I will."

"I've heard that these rewards wasn't always paid. Now, I've lost a night's sleep and been to some expense for the help of the constable here and for tinware, so I guess the reward had better be paid now."

"Look here," said the sheriff, flaring up, "don't you try to monkey with me. I've got these men now and I'm going to take 'em."

Hank picked his shotgun up off the counter.

"These men are my prisoners," he said. "You touch one of 'em and I'll blow you full of holes."

The sheriff jumped back, surprised.

"I'll have you impeached," he cried.

"You can't do it—I'm not an officer."

The expression of the two men had

completely changed. "Good for you, pard," said one.

Hank never looked at them, but kept his eyes on the sheriff. "You pay that reward," he said, "or I'll let these men go."

The men began tugging at their handcuffs, while anger and surprise chased back and forth across the sheriff's face.

"I don't pay this reward," the sheriff protested, still looking into Hank's eloquent shotgun, "the county pays it."

"You said you offered this reward on your own hook," replied Hank, "and I suppose you come prepared to pay it?"

"I haven't got that much," said the sheriff.

"Let's see what you've got," said Hank, making a motion to unlock the handcuffs.

The sheriff reluctantly pulled out a roll of bills. He would have liked to pull a gun, but the eyes of Hank's shotgun looked fixedly at him.

"Here's seventy dollars," he said, handing the roll to Hank.

"I'll take your note for the rest," replied Hank, lowering the gun. "There's your prisoners." Douglas Malloch.

Humorous Aspect of Roquefort Cheese.

Roquefort cheese is made in France from the milk of a certain breed of sheep which are fed on wild thyme and the cheese has a wild time trying to keep from stinking itself to death in infancy. This wild thyme grows on the banks of the Lot, Tarn and other rivers in the department of Aveyron in France, and after it has first been bespiced and then becheesed it generates a lot of the tarndest smells that ever perambulated down the pike.

Thyme is a kind of an aromatic plant with a pungent odor, and after it is converted into Roquefort cheese it is the pungentest thing known to man. After this cheese is made it is put in solitary confinement until its whiskers begin to turn gray and gangrene sets in, when it is taken out and chained to a post. Before it is served it is chloroformed or knocked in the head with an axe. It is then brought to the table in little square sections about the size of a domino. It is served at the close of meals together with black coffee. It usually has a running mate in the shape of a round cracker that has to be broken with a maul.

Roquefort cheese is of dull white color, except in spots where mortification has set in. Some claim it is inhabited, but it is not true. Even the intrepid and mephitic microbe flees from it as we flee from a pestilence. We have seen Limburger cheese strong enough to shoulder a two-bushel sack of wheat, but a piece of Roquefort the size of a dice can carry an election. Limburger is a rose geranium when compared with Roquefort. There is as much difference between them as there is between the purr of a kitten and the roar of a lion. Some people who claim to be civilized say they like Roquefort cheese, but they only eat it because it is imported and expensive. A man who will eat it is an open sepulcher and should be quarantined or driven into the wilderness and never again allowed to look into the face of a human being. C. W. Bliss.

Still Pursued by Trouble.

"Wealthy, is he? Why, the last time I saw him he had trouble keeping the wolf from the door."

"Well, now he has trouble keeping his poor relation from the porte cochere."

Clothing

Employees Necessary in a Modern Clothing Establishment.

The subject of employees and their specific duties is one that should receive careful attention and study from the merchant. In order to preserve harmony and get the best results he should bear in mind that "what is everybody's duty is nobody's duty." Hence, it is of vital importance that each employee be assigned his duties and know just what they are, what is required of him and what he will be held responsible for.

Every store should have a superintendent. If only three people are employed put one of them in authority over the other two and impress him with the idea that he is your representative when you are absent from the store.

If the store is large enough to have clerks in the several departments place this superintendent on the floor and do not require him to help out in rushes, as then his services are most valuable. The right kind of a floor man is a paying investment at any reasonable salary. He is a trade maker and a trade retainer. He should have undisputed control of the clerks up to the point of making discharges, and he should look after the welfare of every customer who enters the store. He should be a regulator during the business hours and save the proprietor the annoyance of straightening out many petty troubles.

Not every man will make a good superintendent. The characteristic qualifications for his success are those of a man who can always command the respect of the clerks and customers, who is alert and watchful of the manner in which customers are waited upon, who is perfectly familiar with the location of every article in the store and who studies the trade as he would his personal acquaintances.

The superintendent should be first to greet customers, ascertain their wants and conduct them to the proper departments or, if the establishment be too large for this last personal attention, he should be careful to direct them to departments in such a way that no further enquiry is necessary and the place is found without any difficulty.

The system of requiring each salesman in a clothing stock to take his "turn" is a good one and should be adopted in all stores.

The superintendent should carry a small tab upon which is the name of each salesman in the clothing section. If salesmen are not confined to departments, but have the selling range of the entire store, the system applies equally well.

Upon the entrance of a customer Smith is called to wait upon him. Smith then has "X" placed after his name. Jones gets the next customer and so on down the list until Smith's "turn" comes again. If a customer calls for a certain salesman and it is out of his "turn" he is checked and on the next round loses his "turn."

This system permits of no favoritism at all and gives each man an equal showing—preventing the forward salesmen pushing up and usurping the rights of the more retiring ones.

The superintendent can make himself exceedingly valuable by watching sales—noticing as customers leave whether they have a bundle or not. In this way he knows whether a sale has been made or not and, if not, why?

He should ask everyone leaving the store whether or not they found what

they wanted. If they have they will answer accordingly and consider it a bit of solicitous attention, which pleases them, and they leave feeling that the firm is mindful of their welfare. An invitation to call again is a bit of politeness that will not be lost on anyone. Civility costs nothing, but works wonders.

The customer who is leaving the store without making a purchase should receive the greatest possible attention of the superintendent. This individual can give information worth dollars and cents to the proprietor. There is some reason why no sale was made and it is of vital importance that the proprietor know the cause. One of three things exists:

1. The customer did not find what he wanted. In that case the clerk can tell in detail what the customer desired and the proprietor can judge whether or not the want was reasonable and the stock at fault.

2. The price may be too high. In this case the proprietor ascertains what others are offering the same goods for and can meet competition or better it.

3. The goods and prices may be right, but the salesman may be at fault—incompetent, irritable or indifferent. A proprietor can not become cognizant of this fault too quickly. This is the most important of the three and needs quickest and most decided attention.

A customer who has not received proper attention is ready to leave in a frame of mind that can only be relieved by telling someone of the inattention or discourtesy—the superintendent is the man and his polite question as to whether or not they found what they wanted will bring out the desired information in the fullest detail.

A trouble of this kind can be rectified before the customer has time to leave the store, and the reputation of the house is not only not impaired but is elevated in the estimation of the soothed customer.

The superintendent should be called upon to sanction all exchanges and O. K. all refunds of money.

In exchanges he should see the goods returned and those taken in their stead. His "O. K." should be necessary to

authorize the bundle wrapper to warp up the goods.

In cases of refunding purchase money, the superintendent should be the only one authorized to make out the check on the cashier. This he does after examining the returned goods and satisfying himself that the claim is right.

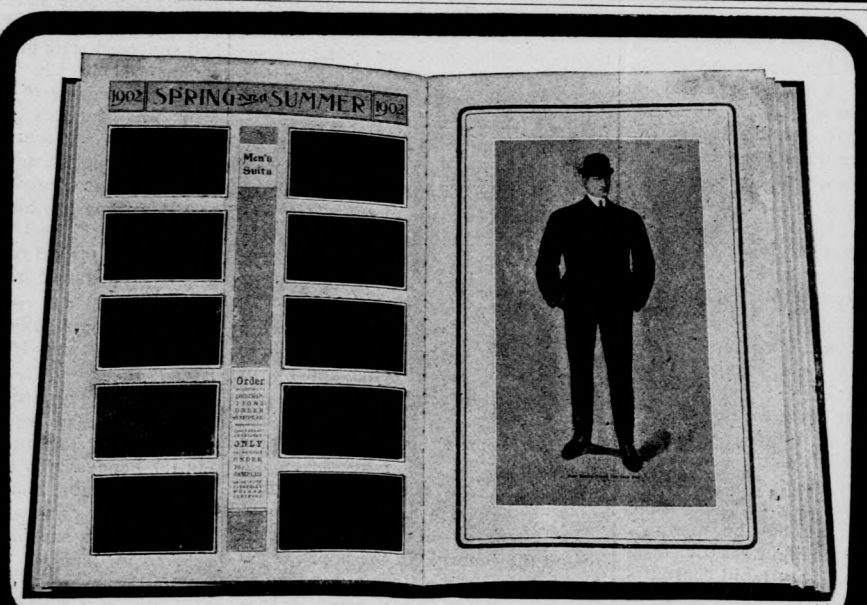
All disputes or differences between customers and clerks should be settled by the superintendent.

Some retailers hold that it is not good policy to encourage clerks to cultivate the friendship of customers. This is a mistaken idea.

There is nothing that will bind customers more strongly to a store than the knowledge that there is some certain clerk who has shown them attention in a way that has led them to believe that their welfare is the clerk's first consideration, hence their desire to be waited upon by this clerk is natural.

It should be the ambition and study of every clerk to please the patrons of the store and to cultivate as many friendships as possible—he can not have too long a list.

It is rarely the case that a clerk can



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.

so endear himself to his trade as to be able to carry any portion of it with him if he should leave your services. In reality it is price and quality that bring the customer, not the friendship for any employee, and so long as they are right trade will remain, whether the favored clerk does or not.

It is the mistaken idea that a favored clerk can carry trade with him that makes many merchants discourage clerks cultivating the friendship of the customers. On the contrary, the clerks should be urged to study the likes and dislikes of the trade and cater to their peculiarities and wants. They should be encouraged to favor their patrons when possible and consistent with the rules of the house.

The superintendent should ascertain, before calling a salesman, if the customers have a preference. If they have, he should see that they are waited upon by the desired clerk. The customer with a preference will cheerfully wait a reasonable length of time to get the right clerk rather than to be attended by another.

The question whether or not it is wise to put a saleslady behind the neckwear and glove counters is not settled. Some claim it to be a profitable move, while others say a lady is out of place in a clothing house. Is she or isn't she?

Salesladies are successes in hotel offices, behind cigar counters; they are attractive in large metropolitan grill rooms (restaurants) as cashiers and in other places where the patrons are entirely men.

Where it is possible for a bright, good-looking girl to attract and sell goods to a man, without embarrassment to either, the policy is certainly as good for one line of business as another.

There are several natural reasons why a woman is especially well fitted to make a success behind the neckwear and glove counters.

A woman is usually better posted on colors, harmony and color combinations than a man. Her ideas are finer. Her advice or recommendation to a puzzled or undecided customer would invariably be accepted.

Her ability to select suitable colorings for the customers would be much keener than a man's, as her experience in harmonizing colors began with her first appreciation of dresses and their wide range of colorings.

A scarf tied around her own fingers by a comely saleslady and displayed to a customer would add a hundred per cent. to the attractiveness in showing goods.

It is natural to suppose and to know that a neckwear stock would be kept in much better condition and fewer delicate colors soiled if intrusted to a lady. A well selected stock will not stand being tossed around and hauled over the tops of cases without sustaining injury.

There are many reasons why a saleslady would be just the one for the neckwear. There is nothing connected with its selling that could possibly cause embarrassment to either the saleslady or the customer. She would not be suitable for any other department, gloves, canes and umbrellas excepted.

Always station a boy at the door on rainy or snowy days. On rainy days provide him with an umbrella rack where customers can stand their dripping umbrellas without carrying them back into the store and forming large wet places on the floor. If the store is large and customers many, provide him with checks—the regular baggage sort with a strap to loop on the handle and a

duplicate check to hand to the customer.

In snowy weather give him a whisk broom to brush the snow from the customers' clothing and hats. This is a little attention that is pleasing to the customer and prevents melting snow, on the hat brim and coat sleeves, from damaging goods or wetting the tops of cases, counters and boxes. Have the boy always open the door for incoming and departing customers.—Apparel Gazette.

Few Persons Have Perfect Proportions.

"The tailor who spends his life in taking human measurements could probably tell an interesting story about the decline physically of men and women," said a man who takes a deep interest in physical culture and other processes tending to arrest deteriorating conditions. "I doubt if the measurements taken by tailors will show many perfect men and women. Too many men are wearing 14 collars and too many women are short on waist dimensions. I was glancing through Fourman's book a few days ago, and I was struck by the dimensions agreed upon by the best and most authentic authorities for physical perfection in both man and woman. Take the measurements, for instance, of the perfectly proportioned man, with a height of 6 feet 2½ inches; girth of chest, 46 inches; girth of waist, 38 inches; length of upper leg, 17½ inches; length of lower leg, 14½ inches; largest girth of thigh, 22½ inches; girth of calf, 16 inches; length of arm, 26 inches, and, weight, 190 pounds. Go to the tailor and ask him how many men come up to this standard. I imagine that one would spend much time before finding the perfect physical conditions in conjunction in a single man.

"The fact of the business is, that these proportions are the result of idealistic theorizing. A man would be perfect, indeed, physically, who could even show a reasonable approximation of this standard. Our tailor's records would probably disappoint us badly, and we would likely become confirmed believers in the doctrine of physical degeneracy in so far as members of our sex are concerned. Man has been dwindling somewhat even in the range of one's own memory. One need not go to the tailors, nor to the vast wealth of statistics which have been compiled by persons who take a peculiar interest in man's physical aspect. One is conscious of being smaller than one's father, and less robust, and lacking in that hardness of temperament found in the sire and grandsire. Yet the tailor's record will probably show a few isolated instances where men have preserved the proportions found in the physical measurements of the perfect man. And this, after all, is the goal toward which physical culture is drifting. It is not so much a question of larger men in stature, but rather a question of men more perfectly balanced physically—men whose parts will approximate at least the equilibrium found in the perfect measurements of the physical culture doctrine. If one must weigh 190 pounds, and stand up to a height of over six feet, one might as well give up on the start. But one may at least approximate the ideal proportions, and this is what physical culture proposes to do."

Expecting Trouble.

Irate Editor—I am going to tell the people just exactly what kind of a man you are!

Equally Irate Statesman—If you do I'll sue you for libel!

The Sinful Brother.

It was at a certain church meeting and in the rather stern, sharp manner, which sometimes jarred a little on the nerves of the more timid, the good bishop was calling for reports. By and by he came to Brother B., a lay delegate.

"Brother B., what is the spiritual condition of your church?" demanded the bishop, briskly.

"I consider it good," said the brother. "What makes you think it is good?" went on the bishop.

"Well, the people are religious. That's what makes me think so."

"What do you call religious? Do they have family prayer?"

"Some of them do and some of them do not."

"Do you mean to say that a man may be a Christian and not hold family prayer?"

"Yes sir, I think so."

"Do you hold family prayer?"

"Yes, sir," returned the brother, quietly.

"And yet you think a man may be a Christian and not hold family prayer?"

"I have a brother who is a better man than I who does not hold family prayer."

"What makes you think he is a better man than you are?"

"Everybody says so, and I know he is."

"Why does not your brother, if he is such a good man, hold family prayer?" thundered the bishop.

"He has no family," meekly answered the brother.

Too Common Occurrence.

He—You know about the doctors operating on Tom Archer for appendicitis and discovering that their diagnosis was wrong?

She—Oh, yes. Well?

He—Well, they sent him home on Valentine's day with a note reading, "Opened by mistake."

Self-praise is all right when inserted in some good advertising medium.

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.

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

There Are No Lamps

Equal to the

Brilliant or Halo Gasoline Gas Lamps

for Home, Church, Store, Street Lighting, etc. Thousands of them in daily use justify this claim. Every lamp guaranteed. Average cost of running per 100 candle power about 15 cents a month. One agent wanted in every town.

BRILLIANT GAS LAMP CO.,
42 State St., Chicago



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.

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

Shoes and Rubbers

Dull Days and How to Utilize Them.

Now is the time to talk of dull days, for even if you are running steady this is their season. When a heavy snow-storm rages, or when the rain pours from early morning until late at night, or the mud is hub deep in the country, the hours will pass idly. Customers will be occasional, only those forced out from pure necessity. The wet-footed workers from the store or shop who must have rubbers will constitute the bulk of the trade.

This is the time when most shoemen slumber. The store takes on a dilapidated appearance and every surrounding seems to indicate the fact that there is nothing doing.

But these days are the business builders of the future, and there is work to be done if shoemen will but rise to the occasion. This is the ideal time to freshen up the store. Look around; many things will be found that need attention. The price cards in the windows have a kind of old tinge, therefore the cardboard and stamp should be brought into action. Last season's cartons are faded and speak of much handling. Plain labels may be bought at \$1.50 a thousand, and embossed ones at from \$1.50 to \$3. The bright appearance of nicely labeled cartons is refreshing to the eyesight and adds much to the selling value of goods. Much work can be done during such days, and a clean appearance for a shoe stock is as good as clean linen for a person.

Perhaps the dust on the stock is a little too deep. Wielding a duster is really a beneficial exercise. Many of the calf shoes in stock may have accumulated a little grease, which should be rubbed off. The patent leather stock might look a bit passe, but a benzine rag would do a world of good.

There may be mismates in the store for which partners could be found by looking carefully and thoroughly through the stock. There is no telling where they may be found if one will only search. In looking for mismates start at the beginning and do not stop until the very end of the line is reached. Often mismates are found in the soft-sole drawer, and vice versa, so do not think that because a woman's shoe is sought after it is lost if not found in the women's stock. Never give up until even the rubber lines have been ransacked.

Maybe there is a case of waterproof signs in the basement which will increase the volume of business if handled properly. Rubber boots and a mackintosh will protect the man who nails them up.

If the day promises to be a long one the windows may be retrimmed. Nothing catches the eye of a passer-by as quickly as a change of window trim. A new base cloth would add much to the effect. Two hours' work might originate a novel design for the window which would bring much trade into the store.

By the way, has the sizing up been attended to? How about rubbers? Are they in order? Are the men's in their right compartments? Is there any stock in the cellar that has not been touched? Is the stock of rubbers on the floor depleted? Take a look into the rubber bin. It won't hurt. Noticed the chandeliers lately? A rag and a little Bon Ami are elegant things for keeping these in good order.

Yes, when one comes to think of it there are many, many things that need attention. It is so hard to remember everything; we just thought we would start shoemen off on a train of thought and see if they could not do the rest.

While at it, do not forget that rugs and strips of carpet between the settees are very dirty, and every time a customer stamps his feet on the floor a cloud of dust arises. One does not have to do all these things alone. The boy or man-of-all-work might better be attending to them than playing checkers in the back of the store with the proprietor.

These are a few suggestions. There are a hundred and one other things which apply to every shoe store that might be added to the regular routine of work during the dull days. If one gives these little matters the proper attention the store will show the result of it and the merchant be amply repaid.—Shce Retailer.

Making Reputation.

You are advertising yourself and store, and nothing should be omitted that would increase the attractiveness. Polite clerks, with accommodating manners, are great helps. Many poor people may be among your visitors, but be sure that the same degree of politeness be accorded them that you would bestow upon the rich. In these times, and for that matter at all times, there should be shown equal respect and consideration for all.

The character of your store is what you make it; its reputation depends upon what the people think and say about it. If the reputation it receives among the people is good, you have succeeded in widening your range of trade, but if it is the contrary, no system of advertising will give it a standing among the people of the community. A reputation for fair and polite treatment, neatness and orderly arrangement, fine goods and good quality is a thing much desired by every retailer.—Clothier and Furnisher.

She Was a Good Witness.

Several days ago there was a trial in one of the courts, and a lawyer was engaged in endeavoring to shake the testimony of an old lady who was one of the principal witnesses for the plaintiffs. Finally he asked:

"Who have you talked about this case to?"

"Nobody."

"Didn't Col. Blank, the lawyer, speak to you about it?"

"No, sir."

"Didn't Mr. Smith, the plaintiff, ask you what you would testify to?"

"No."

"Do you mean to tell this jury that you have talked to nobody about it?"

"Yes, sir."

"Well, how did they know what you would tell?"

"They knew I'd tell the truth."

For Store Cards.

Our suits are offered at suitable figures.

We don't promise the earth for a nickel.

Our method of selling invites you back.

Cross the street first, then come here.

You don't wait here—you're waited upon.

A plant for drying the leaves of the sugar beet has been erected near Goettingen. The factory began to be worked at the opening of the beet season, and is proving very satisfactory. The fodder obtained is excellent, is very dry and is eaten readily by cattle. The German government and agricultural authorities are taking much interest in this invention, which will notably increase the profits of the beet industry.

COMFORTABLE SHOES



We have the above warm shoes in stock and can supply you promptly.

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

GEO. H. REEDER & CO., Grand Rapids, Mich.



A TRIFLE MORE MONEY, PERHAPS, BUT—

Today people are not willing to save a few cents at the loss of quality, more especially in boys' and youths' footwear. They are coming to realize that the small additional cost **quality** requires doubles the life of the shoes on the feet of the strenuous youngsters. This is why the sale of our **Star** boys' and youths' shoes is so extensive. Made of Veal, Oregon, Box Calf and Keystone leather. They merely need a trial. Their merit will do the rest. Write us about them.

**RINDGE, KALMBACH, LOGIE & CO.
GRAND RAPIDS, MICH.**



1902

Make a resolution that will do you good.

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

BRADLEY & METCALF CO.,

MILWAUKEE, WIS.

WE SELL GOODYEAR GLOVE RUBBERS.

COLD WEATHER SHOES



We carry 36 different kinds of Women's, Misses' and Children's Warm Shoes and Slippers.

Women's Button or Lace, Warm Lined, Kid Foxed, Felt Top Shoe, Opera Toe, Machine Sewed.....\$1.00

Same as above in Turned, Common Sense.....\$1.00

Women's Felt, Fur Trimmed, Juliet.....80 cents

Write us what you want and we will send samples or salesman.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

Specialty House.

Methods Adapted To Make a Shoe Store Pay.

The first subject to be considered is the buying of goods. In this the buyer must be governed by the locality he intends to do business in; the kind of trade he expects to cater to. If it is the fine trade you must get a location most suitable for that class; if for medium trade you should get a location where the most people pass and go to do their shopping. These things fully settled upon, then comes the question of buying goods that will sell. How to buy is a vital question to one's success. We often hear quoted that "a thing well bought is half sold," and there is a great deal in that phrase. I shall endeavor to treat on medium priced goods for the medium class trade.

First, I want to know the reputation of the house I buy from, know how near their goods come to samples both in quality and appearance. I should look first to the wearing qualities as the main feature, but get as much style as possible, but not to the sacrifice of the wear for that is most important to medium class trade. Some will say you have got to have lots of style to sell. I will admit that you sell the first lot of goods out fast if they look much better than your neighbor's, but if a number of them do not wear satisfactorily the buyers will not try you again. On the other hand, if you get shoes that have the material in them combined with good work, they will be more satisfactory to the wearer after they have been in wear three or four weeks, because they will have held their shape. How often do we see shoes sold for \$5 and \$6 that before being put upon the foot look most excellent, as far as general appearance is concerned, but in a few weeks the seat is lopping over the heel; the heel seat having been trimmed away under the counter (as was the case with many shoes a short time ago when the flange heel with narrow seats came in), the foundation has been taken away, and the house is toppling over.

Having bought the stock right the next thing is to let the people know what you have to sell. Make your claims strong and emphatic, but do not deceive, because your customers will find it out and will criticize your statements. You must be ready to back up your claims. I would suggest a space in the newspaper, and keep it in one position as much as possible, and use it as often as business would allow. I find another good way is to write personal letters to those you wish to reach, calling their attention to the special inducements you have to offer them. On these two lines you can reach a great many people, and if you have bought the shoes right, and impress them with the idea that you are trying to do the right thing with them you are apt to make a permanent customer.

Another good way to bring your place of business before the public, especially if you are opening up a new store or making a change of location (I have tried it two or three times with success) is to get a small barrel and to fix a piece of mirror inside so a person from the street can not detect it in the barrel, then get twenty or thirty dollars' worth of new pennies and place in the barrel in your window in such a manner that it will appear full while in a slanting position, with the coins spread in front at one end and reflected back in the mirror; have a card attached thereto reading thus: "This barrel of money to be thrown away from the top

of this building" on a certain date, making the date far enough off to justify the expenditure, and for you to get the advertisement out of it. You will be surprised at the crowd it will bring and you will find also that they will not be all boys either. I have been surprised myself at the class of people it draws; some maybe come to see the fun, but they will join in the fun. Scatter the pennies among them, and it will give you a lot of notoriety in a short time for a nominal expenditure. Have your windows attractive with the display of goods, and have neat cards with price put on them. I believe in one price for all buyers. Make that price so you make a living profit and enable you to get ahead.

How to keep stock. Have your stock so arranged that you can have some of all sizes of one kind together, with sizes and widths following consecutively, with not too many of one size on the shelf at once, but keep a reserve near at hand so that when one size is sold out the clerk can fill in his stock at once. The clerks should be expected to look after this, and in this way you will avoid a very great many shoes getting defaced and shopworn. When a clerk gets down a pair of shoes and they are not what are wanted, if he is careful he can place them back into the carton without showing any inattention to the customer, and thus keep them from getting muddled up and knocked about. Many times I have noticed in some shoe stores that when they have been a little busy they pile up shoes and cartons two or three feet high on the baseboard, all mixed up and in such a shape that the next man could not find what he wants for his customer, because, perhaps, the very shoe he needs is mixed up in the pile on the baseboard. Often a sale is missed on that account, and when straightening up after the customer has gone he finds the very thing he wanted, and feels bad because he lost the sale.

Another thing I have noticed is that you can serve more customers with less clerks in a given time and it is easier on the clerks, for in ten to fifteen minutes after a three or four hour rush Saturday nights, we can have everything in its place on the shelf ready for Monday morning's business; while in some stores with the other careless way, I have known the clerks to stay two or three hours after closing up to straighten out the mixed up shoes, or go on Sunday morning to do it and then find, to the loss of the firm, odd shoes, their mates having been misplaced through the mix-up.

What to do with unsalable stock is a problem that puzzles a great many. There will always be some accumulated, do the best you can, but if you are careful in the buying you can keep them down to a reasonable amount, and with them I find as good a plan as any is to place them in a conspicuous place and make the price low enough to attract attention. I have found this to be cheaper than advertising a special sale. We have been in business since 1888, and never had but two advertised sacrifice sales, and that only when preparing to move from a small store to a larger one. I do not think that we ever had more than \$500 to \$1,000 worth of stock on hand that we would care to sell at less than our regular selling price.

Does it pay to keep open evenings? As a rule, I think it does not. In the first place, you soon become a slave to your business, and you will soon find yourself following in the race instead of

leading. Many of the readers of this article, no doubt, have noticed some of their competitors, who keep open late evenings, sitting around their stores, or in other words lounging around, for that is usually the case, for they have lost the dignity they should show to business, or perhaps one or two of the clerks are standing on the doorstep looking up and down the street to watch for the last stragglers to get off, so they will have some excuse for closing. I would like to ask some of the readers what has been the impression in their minds when they notice such conditions? Are they not something like the following: "Well, I guess that fellow is afraid he will not get his share of trade unless he keeps open. I guess he is too slow to get there in reasonable hours so he puts in a night shift. That man is not doing enough to pay for his gas bill. He is afraid to close up for fear his competitors will get the start on him. That man must be very close, he is afraid he may miss a possible customer." Such expressions as these you have heard or thought, and scores of others bearing on the same. Now is it not reasonable to suppose that the public reason in the same manner? And admitting such to be the case is it not reasonable to suppose it has an effect that is calculated to be detrimental to such a person's business? I think so, for I firmly believe that the public like to do business with a firm that appears to be holding its own and growing, for we all admire merit in business or in any other capacity, unless it be those that are envious or jealous, but those we do not consider, for they are beneath notice.—Arthur Robinson in Boot and Shoe Recorder.

Man—Vain Man.

He can explain the wireless telegraph system to his wife—and his letters come back to him for better directions.

He manifests scorn of royalty—and joins the crowd that follows a visiting nobleman.

He pays \$5 to see two cheap prize fighters maul each other—and whips his son for fighting with another boy at school.

He laughs at the green goods jokes in the papers—and forgets about the time he sent money to five-hundred-and-twenty-per-cent. Miller.

He explains just how to settle the differences between England and the Transvaal—and goes to law with his neighbor over a line fence.

He derides woman for her frequent changes of fashion—and gives his overcoat away because it is not full enough in the back.

He sneers at faith cure—and tries all the hair tonics that are recommended to him.

How It Leaked Out.

Towne—Yes, their marriage was secret, and it never would have been discovered but for one thing.

Browne—What was that?

Towne—They couldn't keep the divorce proceedings from becoming public.

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

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

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



Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Bleached cottons have shown a moderate amount of re-ordering in all grades, and prices are very well maintained. Stocks of bleached cottons are well in hand now, so there is nothing to menace present favorable conditions. Denims continue to be one of the important features of the staple end of the business, being wanted, but unprocureable. Sellers have no desire to take orders for the future delivery. This condition is well sustained by the advances on raw cotton. There would doubtless be plenty of buying at full prices if sellers could supply the goods or supply them in any reasonable time. Other lines of coarse colored cottons continue in good shape from the seller's point of view, including ticks, plaids, chevots, etc.

Calicoes—Show no particular features this week. All fine grades of printed fabrics are in limited supply and consequently very firm.

Ginghams—Are scarce in all grades of both staples and dress lines and we have received reports from several to the effect that they have been obliged to refuse business on account of non-ability to make deliveries as required.

Dress Goods—While there is more or less business being done on staple lines of dress goods, and on fancy waistings also, the new fall season can not be said to be on in earnest. Things are shaping themselves in line with a more extended development of the new season. At the present time most of the new business is being conducted in a quiet manner, but in a comparatively short time it is believed developments will be of a more open and decided character.

Underwear—The spring portion of the underwear trade is in excellent shape in all branches. The majority of the mills are well sold up on all standard and most other lines. The jobbers are well pleased with the business so far, and have placed, as a rule, good duplicate orders, and most of these have been accompanied by the request to hasten the deliveries as much as possible. In regard to duplicate orders placed earlier, telegrams and letters are being received almost daily asking for earlier deliveries than were promised. There is little change, either encouraging or otherwise, in the nature of the fall business under way. Of course, every week shows an advancement toward the end, but that is about all that can be said. Many of the mills are well sold up, but as a rule claim that it has been at the expense of profit, and are far from pleased at the results of the season. A careful comparison which we have made this week between this year's and last year's goods shows that in some instances, while the prices are really lower, a good share of this reduction has been taken out of the qualities of the goods in many little ways. Each would very likely pass unnoticed by the ordinary buyer, yet combined they bring the cost of manufacture down considerably. This is more noticeable on the cheaper lines, while some of the finer grades are not changed as to quality at all.

Hosiery—Buyers have little use for hosiery just now. The buying season is practically over, so far as initial orders are concerned, although, of course, orders are likely to be readjusted, and perhaps increased later on. A good

deal of dissatisfaction is expressed over the light business that has been accomplished and it is to be hoped that later business will be enough to bring the total up to a fair average.

Carpets—Manufacturers continue to find plenty of work on old orders with enough business on hand to last for several weeks more at the least. Duplicates are now coming in in small quantities, but it will be only a matter of a few weeks when the duplicate business will be at its fullest height. On the fine grades of carpets, every loom is running to its fullest capacity and manufacturers, specializing on these grades, have more than their full quota of help. The season thus far has been exceptionally good and all that one could wish for, and should the duplicate business compare well with the initial orders received, which there is no cause for doubting, the spring season of 1902 will go down in the annals of the carpet trade as one of the best that was ever enjoyed. The jobbers are beginning to feel that some of the country's prosperity is coming their way now. Buying is beginning to be felt, although not in a very extensive way. Enquiries are numerous and retailers, as a whole, are interested, which is an exceedingly strong point. Stocks in retailers' hands, it is believed, are unusually small, and it is anticipated that a general replenishment will soon be brought about before another month passes by. Of course in some lines a good business is in hand at the present time, but this does not apply to the market as a whole. Fine wiltons and Brussels are taking the buyers by storm, especially those in the Oriental and other patterns, after the style of the large carpet rugs, so generally seen throughout the trade. Axminsters and velvets are having some call, but a much better demand is expected later. Tapestries have been rather disappointing and have weakened somewhat on account of the little attention given them by the buyers. The ingrained situation remains unchanged, and it is very likely that present conditions will continue for some time to come. The mills, as a whole, are not running on full time, although some of the all-wool weavers are fairly well employed. The $\frac{3}{4}$ goods men seem to take all the orders away from the ingrained weavers this season, for some reason or other. Public demand seems to be against ingrains, too, although this can not be said to be due to any fault of theirs, when price is considered.

Curtains and Draperies—Tapestry curtains are beginning to show some improvement in demand, and jobbers are in a better turn of mind than in the past. Chenille draperies are in fair request.

Old-Time Art That Has Very Nearly Disappeared.

From the Chicago Tribune.

Somewhere and somehow the world of trade has lost the art of tying up bundles in grocery stores, dry goods houses, hardware stores and even in the drug stores.

The paper bag seems to have been the beginning of it. Before its coming even a crossroads grocer could lay a double thickness of brown paper on the counter, empty a dollar's worth of "Coffee A" sugar upon it out of a brass scoop and tie the package up as smooth and tight as a block of planed wood. How many clerks in a Chicago corner grocery could do it now?

In the old days in some of the smaller towns the purchaser carried his sugar home on his arm, and in consideration of this the brown parcel would be re-wrapped in a thinner, lighter sheet of

paper, which was supposed to make a more comely package.

It was remarkable what a neat-looking bundle a grocer or hardware dealer could make of several odd-shaped bundles or packages. In some of the "general" stores a coffee mill, a bag of salt and a tin dipper could be tied into a paper so skillfully that a neighbor across the street seeing the head of the house come in with it would be left in deep wonderment as to whether it was a new suit of clothes or a bolt of "domestic."

With the perfecting of the paper bag, however, slovenliness began to mark the wrapping in stores. At first a bag was filled, the top folded into place neatly, and tied as if it were open paper. The grocer, especially, compromised by twisting up the mouth of the bag and rolling it down onto the contents, using no string whatever.

To-day wrapping up bundles is a lost art. Nobody carries neat bundles anywhere. An ordinary package of some solid object is laid down on a piece of paper, and as it is rolled up the ends of the paper are tucked into the bundle, leaving the wrapper to tie a string around the center of the roll. With many small objects no string is used, and a person with several of these bundles, starting home from downtown, is most likely to have trouble with wrappings before he gets there.

In many things the druggist still does neat wrappings, as in the case of bottles, packages and even powders. But to buy from his general stock of toilet articles and kindred goods he makes as ugly a bundle as the grocer. In most cases, too, he uses some hideously colored wrapping paper which simply flares with the "intelligence" to the public that you or some of your family is sick. The ordinary bundle to-day is neither neat nor pretty—which may be a reason why more than ever before people insist on having all goods "delivered in the rear."

There may be nothing in a name—until it is advertised.

Women's Belts

Our travelers are out with a new line of women's belts, both Fabrics and Leather. If they miss you write us for samples. We are manufacturers of the best line of Belts on the market for men and women.

Novelty Leather Works,
Jackson, Mich.

CAPSHEAF
THE MODERN
SAFETY PIN
Highly Endorsed
by TRAINED
NURSES



Will not Pull Out in Use

Made in all Sizes

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.



Glasgow Zephyr Gingham


28 inches wide

In Blue, Pink, Red and Black and White Stripes and Checks.

53¢ Cents

P. STEKETEE & SONS, WHOLESALE DRY GOODS
Write for Samples
Grand Rapids, Michigan

Every Cake



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

Fleischmann & Co.,
Detroit Office, 111 W. Larned St.
Grand Rapids Office, 29 Crescent Ave.

The Limit to Forced Business.

"The merchant of to-day has forced business beyond the limit of profitable merchandising," said a conservative, intelligent thinker, whose success in retailing has been the result of keen observation and good judgment.

"We display goods too early, far ahead of the season, then tire of seeing them remain on the shelves. The consequence is an ungovernable desire to cut into the prices and force business before the time comes for the goods to sell naturally. As the season advances we again grow restless and want to make clearing sales before the season has had time to run its course and continue the demand for our goods."

There is sound, hard truth in every word of the foregoing and two seasons—the past summer, and the present closing winter—have proved that "haste makes waste" in everything and that so much energy in forcing business ahead of the season is wrong.

Buying of general stocks has in the last half dozen years been done a little earlier each season until now it is done fully two months earlier than it formerly was. Deliveries are made earlier and stocks for spring displayed long before winter garments can be put aside. Sales are few at this time as consumers nowadays do not buy until they feel the need of a change of garments. This slowness of goods to move makes the proprietor restless and awakens a desire to force business by sacrificing his profits on some lines. If he does he finds that he has not bettered his condition or benefited his other spring lines.

As the summer advances he looks upon July 4 as the end of the selling season and as the time when he should begin to clear his stocks. He does not take into consideration that the hottest part of the summer is late in July and in August. He does not seem to be able to look beyond the fact that the goods he wants to get rid of have been in the house two months earlier than they should have been and have become more or less of an eyesore to him and his clerks.

Last August an agreement on part of the prominent Chicago clothiers and furnishers proved the virtue of patience in the face of the adverse conditions arising from extreme early buying. They agreed to not make clearing sales of summer goods until the last two weeks in August. The results were most gratifying. Summer goods sold continuously up to the middle of August, regular prices were obtained and no profits were sacrificed. Few goods remained to be closed and merchants ex-

pressed themselves as highly satisfied with the outcome and felt themselves rewarded for their patience.

The same policy has been carried out this winter and the real clearing sales held back until the present month. The results will be as gratifying as they were on summer goods in August.

This early buying has been a growth which has steadily increased until it has overstepped the limit of necessity, without benefiting the retailers. It is now a chronic habit which cannot be easily broken.

The retailer can not govern the seasons, nor can he force business out of season without loss to himself. His wisest policy is to hold to his regular prices as long as there are reasonable prospects of propitious weather. The last of August and the last of February are right times to make clearings of summer and winter goods. This fact seems now to be fully established in Chicago and will certainly hold good any place else.—Apparel Gazette.

Accused Wrongfully.

People who are careless should never be suspicious, and women who are in the habit of leaving money or jewelry about should blame themselves if it is lost, and not others. Many a case of unjust suspicion has proved entirely unwarranted, and no one should be considered dishonest without positive proof. It is not only the careless ones, either, that are sometimes at fault; very careful people have been known to make mistakes, and put carefully in some out-of-the-way place valuables that they have forgotten and thought stolen. An instance of this occurred not long ago. A box of silver forks and spoons that were not in use was missed from the dining room. The waitress, who had been for years in the family, declared that she had noticed it in the back part of the drawer only a week before it was missed, and the only person who had been in the room when the sideboard was unlocked since was a young man who had been employed to screw on a broken hinge. The silver belonged to a very valuable set, and the matter was referred to a detective, who placed the suspected youth under surveillance. The suspicion, coming somehow to the knowledge of his widowed mother, half crazed her with sorrow. Several weeks elapsed and nothing was discovered, when one day Mrs. S., the owner of the silver, in clearing out some drawers, came across the missing box and uttered an exclamation.

"I remember it all now," she cried. "I put it here myself. I thought it was

unsafe leaving a lot of unused silver downstairs, and I brought it up here a month ago and put it in the drawer and forgot all about it."

"Then how could Mary have seen it just before that poor young man was here?" said her husband, much annoyed over the whole business.

"Yes, that was just what confused me," said his wife, glad to shift the blame on some one else. "If she had not said that so positively, of course I would have remembered."

Carry Your Wealth With You.

The greatest riches—in fact, all the wealth that is of real value—must center in yourself. You must be rich within, not outside of yourself; rich in the things that financial panics, fluctuations of trade, accidents by flood or fire, dishonesty of business associates, or errors of judgment can not rob you of. Your greatest investment must be self-investment; investment in health, in courage, in kindness, in nobility of manhood or womanhood.

Whoever you come in contact with should be conscious of your wealth; its influence should radiate from every pore; it should look out of your eyes; it should exhale fragrance in your speech; it should manifest itself in your deeds; it should shed warmth, light and comfort within its radius; it should enrich your whole community. Real riches should be like the wealth of the rose, which flings out its beauty and fragrance to every passer-by. There is no stinting of its favors, no reserve of selfishness; all it has it gives. This is true wealth.—Success.

Luck vs. Brains.

Ex-Gov. Upham, of Wisconsin, recently told a good story on himself, as follows:

"I was once interested in two lumber deals," he said. "I had offered a valuable piece of property at \$60,000 and at the same time I was trying to buy a track of pine trees. While the deals were pending I ran across a gypsy fortune teller in the woods and I asked her to tell my fortune."

"You will be very lucky in your deals," she said.

"That's good," I remarked.

"Yes," continued the fortune teller, "your luck will beat your brains."

Gov. Upham says that the woman spoke the truth. A few days later the syndicate which held the option of \$60,000 upon the property he had offered at that price decided not to accept it, and it was not long before he was able to sell the land for almost double the amount.

The New York woman who spanked her husband with a washboard was inclined to rub it in.

Peculiarity of the Profession.

Doctor—There is one peculiar thing about my profession.

Lawyer—What's that?

Doctor—I often get \$2 for visiting a man whose life isn't worth 2 cents.

Rugs from Old Carpets

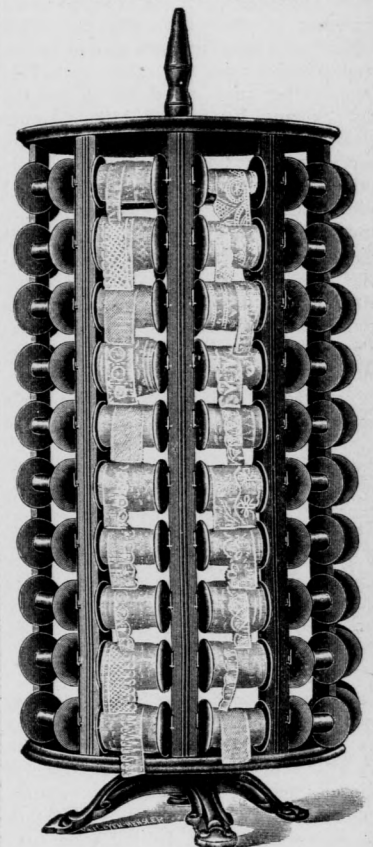
Retailer of Fine Rugs and Carpets.

Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

Petoskey Rug Mfg. & Carpet Co.,

Limited
455-457 Mitchell St., Petoskey, Mich.

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



Thousands in use and are indorsed 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. Feckenschcer.

GRAND RAPIDS DRY GOODS CO.

FORMERLY VOIGT, HERPOLSHEIMER & CO.

EXCLUSIVELY WHOLESALE

Your orders will be promptly filled at BOTTOM PRICES and will be appreciated

Hardware

Some Benefits Which Result From Local Organization.

It has often seemed to me that it was simple enough for almost any one to discourse upon the theoretical side of affairs, and in many instances the tradesman is willing to listen to or even read such discourses; but when it comes to the putting of this theory into practice, each has his own ideas, and, as a rule, each individual cuts out his own little path after his peculiar fashion. As a rule, too, the one who is given to setting out these beautiful legends for his fellow man to follow falls short of the mark in his own individual methods.

I call to mind the case of a produce farmer of my acquaintance who was wont to write for a certain agricultural journal. He would grind out page after page of delightful fairy tales as to the most approved methods to adopt in all branches of the work: what the architecture and specifications should be for model home, barn and other outbuildings—going into detail as to how the light should be filtered through amber glass, lest it strain the delicate optic nerves of the horses; how the little calves should all be carefully groomed with a fine-toothed comb each morning, and how one should feed the poultry at regular hours, thus making sure of regular supply in the egg market. In short, after taking one dose of these methods you were positive that it was the simplest thing imaginable to have a model farm; failure was a phase unknown.

Yet should you chance to visit this particular individual's farm you were surprised and pained to find that all these things were not as they seemed—on paper. The buildings were mere ramshackle affairs, thrown together at random; the horses were a disgrace to the name; the dear little calves were scarce indeed, but those that were to be found had just grown up without any care; and as for the hens, they seldom produced an egg, for food was an unknown quantity.

So many of such cases have there been and so abundant are they to-day that the average tradesman, reading a flowery article in his trade journal, permits himself the diversion of the reading, but makes the mental reservation that the man who wrote it did not know anything about his subject.

From a casual observance of our trade papers I note that the tendency of the times is towards amalgamation of interests, world's fairs and a war to the bitter end against the catalogue house. The first two of these seem to be progressing as well as might be expected, especially the world's fairs, but from a glance over the mammoth structure without and the busy departments within, as one views the establishment of Montgomery Ward & Co., it would seem that the war has not yet wrought any great havoc within the camp of the enemy. However, since I have to deal merely with local association I'll not air my views in regard to the catalogue house, especially inasmuch as the ventilating of an opinion often causes a coolness between friends.

That trade organizations are of practical worth can not be doubted. The results obtained from an association of ideas—conservative upon the one hand and liberal upon the other—must far overshadow the accomplishment of the single mind. With trade conditions

changing rapidly, as they do to-day; with the advance of methods, and with a general growth in all directions, it requires a keen mind to keep abreast of the times. In fact, few there are who can be thoroughly or even passingly well acquainted with all the varied phases of their business. In consideration of these facts, then, the association of interests comes to fill a growing need.

While the individual is making progress in one direction some seeming minor detail escapes his notice, and before he is aware of it this detail has grown to be a vital factor. With the association of ideas what may be neglected by the one is grasped by some other, and the result is then a more perfect condition of affairs.

Our local association has been in existence but two years, and yet within this period a decided change has been effected with our trade conditions, and this change is due almost entirely to the efforts of our organization.

The work has been along various lines. Primarily, the main effort was directed towards an arrangement of reasonable prices upon the various staple lines. From that it has gradually broadened in other directions, and not least to be noted of these is the social feature. The friendly attitude of one dealer for his fellow tradesman has grown rapidly, and this special feature is due mainly to an arrangement of prices. It is a curious fact—but true nevertheless—that one feels less keenly a sale lost to a competitor when one is positive that this competitor is getting a good price for his merchandise. And when the one is positive that the other is maintaining honest prices it is less difficult to accord to him his proper percentage of business. There is satisfaction in believing that your competitor's business is based upon legitimate methods. Association does not do away with the individuality of the firm, but it does eliminate the practice of cutting prices and the rankling hatred of one dealer for another that arises from this source.

The meetings of our organization are held monthly—unless especially convened—and at these meetings trade conditions are discussed, prices arranged to conform with the markets, and methods are adjusted. Following the meeting a schedule of prices is prepared by the Secretary and a copy of such schedule is mailed to each member, to be posted for reference and maintenance, the new prices going into effect twenty-four hours after such schedule is adopted.

No fines are imposed where a price may have been disregarded by some member, but the matter is referred to our investigating committee, and an explanation is requested from the individual. We have found that this "honor system" is as satisfactory in every respect as could be the fine system.

We have used our organization, too, as an aid in our buying, pooling our orders in certain lines, and thus getting quantity rates that the average individual retail dealer would not be entitled to. Not only has this feature been a saving, but it has as well been an aid to the anticipation of wants and the keeping of a full stock.

Early closing hours have been established, all the legal holidays are carefully observed and our places of business are closed throughout the entire day upon such occasions; and at the present time we are working toward a

credit system whereby we may protect ourselves from the accumulation of bad accounts.

So satisfactory has our local association been in every respect, so much has it done for the individual firm, and so harmonious a condition has it engendered among the members of the trade that should it become necessary for its maintenance there is not one of our members but would gladly pay ten times the present yearly dues rather than see its dissolution.

At the present time our membership holds, with but one exception, very representative of the hardware trade in our city, and we hope that we shall increase in strength with the passing time.

One reason of our success has been the fact that we have not endeavored to do too much at the outset. We have not allowed minor details to shut out more necessary features, and have endeavored to nurture a quiet, healthy growth.

Harmony of action, a concession to the ideas of the majority, a cultivation of the friendly attitude towards your competitor, and a persistent, conscientious effort for the advancement of your own personal business methods are the requisites for local, state and national association.

L. H. Clark.

Rockford, Ill.

Only Two Held the Office.

A town in Central Illinois boasted for many years of a most ornamental figure which adorned the town square seven days in the week. His name was Price Poor, and in splendor of attire he rivaled the Beau Hickman of the capital. He had a numerous family, which he kept well in the background, and an assertive wife, who kept him well in the background during the few hours he spent at home. In the course of political events in Illinois Price Poor was elected justice of the peace. He was prouder of the office than a bird of paradise. The neighbors shared his glory by reflection. One of them was seated in Justice Poor's sitting room one day soon after the election and heard the justice talking with his oldest son. "Is we all justices, paw?" the boy asked wistfully. The old man had something of an impediment in his speech. "Eh-no, my son," he answered. "Only eh-me and eh-your maw."

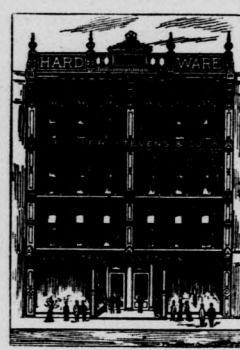
She Knew the Sign.

The druggist's delivery wagon left a gallon jug at the house. "Who sent this?" enquired Mrs. Jones.

"Mr. Jones ordered it, madam."

And straightway she entered the house and got out his rod and reel and ancient garments and rubber boots.

It is hard to convince a successful advertiser that perpetual motion is an impossibility.



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

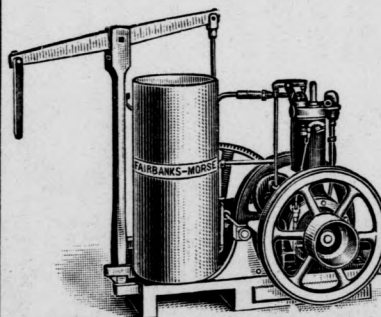
Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

A-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

Must Be Practical and Up-to-Date to Succeed.

The royal road to success in the hardware business is practicability. The hardware merchant must be a specialist in the business. In this age of specialties and specialists it is absolutely necessary that the hardware merchant should be a hardware specialist.

Our doctors are nearly all specialists in some line, our best lawyers are specialists and so with every business. Our hardware drummers are experts in their line and, in order to economically purchase goods from them, one must thoroughly know his business.

The idea is, know what you want and where you can purchase it the cheapest. Be in a position to take advantage of all prevailing competition. Make the business a specialty as well as having specialties in the business. First of all is order, which is Heaven's first law. We see so many stores that might be called pitchfork stores. They represent the appearance of having been arranged with a pitchfork. As the cases were opened the goods were thrown on the shelves in a topsy-turvy manner, causing a loss of valuable time hunting for the articles you possibly can not find.

Every person is possessed of more or less admiration for a neat and orderly store, where there is a place for everything and everything is in its place, instead of shelves representing a conglomeration of hardware. This, I believe, to be one of the strongest pulls on trade, making people feel at home in your store. This, together with fair treatment and cheerful greetings from yourself and clerks, will establish your trade. As to quality of goods to be handled, the best is none too good, especially if tinware. If a farmer's wife buys a cheap tin pail and finds holes rusted in it after the first week's wear, the probabilities are that she will tell her neighbor's wife about it. She will not consider the small price she paid for it, but will likely buy her tinware somewhere else in the future. Advertise your business, although this is a business itself, but a thriving merchant knows how to advertise. Every advertisement should represent the best the firm has to offer—something very attractive, something that will make people talk about you, for such is a good advertisement. Never advertise an article at a special bargain unless you have legitimate cause for doing so. Let it prove to be as represented, as any advertising to bring permanent success must be honest.

In this country, where the credit system prevails, one must know to whom to extend credit. There is no community on earth that is not composed of two classes of people and in nearly every case the bad are separated from the good in a little community within that community, for birds of a feather will flock together. You will always find a section of your community where you draw a dead line for credit. Although you have refused them credit, they are entitled to the same courtesy and fair treatment as your debtor of a thousand dollars, who pays his account when due. Their cash trade will invariably be given to you in preference to the man who trusted them, because they are under no obligations to you—they owe you nothing. To successfully conduct a credit business one must be a judge of human nature and a good collector. He must know the different ways of approaching a debtor, according to his temperament. He should know whether the indebted-

ness of a particular individual should be requested or demanded. If you exercise careful and deliberate judgment in the selection of your credit customers, a kindly request is sufficient. Even although you do your best, some unreasonable person will become a blot upon your books. Such accounts as these should be taken off the books and put in good paper. If, about November 1, you are in doubt as to the possible payment of such accounts, get security as easily as possible and carry him another year rather than postpone settlement on the prospect of a good promise, until January 1. Then, if you get any security, it will be second only to that held by some banking institution.

In the mercantile business there are two contending elements—one is profit and the other is expense. There is a continual race between the two for supremacy. If expense travels at a 2:10 gait and profit at a rate of 2:40 it stands to reason that you are losing money or if your expenses amount to 20 per cent. of your gross sales your business can not exist at a profit of 15 per cent. on gross sales; but if conditions are reversed, the business will prosper. This means that the merchant must have intelligent and practical knowledge and proper control of the profit and expense accounts of the business. Careful and intelligent book-keeping should determine, at least monthly, what percentage the expense bears to the sales, without waiting for the annual inventory, thereby at all times knowing at what percentage of profits the business can prosper.

There are a thousand different ways of swelling your expense account. One of these may be termed an unknown quantity. It is the discounts to favored ones. I refer to discounts given to various individuals, as, for instance, to preachers and other members of the favored fraternity. This sort of a drain upon the profits of the business is dangerous because it can not be kept track of. Furthermore, I do not understand why the well-fed and well-paid preacher should have a 10 per cent. discount, when the hard-working man with the hoe who digs in drudgery is made to pay full price.

Mark your goods at a reasonable profit and sell to all alike, giving discounts to neither preacher, proprietor, saint nor sinner.

In conclusion, I would say that in this age of flashing thought, lightning action and figures, it stands one in hand not to guess at but to know his business.

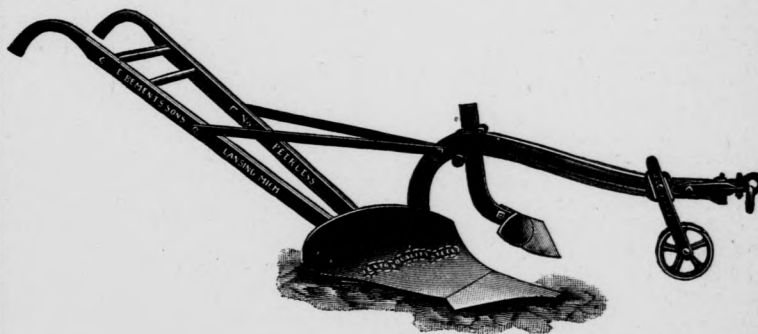
Levi B. Hanson.

Something Queer in the Tobacco Trade.

One of the anomalies of trade is found in the way smoking tobacco is packed and sold. Consumers generally do not know that when they buy a five-cent package containing one ounce they get more for their money than when they buy a ten-cent package of the same brand. But the latter contains only one and two-third ounces. The same thing is true of the better grade of tobacco, which retails for 10 cents an ounce and 20 cents for one and two-third ounces. A Louisville dealer was asked to account for this, but could only say that it was due to the tax imposed by the Dingley law, a two-ounce package requiring a revenue stamp of greater proportionate value than the smaller package. That was all any of the dealers seemed to know of the question, and none of them seemed to think it made any difference, anyhow.

Every successful business man acknowledges that advertising helped to make him successful.

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.

Clerks' Corner.

Example of Putting Yourself in Another's Place.

Written for the Tradesman.

It was a sober time for the young fellow. He knew all along what he was doing; but with a fatality which belongs to the early twenties he believed that the troubles which other young men tumble into, by some sort of good luck he was going to keep out of. A glass of beer was a glass of beer and a cigar was a cigar and a seat in the front row of the balcony was just a seat there, and if he did have a little something to eat after it was all over and a game of billiards to wind up with, what was the odds? You couldn't put your finger on one of these and say they were bad in themselves, and besides a fellow has but one life to live and he can't be young but once; and thus, with a lot of other ands, needless here to repeat, he found himself shunned by the "other fellows," who had considerable to say about him when they chanced to be together without him.

"I go in for a general shake," exclaimed Jim Bowers one night when they were down at Pete Brooker's on a sort of a jamboree. "He's a tough nut. We can't do him any good and it's a positive injury to be seen anywhere with him. That pipe of his is as black as the rest of 'im. He can't say a word without polluting the atmosphere in some rank fashion, his whole bearing is impudence and swagger and I've got enough of him. I say, shake him."

There was a lot of "So do I's" and "All right. Let's," until Jim called out, "Is it unanimous?" when the heavy base voice of Joe Crocker rumbled out, "Not by a something sight!" with a vim that shook the building.

The whole crowd looked at him with staring eyes and he looked back without a wink, with his mouth shut close and his chin elevated enough to give them to understand that he meant just what he said.

"What you're finding fault with is all right. Lest Rockwood's vices have been gone over with once and that'll do; but I'm a little curious to know what business this crowd has to jump on him. His pipe may be a little blacker than Jim's, but not much. His stories are sometimes a trifle off; but I'll bet on Jack Redfield ten to one and not take him at his best. When Lest gets mad he swears, but this is a poor lot to find fault with him for that. Gambling is not one of the heavenly virtues, but I'd like to know the man here who can't tell

one card from another. It isn't going to do for a crowd with a lot of empty glasses before them to shake a fellow because he takes a drink once in a while and I'll bet ten dollars to one there isn't one of you who ever saw Lest Rockwood at the variety show and can give as a reason because you never go yourself. The fact is, fellows, every confounded one of you is mad because Lest Rockwood can take your pet vice at its best and double up on it!

"I wonder how it would do to look at the other side of the account. Just for the fun of the thing let's make a clean breast of it and each one tell how many times this fellow has helped us out of a tight place and how much we owe him now. I'm into him three dollars and a half. Unless you were lying—by the way, whoever knew of Rockwood's telling a lie?—it was his five dollars, Jim, that made you believe that life was worth living not more than five thousand years ago. Have you paid him yet? Wasn't it he, Phil, that did the whacking up to the tune of a ten on a certain occasion when it would have been, we'll say, unpleasant if he hadn't had the money and the will to do it? When you were sick last winter, Hank Edwards, what is that fellow's name that stayed up with you night after night and was docked a couple of days for being with you? Haven't quite forgotten it, have you? And I wonder, Tom Axley, if you've got through thanking the same fellow for bracing you up when you first came in here with hardly a decent rag on your back and wages just large enough to keep you from going hungry.

"Well, I'm not going through the whole list, so you needn't look so streaked, Ben Davis; but I tell you, boys, you're 'way off your base; and, when you begin to talk about shaking Lest Rockwood because he likes to speak encouragingly about himself occasionally, you're talking what you ought to be ashamed of."

"Well, what shall we do, reform him?"

The question was answered by a burst of derisive laughter that brought in old Pete to see what was the cause of the racket. It took a great deal more than that to "break up" Joe Crocker and after there was a lull he went on.

"That depends on how you go to work. My old copy book said, 'Example is the best instructor,' and I believe it. How would it work for each one of us to swear off his pet sin and show Lest what a mistake he makes by beating us at our own game in practicing it? Let's try it for a month. That will hit him all around. Let's begin to-

morrow and the first thing in the morning plank down in front of him the money we owe him.

"I'll start in with my three dollars and a half. Will you be ready with your V, Jim, and Phil Jackson, can't you cough up seven of the ten dollars you owe him? I'll tell you, let's give this thing a good honest trial for one good month and by keeping our own doorsteps clean see what the effect will be on Lest. I'll bet ten dollars to anybody's five that the end of the month will see every blamed one of us so ashamed of himself that shaking anybody else will be the last thing he'll think of. Here, Pete, fill these glasses and don't be so liberal with your foam. There? Now here's to Lester Rockwood. May he live long and prosper and may his reform be brought about by the glorious example we're all going to set him!"

Now for a cigar all around and then for home."

It took some time to light up and to start off, but the door banged finally behind the last of the crowd. Then out of a side compartment walked Lester Rockwood with a face more thoughtful than he had ever had. He walked all the way home without even a whistle and he didn't go to sleep until far into the night.

According to agreement his fellow clerks squared their accounts with him and the month's trial began. It ended as Crocker said it would. There was not one of them not thoroughly ashamed of himself, nor one of them that did not conclude that, take him all in all, "Rock" was "a fair sort of boy." That, too, was his opinion of the rest of the gang, only for some unaccountable reason he pinned his faith to Joe Crocker and they became the best of friends.

Richard Malcolm Strong.

Easter Eggs

Now is the time to buy Easter novelties. Our assortment is larger and better than ever.

Putnam Candy Co.

Grand Rapids, Michigan

2½ Pound Pocket



BEST CAROLINA
New Orleans

Ask your
Jobber
for

This
RICE

Absolutely
the best grown.

Orme & Sutton
Rice Co.

Chicago

3 Pound Pocket



CHOICEST
IMPORTED JAPAN
St. Louis

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.

OJIBWA.

FOREST GIANT.

SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.

DOUBLE CROSS. Long Cut.

SWEET CORE. Plug Cut.

FLAT CAR. Granulated.

PLUG

CREME DE MENTHE.

STRONG HOLD.

FLAT IRON.

SO-LO.

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

OVER AT WAYBACK

Si Was Willing to Quit and Call It All Square.

Written for the Tradesman.

Business at Wayback this winter promised to be way above the average. In the first place Tindle & Jackson decided to clean up a few odd forties or so of elm and basswood on the north and the Central Lake Lumber Company began to take the timber off a section to the southward, and established a camp within a mile of Mr. Briggs' store. Then Hent Liscomb procured a nearby cedar job from Mr. Davenport, so taking it all around the chances seemed better than ever before for the store at Wayback to do a heavy trade.

Uncle Danny has been there a good while and has prospered. He has been postmaster ever since the first mail bag disgorged its contents in the little settlement, and his store has been gradually evolved from a box of assorted groceries that he bought years and years ago, and kept in one corner of his "settin' room." So, as he was without competition for such a long time, it has seemed right and proper to him that he should have whatever business there might be in the neighborhood, and looks with disfavor upon those of his customers who occasionally visit the stores in other and not too distant towns.

His motto has been "live and let live," and if he has at times remembered only the first part of this impartial maxim and construed it to his own advantage, it is only what many another man has done before him and what still others may do long after Uncle Danny has been laid away beneath the sod.

Si Green has ever been a thorn in the side of Mr. Briggs. He takes the county papers and whenever there is a special sale on at Central Lake or Bellaire or Mancelona, Si is always the first to find it out. And no sooner is he apprised of an unusual bargain in a neighboring town than it has been his custom to drop into the Wayback store, and with blatant persistency herald the tidings to the assembled customers. This sort of thing has naturally turned Uncle Briggs' small stock of kindness into gal and wormwood, and his feelings for Si Green, never of a cordial character, have grown into a species of mild hatred, and he has tolerated him at times, and treated him with silent contempt, when he has been sorely tempted to brain him with the poker.

So, after Uncle Danny had made all his plans on having a big trade this winter, and the news came to him that Si Green intended to put in a stock of goods and become his business rival, anger and resentment arose like a wave and engulfed his better judgment.

"Him!" exclaimed Mr. Briggs, envy, malice and scorn all struggling for the mastery. "Him start a store! Why, dummit, he hain't got money enough to buy a settin' hen. Him start a store—h-e-r-e! He hain't got no right to do it, an' there wouldn't no one buy nothin' of him if he did. I've got too many friends anyhow. They'd all stick to me if the' was a dozen stores started."

Still, the more Uncle Danny thought over the matter the less he liked it. Si really had considerable property, so the problem of getting goods was not a hard one to solve, and as he thought over the long list of his customers who had at one time or another told him they'd never trade a cent with him again, Uncle Danny began to wonder whether, if Si did in fact go into busi-

ness at Wayback, there would be anything for the Briggs establishment to do. The more he pondered the less he liked it, and the more unjust and outrageous it all seemed. And while he was in this frame of mind who should open the door but Si.

"I heerd ye was goin' into business," said Uncle Danny, coming to the point with his customary directness. "Is that so?"

"Be'n a thinkin' some of it."

"Wall, what the deuce d'ye want to do that fer? The' hain't trade enough here fer one. Two stores'd starve to death."

"Mebbe they would," said Si. "Never c'n tell though till yuh try, and I thought I'd like to see how it goes. But if I bust up in business it'll be my own money I'll lose, fer I wa'n't thinkin' of borryin' none o' yourn," and Si grinned about the room at the loafers who were fast gathering to see and hear the expected fun.

"Borrow f'm me!" said Mr. Briggs. "Wall, I guess not. I wouldn't lend ye money to git a box to plant ye in. Ye'll paddle yer own canoe after this! I'd like ye to understand, fer I've done ye the last favor I ever will. The idee of you startin' a store here! Ye hain't got no right to do it, an' you know it."

"Favors to me," grunted Si. "All the favors you've ever done me was to sell me spoiled groceries and rotten cloth and charge me double and thruple what any other storekepr does fer good stuff. Hunt up your books and tell me how much I owe, will yuh, an' then write me out a receipt in full. I hain't in the habit of takin' favors from such old duffers as you be."

"Ye don't owe me a blamed cent," said Uncle Danny, his voice pitched slightly above its natural key. "Ye don't owe me nothin' fer the same reason Jack wouldn't eat his supper. Ye never could git trusted here and ye knowed better'n to ask. You're a nice kind of a neighbor, you be—go an' take the bread right out of a feller's mouth. But the goods'll spile on yer shelves afore anybody'll buy 'em."

"I reckon yuh orter know about that," said Si with a wink at the boys. "Yuh've had quite a bit of experience yerself."

"Git out of my store!" cried Mr. Briggs. Ordinarily he would have turned the laugh on his adversary, but to-day he was too mad to banter.

"No," said Si, quietly, "I won't do it. I came in after my mail an' I can stay in the Gover'ment postoffice till I get a good ready to go."

"No, ye can't," said Mr. Briggs. "Ye can't stay here an' abuse the postmaster. If ye've got any business do it an' then git."

Si didn't move.

"What d'ye want?" asked the postmaster.

"I was jest a thinkin'."

"Wall, do yer thinkin' blamed quick, fer I won't have ye here no longer'n I hafta."

Si made no answer.

"Want yer mail?"

Si nodded.

"Wall, the' hain't none."

"Look and see."

"I did jest look."

"I leave it to the crowd. He never looked once, did he?"

Grudgingly and slowly Uncle Danny went around to the little "coop," as the boys irreverently call the postoffice department of the Wayback store, pawed over the letters in a couple of cigar

boxes, and then announced that there was nothing.

"Hain't there no papers?" asked Si.

The postmaster shook his head.

"Yuh didn't look, though," insisted Si. "The' can't no man keep track of all the mail in a big office like this an' know every bit the' is without lookin'. I insist on my rights."

So Uncle Danny looked through the papers and finally announced that there wasn't a thing.

"No paper?" said Si, musingly.

"That's kinder funny. I was lookin' fer a copy of the Toronto Globe with a notice of the dividin' up of my uncle's property over in Canada. The's quite a lot of money jest been left to me, and they was goin' to send me the paper with it in. Is the' a registered letter?"

"No," snapped Uncle Danny.

"No registered letter? That's the queerest thing I ever heerd of. Why my wife's sister in Kansas sent her three hundred dollars in a registered letter a week ago yesterday, and it orter a be'n here afore this. Mebbe the letter is addressed to Mistress Alviry Green. Look an' see if the' hain't one fer Alviry Green."

Uncle Danny shook his head. "The' hain't no registered letters fer none of the fam'ly, an' ye know it."

"Beat's all how much some folks think I know," said the inquisitor. "Say, look if there's anything fer Susan Green."

"The' hain't no letters fer none of the Greens," said Mr. Briggs, in husky tones.

"How kin yuh tell?" asked Si. "Yuh hain't looked nor nothin'. Guessin' don't go in the postoffice department an' it don't go with me. Now, if there's a letter be'n sent to Susan Green an' she don't get it, it'll go hard with yuh when the postoffice inspector comes around. Yuh look fer her mail."

Uncle Danny seized the boxes of letters and threw them on the floor in a rage. Then he kicked his office chair back through a five panel door and grabbing a convenient piece of stove wood he advanced swiftly upon Si with the apparent intent of doing him bodily harm.

"Git out of here afore I brain ye. I've took all the sass from you I kin, an' if I've got to be bothered to death with the likes of you, the Government

kin take the postoffice an' be d— to it."

Si stood the assault unmoved. "Yuh hain't half as dangerous as yuh'd like to make out," said he. "But I hain't through yet. Prob'ly the'll be a new postmaster here arter a while all right enough, seein' yuh don't care fer the job no more, but yuh an' yer bondsmen'll have to run it till ye git relieved, jest the same. Git around there and sell me a postal card."

Uncle Danny glared at him with dilated pupils, and nervously fingered his stick of wood. His breath came short and quick, and he evidently meditated throwing his prospective competitor out of doors, but at length his better judgment prevailed, and he went and held the coveted card in his fingers and waited for the pay.

Si laid down a twenty dollar bill. Uncle Danny looked at it but made no move to pick it up, and still kept the card.

"Gimme my change!" demanded Si. "Don't have to," said the postmaster with some return of his old self-complaisance.

"Don't have to?" said Si, somewhat nettled. "Don't have to give back change in the postoffice? What d'yu take me fer? I hain't no spring chicken."

"Can't change it," said the postmaster, blandly.

"Then ye've got to change it."

"Is that so? No, yer mistook. I hain't got to change nothin' in the postoffice without I've got the change, and I hain't got it to-day. Now you look a here, Si. You've had it onto me an' now I've got it onto you. I've been a dum fool an' I reckon the's suthin' to be said on t'other side. Let's call it quits. Ye kin start up yer store if ye want to, an' I'll do the best I kin to run mine. I hain't got nothin' ag'in ye even if I be a leetle on the peppery side."

A concession from the Seer of Wayback was such an unusual thing that it took the breath of the crowd, and Si, after thinking over the matter for a minute, smiled and said:

"All right, Uncle, I'll admit I was pretty mean, an' I'm willin' to quit an' call it square if yuh be."

Geo. L. Thurston.

Lock the stable door after the horse is gone; the thief might bring it back.

PELOUZE SCALE & M'FG CO.
CHICAGO
MANUFACTURERS OF HOUSEHOLD COUNTER MARKET CANDY POSTAL SCALES SPRING BALANCES & ETC.

Scales




Its merit sells it.

Write and get particulars of the neatest advertising scheme out.

Olney & Judson Grocer Co.,
Grand Rapids

Woman's World

Wherein We Are Martyrs to Our Neighbors.

Time and time again I have been tempted to exclaim, lucky Eve, who had no neighbors! What a happy, care-free, comfortable sort of a time she must have had! Nobody to notice whether her clothes were in the fashion, nobody to watch what she bought in the market, no observant eye taking in her wash-line, no listening ear to overhear every time she had a spat with her husband or spanked the baby! Why, do you know, we are simply slaves to our neighbors? They regulate our goings out and comings in and run us into extravagance and debt, and we spend time and money and health and temper and bring on nervous prostration doing what we think they expect of us and not what we want to do ourselves. It is they who are responsible for half our miseries and mistakes. We may be as brave as Julius Caesar or Mr. Hobson about everything else, but we are abject cowards before the opinions of our neighbors. We may think thus and so, and every dictate of common sense and reason may point to our following a certain course, but it is weighed in the balance and found wanting if Mrs. Smith across the way, and Mrs. Jones around the corner, and Mrs. Brown next door hold contrary views. And the queerest part of it is that individually we may think those ladies chumps who don't know enough to come in out of the rain, but that has nothing to do with the case, and does not give us the nerve to go along and do as we please, independent of their approbation.

What makes every one of us who can rake and scrape the money go away from our comfortable homes in summer to some deadly dull resort, where we eat stale fruit and canned vegetables and hang up for six or eight weeks in a room no bigger than a cupboard? Do we expect to enjoy it? Not on our life. Nobody who has ever tried it once expects to enjoy it. The summer exodus is half the time an excursion solely for the benefit of our neighbors. They expect us to go, and if we do not they speculate about it and wonder over why we did not, and we lack the moral courage to stand it.

In the same way they are responsible for the way we build our houses. The money that would have bought a roomy lot on an unpretentious thoroughfare goes for a strip on the avenue, where we wedge in between people whom we fondly believe to be fashionable, and we plaster the front of the house over with jim-cracks that we have to go across the street to see, even if we have to scrimp on the conveniences in the back to pay for them. Even the furniture is bought on the same unselfish plan, and we load the parlor down with ornaments, no matter how many comforts we lack in the kitchen. It is all done for our neighbors.

There is no telling the trouble that this awe of our neighbors' opinions causes. If they would go off where nobody knew them, half of the poor young couples you know who get married could start out in a sensible and reasonable way, with a little cottage and plain furniture and the girl doing her own cooking, and they would be happy and comfortable, and get along. But they don't have the courage to do that at all, and so they have a fine wedding, the girl's people are put on half ra-

tions for the next six months to pay for a silly white satin gown. They go to housekeeping in a house that is gorgeous with empire furniture, bought on the installment plan, and life resolves itself into one prolonged struggle to head off the bill collector. They did not want to do it. They knew better. They were simply victims to our common dread of what people will say about us.

It is this same feeling that is at the bottom of the domestic problem. There are so many women wanting work, and they are so awfully particular what kind of work it is. I think I know personally a couple of millions of girls who are preparing themselves to be artists and illustrators and prima donnas and not a single one who is qualifying for a good cook. If you advertise in the paper for a typewriter or stenographer or clerk you will have to hire a policeman to protect you from the horde of girls who will apply for the position, and they will take almost anything you offer. But if you want a good cook or house maid or a trusty nurse you will have to get out and hustle around to find one, who will languidly condescend to come and try you and see if she likes you. If you take the lot of the average maid in a good family, where she gets good wages, a nice room and the best of food, it is infinitely more comfortable and lucrative than that of the illy paid girl who clerks in a store, who must be on her feet all day, and whose scant wages will pay for only the poorest subsistence. It is nothing but the absurd idea that clerking is more respectable than cooking that keeps many a girl behind the counter instead of before the cooking stove.

Another way in which we are martyrs to our neighbors' opinions is in wearing mourning. Every doctor will tell you that the custom is almost suicidal and that just as soon as a woman puts it on he begins to get ready to treat her for some nervous malady. When death comes into our homes and robs us of our loved ones, it is hard enough to bear, God knows, without adding anything else to it in the way of gloom. How worse than useless it seems, when the heart is bowed down and the world saddened, to shut out every ray of sunshine with heavy veils and make one's frock a perpetual reminder of loss from which one can not escape. How gloomy the house looks when only black robed figures flit about, seeming to keep the grief always before one, the wound always open. Men hate mourning gowns on their womankind; the women themselves tell you that they shrink in horror from it, that it makes them depressed, nervous, ill, but because other people will think it queer if they do not, they shroud themselves in funeral crape, no matter if it is at the risk of health and life.

So it goes, and in neither life nor death do we dare to consult our own tastes or convenience. We must do what our neighbors think, not what we think. If our particular set have a Paderewski fad, we must pretend that we adore classical music, whether we can tell "Yankee Doodle" from "Tannhauser" or not. If a popular subscription is being gotten up, we must put our names down, no matter if we are in debt to the butcher and behind with the rent. We could not run the risk of having our neighbors think us stingy, you know. If we entertain we must have things far beyond our usual simple style of living. We would not dare have the

W. P. GOVIER

R. H. BROWN, JR.

Govier & Brown,

Dealers in

Fresh Family Groceries, Fruits, Canned Goods, Gloves and Mittens, Etc.

Howell, Mich., Jan. 4, 1902.

National Biscuit Co.,

Grand Rapids, Mich.,

Gentlemen—Please send us

- 1 can Honey Jumbles, plain
- 1 ,, Walnut M.M.
- 1 ,, Coconut Macaroons
- 1 ,, Coconut Taffy
- 3 boxes Faust Oyster Crackers
- 5 bbls. Seymour Butters
- 1/2 doz. Cheese Straws
- 1/2 ,, Cheese Sandwiches
- 1/2 ,, Bent's Assorted Wafers
- 1/4 ,, Champagne Wafers

Please ship as soon as possible, as your crackers, etc., WON'T KEEP. They seem to go out at the front door faster than we can bring them in at the back door.

Yours respectfully,

Govier & Brown

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

neighbors go away and say that Mrs. Smith had only three potted palms and two punch bowls, while Mrs. Jones had six. We must do what the neighbors expect of us, even although we go in debt for six months and break a blood vessel in the attempt.

I confess there are times when I think that if we could emancipate ourselves from this bugaboo of what our neighbors say, we should have solved the great problem of comfortable living. We would be able to do what we pleased without explanation or apologies or fibs. We would be able to enjoy simple things, and, above all, we would be able to love our neighbor as ourselves, when she no longer was either critic or mentor, but just a simple, human woman, as glad to get rid of us and in as much dread of our opinion as we were of hers.

Dorothy Dix.

Why Men Do Not Tell Their Wives About Business.

Written for the Tradesman.

The doctrine has been strongly urged of late years that a man should make his wife thoroughly acquainted with his business and it has gained general acceptance. The idea that total ignorance of practical matters is a necessary factor of womanly charm has been exploded. Many wives now take an active part in business and are familiar with every detail. Others, who do not need to render active assistance, are still thoroughly conversant with their husbands' affairs.

Notwithstanding all this, among the thousands of women whom the Tradesman proudly numbers among its readers, doubtless there are many who know nothing or next to nothing about business in general and their husbands' business in particular. A sensible woman is not satisfied with this state of affairs. In the event of her husband's death she would be utterly at sea and, leaving out apprehension to any such calamity, she could govern the family expenditures much more wisely if she knew the actual state of her husband's finances. Still she hesitates to ask prying questions.

Most people would say that in all such cases the man is to blame; but before any woman decides that she has a grievance in this matter and that she is unjustly deprived of her husband's confidence, let her consider whether she herself may not be at fault and the sure remedy lie in her own hands.

If a woman can not be made to see the wisdom of economy, then her husband can hardly be censured for not letting her know it when he is prosperous and making money. A man does not like to be called stingy because he wants to "get ahead" and lay by something for a rainy day. There is a type of woman who is fully determined to "work" her husband for all she can get out of him. If he should tell her that by hard work and careful management he had succeeded in accumulating a few hundred dollars in the past twelve months, she would strike him for a piano and a new party dress before he could get out of the house. Such can not expect to be told freely their husbands' affairs.

Then there are women who hold marvelous opinions as to what they could do if they were at the helm. As one such expressed it, it seemed to her that if she were a man she could do any kind of business. If the husband of one of these asks a suggestion, she at once overwhelms him with wholesale advice. She would make sweeping changes and

run things on a radically different plan. His most cherished methods are entirely wrong. She rattles on without regard to what would be the cost or the consequences if her schemes were to be followed. She never considers carefully what can best be done under the circumstances.

Doubtless there are some women employed in their homes who could, after a little experience, manage business matters better than their husbands; but so long as a man has it to do, let him at least enjoy the pleasing little fiction that he is the proper person to be at the head of affairs. The woman who has been in business for herself, whether she wrecked her frail little bark or steered it safely into some port called Success, is the last person in the world to "blow" about what she can do or to lack sympathy for a husband who does not succeed in making every venture pay. Experience has humbled her and she knows the rocks and shoals. Even if she was successful, she still remembers how near she came to capsizing.

The woman who flatly calls every man not having a yearly income of three or four thousand dollars or upwards an utter failure should not be surprised if her husband, an industrious, hardworking fellow, says as little as possible about whatever pertains to the more modest amount he succeeds in obtaining. If a wife persists in comparing her husband's earning ability, not with the many men in the community who make less, but with the few who make more—or are supposed to make more—he will soon come to avoid the subject. Such women would usually be unable to keep themselves in decent shoes if thrown upon their own resources. The woman who has ever really made her own living, no matter how high she mounted on the ladder of Fortune, ever afterward has a profound respect for the man or woman who succeeds in holding down a business or position yielding a few hundred dollars annually.

Some cases of oyster-like reserve are fully explained by the foregoing reasons. Another cause may be mentioned much wider in its application, which will clear up many more. Conversation, like everything else, has its laws. It grows and flourishes under some conditions and withers and dies under others. If

you are musically inclined, to whom do you rave about arias and symphonies and fugues? To some one who prefers "rag-time" melodies to Wagner or, worse yet, does not know the difference between them? Manifestly not. As a proud mother you consider your baby the most interesting being in the world, but you instinctively cut short your account of his smartness when some crusty bachelor is present. It is the same with art or literature or housekeeping. You talk most easily on any subject to some one as well informed about it as yourself and as deeply interested in it. "To him that hath shall be given and he shall have more abundance." There is the law. If we try to talk for the instruction and benefit of another, most of us do it in a strained and unnatural manner, in a kind of "missionary" way, as we talk our religion to a sinner. To arouse interest where there is none and then impart knowledge in an entertaining manner is an art in which most persons are not proficient.

It is not to be expected of the ordinary business man that he shall have at his command all the resources of an instructor for feeble-minded children, and employ them in giving the partner of his joys and sorrows such knowledge as she ought to have of his business. Rather must the wife be interested in the subject. She must try to learn and remember what she learns. Before marriage he may have considered it awfully

cute of his prospective wife not to know the difference between a check on the bank and a tax receipt, but it will not be wise for her to try to work this little game after the knot has been tied. In short, she should be an apt and diligent pupil.

Finally, remember that your husband is what the old school reader called "a poor, weak, vain man" and, like all the rest of them, he likes a good listener. Give him a chance to talk. Be interested and sympathetic, and think you that still he will keep things locked up as hitherto? Possibly, but he is not likely to do so. There may be people who dislike strawberries and cream or who would refuse a gift of a bag of gold or a big Government bond, but they are scarce and hard to find. A normally constituted man is only too glad to pour out his trials and troubles, doubts, difficulties and perplexities when he has the opportunity to do so. Quillo.

Went to Sea in a Store.

Tacoma, Wash., Jan. 25.—During the forty-eight mile wind last night a section of wharf in Old Tacoma was washed from its piling and floated out to sea. On the wharf stands a small grocery store, owned by a man named Johnson. The proprietor and two customers were in the store at the time the dock floated away, taking the building with it. For several hours the groceryman and his customers were at the mercy of the waves, but the dock did not overturn, and finally was captured by a tug, brought to shore and safely moored.

5c Packages Favorite Sweets. The famous candy.
Premium Bon-Bon Mixed. The latest.
High Grade Unwrapped Caramels.
Violetta Chocolates.
Favorite Chocolate Chips.
Marie Chocolates.
Bermuda Chocolates.

The above brands for purity and quality have no equal. Manufactured only by

Straub Bros. & Amiotte,
Traverse City, Mich.

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

Butter and Eggs

Observations by a Gotham Egg Man.

The egg man was called into an egg store one day last week to inspect some novel packing. Twenty-five cases of eggs had been turned over to the receiver by a freight line which brought them from the West because they had gone astray and could not be properly delivered. They proved to be something unique. The cases were of good quality and bore a stencil "Red Ribbon Brand." Upon lifting the covers the top packing was found to consist of a neat pad, just the length of the case, made by enclosing some excelsior in a flat parcel, neatly wrapped in manila paper and fastened at each end with a small bow of narrow red ribbon, and also bearing the stencil "Red Ribbon Brand." Under this were heavy straw board flats, each branded neatly with the same words and ornamented with the small red ribbons bows. The packing underneath was done with the most fastidious care; each side was carefully lined with double thick manila paper, the fillers fitted the cases perfectly and when the eggs were exposed and the fancy be-ribboned flats laid beside them the whole package made an attractive show that would doubtless be appreciated in a fancy grocery store. The eggs were all big and brown and clean and had evidently been selected with the greatest care. They looked like Northern Indianas but the receiver, who got them from the freight company, was not informed where they came from or who had packed them. They were certainly a handsome lot of eggs and worthy of the frills that had been given to the packing. I doubt that the fancy touches—ribbon, bows, etc.—would add much to the value of the goods, but otherwise the careful packing and selection, in connection with a catchy designating brand, is certainly worthy of emulation by any egg packer.

* * *

In the same store attention was called to another lot of Western eggs which showed a most peculiar defect. There were twenty-five cases shipped from Topeka, Kansas, which arrived here a week behind time, although they were said to have come through on schedule from Chicago. These eggs were covered with an oily, sooty smudge as if they had been subjected to a bath of coal oil smoke. The cases were more or less discolored on the outside and the eggs were affected throughout the cases. Speculation as to the cause of the trouble led to the conclusion that as the goods had been long decayed, and as the soot on them smelled like that from coal oil, the car in which they were shipped might have been cut out of this train on account of a "hot box" from which the burning waste had filled the car with smoke.

* * *

I notice a good many egg shippers are lining their cases with paper as a protection from frost; the practice is to be strongly commended and seems to do much good. Paper is a good insulation against cold and while it will of course not prevent the eggs from freezing if exposed to very low temperatures its use will keep the goods from frost under many conditions where they would be damaged without any protection. In several cases I have observed that paper lined goods have come out in perfect order even when longer in transit than other lots from the same section which have arrived without lining and in badly

frozen condition. To do the trick right strips of paper should be cut just the width of one end of the case and long enough to cross the bottom, come up the side to the top and across the top. They should be placed two thick which will give when finished eight thicknesses of paper bottom and top and two at sides and ends. Newspaper may be used if nothing better is at hand, but a cheap manila paper makes a better appearance and would be better for fine qualities of graded stock. We strongly commend this use of paper lining; it will certainly save a good deal of the damage from freezing which is now so general. — N. Y. Produce Review.

Food Possibilities of the Banana.

In the tropics it is the staple food of millions; but it might also, if properly treated, take similar rank with us. It is scarcely ever realized that, as a form of nourishment, it can claim first place among vegetable products that are food for mankind, for it is twenty-five times as nutritive as the ordinary white bread eaten in this country, and forty-four times as nutritive as the potato, thus far outweighing either the wheat or the potato in food value. Hence, on this account its position as a fundamental food or breadstuff is amply justified.

Moreover, it satisfies that other essential condition of a breadstuff—namely, the possibility of easy and abundant production. It is a true child of the tropics, and grows in the greatest luxuriance, demanding little exertion from those who cultivate it for their daily food. And of fruit it gives freely and without stint. Thus it is, perhaps, the best food product that the earth gives to us, and it is somewhat difficult to account for its advantages being so long overlooked, but probably the difficulty of transport has been chiefly responsible for this.

It is of course not suggested that the banana fruit in its natural form should be used as food. Like the wheat, it would require drying and grinding down into flour. Mills might be erected where it is grown, or within easy reach, and then at the suitable time the fruit could be gathered, dried and transformed into flour. The flour would possess all the nutritive properties of the fruit in its natural state, and it would further lend itself to easy and cheap transport, and thus it would furnish a valuable addition to the food of the world. Banana bread has been voted excellent, and is now made in Chicago, and might just as well be made in London, or, for the matter of that, in any other place could the flour be obtained reasonably. When one remembers that there are large areas of the globe where famine is more or less periodic, such as parts of Russia and India, and that pessimistic calculations of the insufficiency of the world's supply of wheat are occasionally indulged in, it is perhaps not altogether foolish to take into consideration the possibility of obtaining a cheap, bountiful and nutritive breadstuff from the banana. Indeed, it is not too much to assert that banana flour as well as banana fibre may be reckoned among the sources of supply; at present untapped, which an ever increasing population, with incessantly growing demands, may thankfully turn to in the future to supply its needs.

The man who advertises only once a year has no abiding place in the public memory. It is his rival who reaches the public every day, and whose statements are to be relied upon, who achieves the greater measure of success.

The Vinkemulder Company

Wholesale Fruits and Produce

Specialties: Onions and Potatoes

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

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

Buy your

EGG CASES AND FILLERS

from

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

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

Large stock. Prompt shipments.

==Parchment Paper for Roll Butter==

Write for Prices to

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Successor to C. H. Libby,

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

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BEANS, POP CORN,
PEAS, CLOVER SEED

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

E. E. HEWITT

WHOLESALE FRUITS AND PRODUCE

9 North Ionia Street, GRAND RAPIDS, MICH.

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

POTATOES

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

H. ELMER MOSELEY & CO.
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Long Distance Telephones—Citizens 2417
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MOSELEY BROS.

BUY BEANS, CLOVER SEED, FIELD

PEAS, POTATOES, ONIONS,

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

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

WHOLESALE

OYSTERS

CAN OR BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

Poultry

Peculiarities Pertaining to the Handling of Poultry.

The market has been so strong on some kinds of poultry that dealers have been able to work off some pretty poor stock this week at rather full prices. I noticed a lot of frozen which was very irregular, about half looking fine and balance discolored and almost black. The salesman after trying to interest a buyer, turned and said: "I have worked off considerable of that frozen stock at very fair prices. That shipper did not sort his stock closely enough and he is going to get a good deal more for it than it is worth."

* * *

"Supplies of pigeons are very light," said a dealer making a specialty of them. "I am carrying a smaller stock than ever before at this season because grain is so high. I know where I can get plenty at very short notice and I am letting the other fellow carry and feed them."

* * *

"I have had a big lot of drawn rabbits this week," said another dealer. "Buyers never want poultry or game of any kind drawn and it is hard to dispose of it except at very low prices. Sometimes we get this drawn stock from other markets but I guess in this case it was cold and the shipper cleaned and froze them up, holding until he had enough to ship."

* * *

"I am having considerable trouble with young turkeys," said a receiver. "Most stock has a few old birds mixed in, more particularly hens, and the toms nearly all have a few poor thin turkeys in the package so that prices have to be shaded to find buyers. If the stock was graded and selected a little more carefully I could get better results."

* * *

"Scalded fowls have been so scarce of late," remarked a dressed poultry receiver, "that I am working dry-picked fowls off on a good many of my customers. Some buyers shop around and will not take dry-picked if they can find scalded but many buyers are not so particular."

* * *

"We are having considerable trouble with 'spring' lambs, remarked a poultry receiver who handles a good many on commission during the early season. "We are getting many which are too old to bring the high prices realized on young hot house lambs and shippers expect full prices or claim they do and we are continually at odds with these shippers. These fall lambs are often seven or eight months old, even older in many cases and \$3 to \$4 is about all they bring for the best of them, while young hot house or 'spring' lambs are worth two or three times that if heavy enough and fine. I will tell you about two of these lambs I had last week. They were probably eight months old and had been sheared and looked pretty good so I asked 'spring' lamb prices for them and finally sold them at a big price—\$6 or \$7 each more than they were worth—and made my returns to the shipper same day. Next day the lambs came back and the buyer would not pay for them as they were too old and he could not use them. Consequently I had to take them back rather than lose the buyer's trade and they were re-sold for what they were worth. I can not get my money back from the shipper for I will probably lose him and I am just out about \$14 on the transaction. I

suppose because a shipper gets big money for these old lambs once in a while they always expect it and think by cutting off the wool they can fool us and the buyers, too."—N. Y. Produce Review.

Scarcity and Increased Cost of Caviare. From What to Eat.

Away up in the backwoods of Agloma, north of the Rain River, there is a long, forbidden body of water known as the Lake of the Woods. From this section of the Canadian wilderness comes nearly all the caviare consumed in American markets. It is Russian caviare to the general public, but it is only a Canadian caviare, bearing a continental label. The caviare is exported to Europe, and only the inferior grades find their way back to this country, the best of it being kept for European epicures. The general and greatly increased favor with which caviare is received has caused a great drain upon the sturgeon fisheries of Europe, and those of Canada and the United States have been called upon to meet the demand.

The Lake of the Woods has a total area of 6,000 square miles, and its waters abound with fish, the most important of which is the sturgeon. They are caught mainly for the caviare, although there is a profit in smoking the meat. After the fish is killed it is carefully cleaned and the caviare set aside in tanks. It is then taken and washed repeatedly until it is thoroughly cleansed, after which it is rubbed by hand through a series of screens until the eggs are separated. It is then packed in kegs with salt and kept in cold storage until time of shipment. It is an extremely simple process, requiring but little manipulation. In Europe the kegs are opened and the caviare sorted out according to quality. It is then put in small lead packages and tins and put on the market as Russian caviare. The best grades find a ready sale at highest prices, but the inferior grades come back to America.

The price paid for caviare has been steadily increasing each year. In 1898 it was sold at 60 and 70 cents a pound, and this year there is a small increase. Five years ago the price was only 35 cents a pound. The caviare were then double the value of the sturgeon, and as the fish brings to the fishermen about two cents more than the ordinary scale fish, its value to the inhabitants of the lake section of Agloma can not be overestimated. It is, in fact, the most important factor in the prosperity of the district. In 1898 the Lake of the Woods produced 224,870 pounds of sturgeon and 32,473 pounds of caviare, approximately valued at \$25,000.

The high prices commanded by caviare have attracted many fishermen to these Canadian waters, and unless measures are taken to reduce the take of the sturgeon, the fish will be exterminated in the near future. The American waters are also being extensively dragged for sturgeon and last year 33,000 pounds of caviare were shipped out of the United States. Within the past two years there has been a very large catch in set nets and pounds off the beaches of New Jersey and Long Island, and the handling of the eggs has proved a most profitable industry to the fishermen. The only advantage is found in their size and firmness. The flavor does not differ much from the roe of other fish, and a little experience ought to develop a kindred delicacy.

Importers of Foreign Potatoes Disappointed.

New York, Feb. 21.—The foreign potato syndicate, formed some time ago by local importers, is not reaping the enormous profits that were anticipated early in the season. If current reports are true the promoters will no more than break even on their venture. Statistics show that imports since October last to Feb. 15 amount to the enormous quantity of 927,364 bags of 168 pounds each. The arrivals in New York of domestic potatoes for the same period amounted to 793,565 barrels.

It will be observed by this comparison that the imports exceeded receipts of domestic stock by 133,799 packages.

The importations were the heaviest ever known in the potato trade, and were the result of Consul reports from this country advising English and Continental shippers and producers of the failure of the domestic crop.

The tremendous business transacted in foreign potatoes since the season opened, last October, indicates clearly how closely our markets are followed by foreign competitors. Prices established for Scotch, Irish and finest German potatoes have been remarkably low, sales ranging from \$1 to \$2.25 per bag, according to quality. Late shipments are coming out in poor condition. Some are sprouting and others are frosted, and prompt handling has been necessary to save the stock. The attractive prices of foreign potatoes, naturally diverted trade from the domestic commodity, and while consumers were greatly benefited dealers made but slight profits, and in some instances substantial losses were sustained. Domestic stock is selling at wholesale at \$2.12 to \$2.50 per barrel.

Another Side Line For the Grocer.

A Toronto man thinks that a combination of flowers and groceries would prove a paying venture. He says:

"In how many grocery and general stores in Canada do we see roses or cut flowers of any description on sale? Very few, indeed."

"Cut flowers, besides being a source of direct income to a grocer, would undoubtedly lend attraction to the store. And we believe it is only necessary for us to refer to the matter to induce live grocers to give some consideration to cut flowers as a feature of their business."

I NEED YOUR

Small shipments of FRESH EGGS for my retail trade.

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

Reference—New York National Exchange Bank, New York.

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COMMISSION MERCHANT

175-177 Perry Street,

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Butter, Eggs and Poultry.
All kinds of Country Produce.

References: Buffalo Commercial Bank, Fidelity Trust Co., Erie County Savings Bank, Dun and Bradstreet.

Consignments solicited.

SHIP YOUR

BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

2,000 PAIR PIGEONS

20 CENTS A PAIR

DELIVERED HERE

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

F. J. SCHAFER & CO.,

EASTERN MARKET, DETROIT, MICH.

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WANTED

Poultry, Butter and Fresh Eggs. Also all the live Pigeons can get. Highest market guaranteed. We are headquarters for Poultry the year around.

GEO. N. HUFF & CO.,

55 CADILLAC SQUARE, DETROIT, MICH.

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Produce Commission Merchants

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

NARROW THRIFT.

The Man Who Had a Mean Streak in His Nature.
Written for the Tradesman.

Mr. Beck sighed deeply at the price of dried apples.

"Ten cents a pound is too much for them things," said he. "Can't ye understand that when a man's buyin' stuff for a lot of boarders he ought to get rates? R-a-t-e-s, by Gum! Of course you fellows that have always lived up here in the woods may not understand what I'm entitled to, but I do. I want rates. I'm entitled to 'em, and what's more I'm going to have 'em or there'll be the biggest kick raised around here ye ever heard tell of."

"How many apples were you thinking of getting?" asked Williams, the grocer. "About twenty-five pounds?"

"O, Lord, no! I don't want to corner the dried apple market. I might need quite a lot after a while, though, if the boarders happen to take a notion to 'em. You see, I have to hunt all over for nicknacks for them city folks. They're getting tired of codfish and canned corn and milk gravy, and the fact is they're so blamed notional it's a reg'lar chore to tell what to git fer 'em to eat."

"I should think it would be easy to feed city folks on a farm," observed the Somnambulist, waking up with a snort. "About all they want is plenty of eggs and cream and fresh milk and berries. It ought to be a picnic to have them around."

"Eggs and cream!" exclaimed Beck in disgust. "Eggs and cream! D'you s'pose this end of Michigan's paved with eggs and cream?"

"You run a farm, don't you?"

"Well, and s'posing I do?"

"Keep cows and chickens?"

"Course."

"Hens laying pretty well?"

"Yes, quite good. What of it?"

"Well, won't your boarders eat eggs?"

"Eat 'em! You bet they'd eat 'em if they had the chance, but I hope you don't think I'm silly enough to give 'em eggs to e-a-t."

"I don't know. Why wouldn't you?"

"Great Scott! man, the hens have to buy the groceries for the house. How would we get the sugar and tea and the likes of that if we et up all the eggs?"

"Oh, that's the way you look at it, is it? Well, how about cream and berries? The boarders wouldn't object to them, would they?"

"Cream and berries! Well, I guess not. D'ye take me for a first national bank? What would the woman make butter out of it we fed the cream to a lot of yaps from Shecawgo? Pooty thin butter we'd be makin', eh, Williams? Guess you wouldn't want to pay 18 cents a pound for the skim milk product. Seems to me like the biggest fools alive are them that loaf around these little backwoods groceries. Got any more advice to give?" and he grinned at the Somnambulist in a superior way that said more plainly than words, "Git around that if ye kin."

"You didn't say anything about the berries," persisted his interlocutor.

"O, yes, I forgot the berries," said Mr. Beck reflectively. "We did have berries once or twice when the woman took time to get 'em herself. But ye see it's like this to our place. The young ones has the berries for the pickin' of 'em and when they sell 'em the money is saved up to buy clo'es and things come school time in the fall. They'd go pooty nigh naked sometimes

if it wa'n't fer the berries. No, we can't lay up no money suplyin' \$4 a week boarders with small fruit."

"Probably, then, you let them have all the sweet milk they want to drink," suggested the Somnambulist.

"Prob'ly I do an' then ag'in prob'ly I don't. Prob'ly you'd have a feller starve his calves to death jest to 'commodate a passel of lunatics come into the country fer a play spell. No, I hain't built that way. Every pint of sweet milk we kin rake an' scrape goes into them calves, an' I reckon I'm like to have a leetle the finest drove ever rose in Antrim county."

"How about buttermilk, then? You must have lots of that, making as much butter as you do. City folks are fond of iced buttermilk."

"What's city folks to a drove of fat hogs? I'm raisin' pork this season an' I wouldn't neglect them hogs for all the b'iled shirted doods in Michigan an' out of it. Ye see I run my farm on a system, a place for everything and everything in its place. Everything around there has its use, an' nothin' goes to waste. I know my business and the can't no country store loafer tell me nothing I don't know. You stick to your loafing an' I'll hang onto the farm."

Then the Somnambulist arose to his full height and began to talk. He is a large man and quite imposing when in earnest. There isn't a mean streak in his nature and he despises narrow thrift.

"Why, you poor old skinflint," said he, "out on that big farm of yours, where there are chickens and cows and fruit and vegetables and all the things that your boarders crave and would be glad to get and pay well for, where you have an abundance of the good things of life and could live like a prince in his palace, you deny them the most common articles of diet—articles that are theirs of right—and you take their money for a bill of fare of dried apples and codfish and cheap tea. I should think a good business man like you could look far enough ahead to see that you are killing the goose that lays the golden egg. You are asking four dollars a week from people who long for the very things you have ready at hand, and yet you are so mean and stingy and short-sighted that you cast aside the advantage of giving them what they want. Kill off your infernal calves and drive your swine to the shambles. Buy the berries your children pick and fricassee your spring chickens. Load your tables with honey and eggs and maple syrup and cream and charge your boarders \$10 a week if need be. They'll pay the price for fare like that and they'll hate to leave you in the fall. And then, when another summer comes and these people are again looking for a place to go, instead of remembering you with that feeling of repugnance one always holds for the miserly whelp who gave him the poorest meal he ever tried to eat, pleasant memories of your hospitality may float before them like a golden cloud and the seraphic music of your dinner horn recall them to your home." And then, with a shoulder shrug expressive of unutterable things, the Somnambulist stalked sedately out.

Mr. Beck's thin face had long since discarded its self-satisfied smirk and the hot blood mounted to his weather beaten cheeks. Although he had wanted to talk back, native prudence and the vast bulk of his inquisitor had restrained him. But now that the Somnambulist was gone, the farmer paced nervously up

and down the store, clenching and unclenching his hands in ill-disguised rage. At length, aware that he was making a spectacle of himself and realizing that something was expected of him, he said in a voice intended to be convincing:

"I hain't no fightin' man, but jest one word more an' I'd 'a' licked him."

One of the loungers giggled at this, but although Beck turned quickly to catch the culprit, not even the fleeting shadow of a smile could he discover. So, feeling that the sentiment was overwhelmingly against him, he hastily tumbled his purchase into a shabby market basket and strode quickly away.

"By Gee, but that was a good one on Beck!" exclaimed Billy Simms. "S'pose it'll do him any good?"

The Weather Prophet, after feeling cautiously around for slivers, slid carefully from his perch on the salt barrel, shook his hoary head solemnly and said:

"No good at all. A donkey's a donkey an' a hog's a hog. The Almighty made 'em jest as He wanted 'em made, I reckon, an' the won't no amount of eddicatin' change their nater. Beck's gone home mad. He'll jaw his woman when he gets there an' mos' likely hammer every one of the kids. The won't be no pie to his house fer a fo't-night an' after this them summer boarders o' his'n 'll fare slimmer'n the deck hands on a lumber barge."

Geo. L. Thurston.

Was Not Scented.

The unsophisticated old woman asked a druggist the other day if he had any soap. "Yes, ma'am," he replied. "Do you want it scented or unscented?" "Well," she replied, "bein' it's so small, I guess I'll take it along with me."

Brown & Sehler

Wholesale Manufacturers of

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


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

West Bridge and Front Sts.
Grand Rapids, Michigan

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



You'll Be Surprised

to know how soon your cracker trade will double after you begin handling the Standard D Crackers. To be sure of quality look for letter D on crackers.

E. J. Kruce & Co.
Detroit, Mich.
NOT IN THE TRUST.

"Coffees Exclusively"

"Perfection is no trifle."

Attention to trifles makes perfection.

Our coffees are perfect.

We want your coffee business.

TELFER COFFEE CO., Detroit, Mich.

Commercial Travelers

Michigan Knights of the Grip

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

United Commercial Travelers of Michigan

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

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

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

Gripsack Brigade.

A thin affair—hotel soup.

A. S. Doak and J. D. Lawton (Wornden Grocer Co.) are both confined to their homes by illness. W. F. Blake is calling on Mr. Lawton's customers in the meantime.

When you know that some salesman has quit the road, changed houses, taken a new territory, purchased a stock of goods, let us know it. It is news to many others. If a fellow traveler tires of being a bachelor and wisely abandons his loneliness, let us know it. When sickness or death enters the homes of traveling men, inform us that friends and customers may know it. When you find a hotel unworthy of patronage, let us know it. When the drayman or livery man attempts to rob you, let us know it. Every item interests someone. Some like poetry, some like prose, and we want all the news. When you have an idea on some subject of interest to our readers, write it up and send it in. Do not forget hotel changes, changes in business, fires, and a thousand and one things that you see every week. Association news, no matter what traveling men's organization it may be, is interesting to some one. Send us the news.

There is no money in politics for the salesman. Politics and business do not seem to mix very well, and it is a dangerous compound for commercial men. Too many parts of politics in business is liable to cause an explosion. The politician studies the questions of the day and is willing to serve the people for the honor and salary of the position. Why should we become excited, neglect our business and take sides with those brainy men when they disagree? We have a right to vote and can do so quietly without constantly endeavoring to convert others to our way of thinking. Arguing about politics on the train, in the stores and at the hotels only arouses ill feeling and changes no man's vote on political questions. Traveling men are thinking men and vote their convictions. The purchasable vote needs only a little financial argument. Keep politics out of business and don't annoy your fellow travelers with your political harangue.

The farmer, the noble tiller of the soil, rises at early morn and works until late at night. He is the great producer for the entire world, but the consumer is necessary for his success. The industrious farmer wins financial success and can live a life of independence, free from many of the petty annoyances that constantly appear in the mercantile world. Now and then the dissatisfied farmer abandons the farm and enters some other business, but he still remains a farmer. Gaze upon him as proprietor of the hotel and you recognize the farmer, but he knows it all, and while his wife does nearly all the work he plays landlord with a pompous air, and generally keeps a dirty office. Sometimes the innocent farmer imagines that he can run a livery stable, and still many of them do not really know how to hitch

up a team of horses, as every salesman knows who has patronized some of the farmer liverymen. When the farmer enters the mercantile line then salesmen require patience, because he displays such a knowledge of goods and prices that his style will tire any man. He is suspicious and always expecting to be cheated. Now, where does this honest tiller of the soil learn all this? Do the farmers believe everybody rogues? The farmer is an important citizen, but he should stick to the farm and avoid business that he knows nothing about.

One day recently a gentlemanly salesman was showing his goods to a Michigan merchant. His sample case was open on the counter. Customers came in and took the attention of the merchant. The salesman quietly withdrew to await the leisure of the buyer. An inquisitive woman discovered the sample case, asked what it was and the merchant replied, "That belongs to a traveling man; he is sitting over there." This woman elevated her powdered nose to the nightly abode of the flies, and in a sarcastic manner and tone of venom replied, "I don't want to see him. I don't want to even look at him." The poor salesman overheard all and heaved a sigh; while tears played peek-a-boo in his sympathetic eyes. He thought, perhaps, of the devoted wife and loving little prattlers awaiting his return home and felt grieved to think that anyone should feel that even a glance at him should produce a life stain. To-morrow this awful salesman and this paragon of female perfection may attend divine service. The former will be actuated by pure motives and true Christian love; the latter, God only knows her motives. A woman who can nurse such unreasonable hate need not hope to please the Omnipotent One by a dignified demeanor and solemn look on the Sabbath. The Christian salesman—and there are many of them—do not go over the country advertising their belief and goodness as some pretending church members do. Whatever faults the salesman may have you seldom find him a hypocrite. He pretends to be only what he really is. He never advertises his great goodness. Be he church member or sinner he believes that a smile or hearty laugh is no sin. While many men are condemned by an ignorant class and hypocrites, because they are traveling men, they are high-minded men of pure thoughts, faithful husbands and loving fathers, and provide for their wives and families without a grumble. The unfortunate members of the fraternity who are homeless and alone in this cold, cheerless, hypocritical world are men of honor, tender-hearted and generous, and when charity's appeal is heard their response is always prompt. The name of traveling men is sometimes stained by sons of such mothers as the one in this case. Taught from early infancy to look upon the traveling men with contempt, and finally drifting into the business, these sons imagine that they must act in a disgraceful manner, and they generally do. The hobos among traveling men are few and an investigation will prove that their parents are responsible for their conduct.

Following Directions.

"We shall have to try again," said the photographer, inspecting the result of the first sitting. "You seem to have had one eye shut."

"You told me to wink naturally," said the sitter, "and that's what I was trying to do."

The Ubiquitous Character of the Traveling Salesman.

The traveling man is a most comprehensive subject and furnishes a topic that embraces the grandest body of precocious, affable, impudent, polite, pushing, self-conceited, omniscient and omnipresent men on the surface of this terrestrial ball. There is nothing like him in the heavens above or the earth beneath. It is a sui-distinctive, sui-generis race, without which the history of the latter day trade in this country, or indeed the world, could not be written. His first appearance on the stage must have been in the Garden of Eden, when, representing the house of Satan & Co., he made Eve take the goods by showing the sample. This was followed by a big order to leave, and Adam himself then became a traveling man. Why not then make Adam the patron saint of this great fraternity?

The knights of commerce on wheels—or commercial tourists. He has received the appellation of drummer, non-hero worshipers of the common herd have really delighted in the sound of the word; it, of course, suggests a drum and a drum suggests to beat. Now the application is left to the desire and sentiment of the user, either to beat or to be beaten, and it is not yet a matter of record to hand down to posterity that one of the class I am now trying to honor was ever beaten, the inference is clear, and in the lexicon of the drummer there is no such word as fail; he is truly a representative man, but to see him and to know him there is no difficulty in mistaking him for the proprietor, no matter what be the line of goods or capital invested, whether it is in the Westinghouse works of Pennsylvania or a nutmeg factory of Connecticut, a furniture factory of Grand Rapids or a moonshine distillery of Kentucky—and like Silas Wegg in "Our Mutual Friend," who kept the little stand in front of a great mansion he always with an air of importance alludes to "our house" as if it were the one on earth and built to stand forever. He is a cross between an auctioneer and a lawyer. From the first he inherits his mellifluous, swift-swinging tongue, from the latter his ready control of his wits, and being a disciple of Chesterfield he is a great living combination.

Book agent, lightning-rod man, sewing machine and itinerant salesman are not in the category with him. He is a grade or two above them.

See him enter a train—no wonder that the question is asked, "Is that the President of the company?" His entree into a city—although not heralded he is all there in great shape with his samples, and no stranger in the strangest kind of a place. At the hotel, from the porter to proprietor, his arrival is known by a sort of instinct, and his open sesame sort of manner seems to knock down all sorts of barriers set up by either custom, etiquette or society. He knows all the jokes of the day, and becomes a source of transmittal from one section to another. He is the night clerk's friend and is the fund of entertainment for every gathering, and yields to the hotel clerk in only one thing, the size of the diamond pin.

Yet, with all these pleasantries, mannerisms, and "idiosyncracies," 50 per cent. of the inland trade of our country to-day is accomplished by these traveling men.

They form a connecting link between the wholesaler and the retailer, and should they ape the custom of one factor

in American institutions and strike, they would in fact and in truth be the "missing link;" armed then, oh, traveling man, oh, commercial tourist, oh, drummer, with that never diminishing, ever present "Suaviter in modo, fortiter in re," continue thy labor for the best interest of the house you represent and for your personal welfare, and if you are honest for revenue only, bring to your assistance the protection of honorable dealing with all your customers, allow reciprocity of discounts in proportion to the size of orders, and encourage free trade in all lines of goods, save that only in which you are directly interested, and when the journey is done and you are called off the road to settle the final account, may you have upon your tomb the inscription of a traveling man in Massachusetts:

"Here lies the body of John Rogers; he was a good Methodist and an honest drummer; of such is the kingdom of heaven." Paul Markoff.

One of the Meanest Tricks Ever Recorded.

"Speaking of mean tricks," said the traveling man, "I saw the lowest-down trick played on a traveling man out in Kansas that has come under my observation for a long time. There were two of the traveling men, a big one and a little man, traveling together. They had to make a night trip and sat up in the car and swapped experiences for a good share of the night. Finally the big man dropped off to sleep, but before doing so, he took off his shoes so that he could rest easier. After a little the big man began to snore in a way that made the car windows rattle. Then the little man quietly raised the car window and threw the big man's shoes out on the prairie. A little while after that they came to the town they both wanted to work that day. The big man woke up with a snort and began to hunt for his shoes. Of course he could not find them. It was a disagreeable trip he made up to the hotel in his stocking feet. Then he sent out for a new pair of shoes, but the town wasn't very large and his feet were. He couldn't find a pair in stock in the town that would fit him and the best he could do was to get a pair of carpet slippers. He laid around the hotel all day and fumed and roared and swore while the little man worked all the business houses for rush orders for the same line of goods the big man was carrying. After he had worked the town he came in and actually had the nerve to sympathize with the big man in his misfortune. Afterward the big man sued the railroad company for damages and the little man was his principal witness. And to this day the big man does not suspect who put up that job on him."—Merchant's Journal.

A bill now before the Massachusetts Legislature requires the licensing of cats. The fee is fixed at 50 cents, and it is provided that any one who shall keep a cat contrary to the provisions of this act shall be fined \$5, one-half to go to the informer and one-half to the city or town treasury. Between July 1 and 10 of each year the chief executive of each city or town is required to issue warrants for the execution of all unlicensed felines.

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Examination Questions of the Georgia Board of Pharmacy.

Prescriptions and Doses.

1. What is the adult dose of the following: (a) $\text{Na}^+\text{Salicylas}$; (b) paraldehyde; (c) tinctura hyoscyami; (d) tinctura cannabis indicæ; (e) potassii acetat; (f) santonium; (g) spiritus chloroformi; (h) spiritus aetheris compositus; (i) plumbi acetat; (j) zinci valerianat; (k) liquor arsenii et hydrargyri iodidi; (l) pilocarpinae hydrochlorat; (m) codeina; (n) antimonii et potassii tartaras; (o) ammonii carbonat; (p) extractum aconiti fluidum; (q) hydrargyri subsulphat flavus; (r) vinum colchici seminis; (s) acetum opii; (t) terpini hydras?

2. How many systems of weights and measures are employed in pharmacy? (b) Name them. (c) What system is recognized by the Pharmacopoeia? (d) How many cubic centimeters in a liter? (e) How many grains to a gram?

3. What is the difference between weight, specific gravity and specific volume?

4. How much boric acid will be required to make 16 fluid ounces of a 1 in 1000 aqueous solution? Give your answer in grains and leave all the figures on the paper.

5. Write the official names of the following: (a) Black wash; (b) blue vitriol; (c) white vitriol; (d) white precipitate; (e) Friars' balsam; (f) Tully's powder; (g) Plummer's pills; (h) Griffith's mixture; (i) lead water; (j) blue ointment.

6. (a) What are oleates? (b) State how many are official. (c) Give their names. (d) In what way do they differ from the corresponding ointments?

7. (a) What is the general formula adopted by the Pharmacopoeia for preparing triturations? (b) How many triturations are official and give names?

8. (a) Name three kinds of incompatibilities sometimes found in prescriptions. (b) Classify the following incompatibilities: Calomel with lime water; morphine with atropine.

9. (a) What is the difference between a natural and an artificial emulsion? (b) Give an example. (c) What is the difference between emulsification and saponification?

10. (a) Name ingredients in compound syrup of squills. (b) What is its common name? (c) What syrup contains aqua ammonia? (d) What syrup contains official vinegar? (e) Name a syrup made from a fluid extract.

11. Define the following terms: (a) Emetic; (b) emmenagogue; (c) cathartic; (d) escharotic; (e) anthelmintic.

12. In relation to usual dosage by the mouth, what general rule is followed in administering medicine by rectum and hypodermically?

13. Criticise this prescription:
R Potass. permang. 2
Glycerin 60
M. et Sig.—Use as directed.

14. Criticise this prescription:
R Potass. iodidi 1
Quinin. sulph. 2
Syr. aurant. cort. 8
Aqua ad. 30
M. et Sig.—4 c. c. every four hours.

15. Criticise this prescription:
R Colchicine.
Aconitine.
Emetine.

Sulph. calcii aa. 8
M. ft. in caps.—No. x.
Sig.—One every three hours.

Oral.

What is the specific gravity of glycerin, chloroform, H_2SO_4 , ether?

What is a precipitate—how does it differ from a sediment?

What is Magendie's solution—how many grains of morphine to the fluid ounce?

Name an ointment base readily miscible with water. From what is it obtained?

Name three volatile oils, three fixed oils.

What are ointments; how does an ointment differ from a cerate?

How does a spirit differ from a water? Name an official spirit which has a gas in solution; state what percentage of gas it contains.

What is the official title of Hoffmann's anodyne; sugar of lead; white vitriol; green vitriol?

Define: matter, mass, force, amorphous, anhydrous crystal, hydrous crystal.

What is the source of phosphorus? Name a good solvent for it. What happens when it is exposed to moist air?

Give the botanical name and habitat of culvers root; black haw, may apple; deadly nightshade.

Name a resin; gum resin; oleoresin. Name a drug that belongs to the natural order coniferae.

What is the source of CHCl_3 ; resorcin; salol?

Is lard oil a fixed or a volatile oil?

What is camphor? In what country does the plant grow from which it is obtained?

What is the best antidote for poisoning by oxalic acid; corrosive sublimate; opium; nitrate of silver; carbolic acid; phosphorus?

What is the common name of phenol; liquor iodi compositus; syrupus scillae compositus?

From what is carbolic acid obtained? Does it unite with water? How would you distinguish it from creosote?

What is a tincture; fluid extract; spirit; aqua; ointment; cerate; glycerite; infusion; decoction?

What is meant by solubility? Define the following: emetic; emmenagogue; cathartic; anthelmintic; taenifuge; carminative.

How many elixirs are official? Name them.

What is the source of iodine? To what class of elements does it belong?

Name others in the same class. Give a test for free iodine. Give an antidote for free iodine.

In what country is cinchona indigenous? What percentage of total alkaloids should it contain? What percentage of quinine should it contain?

What is the weight of one fluid ounce of distilled water?

Describe fully the process of percolation.

Define maceration; digestion.

What is synthesis; analysis; valence? What is a nacent gas?

Describe the operation of a siphon. What is destructive distillation?

What is effervescence?

What is a colloid body?

What is deliquescence?

What is a carbohydrate?

What is a hydrocarbon?

What is the meaning of: super; sesqui; hypo; pyro?

Ice-Cream Powder.

Powd. starch 1 oz.
Powd. sugar 1 oz.
Azo orange dye q. s.
Essence lemon 15 m.
Essence almonds 10 m.

Mix with a pint of water, transfer to an enameled saucepan and bring to boiling, stirring all the time. When thickening has taken place, let the mixture get quite cold, then freeze in an ice-machine.

After Eve ate the apple and found out what happened she probably sampled all the other fruit in the garden just to see what else would happen.

Catarrh Remedies.

1. Bismuth salicylate 300 parts
Powd. camphor 80 parts
Cocaine hydrochlorate 1 part

2. Menthol 1 part
Powd. benzoin 30 parts
Bismuth subnitrate 30 parts
Powd. boric acid 20 parts

3. Powd. benzoin 10 parts
Morphine hydrochlorate 1 part
Bismuth subnitrate 40 parts
Powd. potassium nitrate 40 parts

4. Powd. starch 125 parts
Bismuth subnitrate 125 parts
Powd. boric acid 46 parts
Powd. camphor 3 parts
Morphine sulphate 1 part

5. Cocaine hydrochlorate 1 part
Iodole 1 part
Powd. boric acid 60 parts
Bismuth subnitrate 40 parts
Tannic acid 4 parts
Menthol 2 parts
Powd. starch 100 parts

6. Boric acid 150 parts
Salol 50 parts
Menthol 2 parts
Cocaine hydrochlorate 5 parts

7. Powdered hydrastis 10 parts
Powd. camphor 4 parts
Carbolic acid 4 parts
Sodium chloride 100 parts
Indigo 1 part

In the last formula mix the camphor with the salt previously reduced to a moderately fine powder; then rub the indigo and carbolic acid together, mix with the salt and camphor, add the hydrastis, and mix the whole intimately, without much pressure, in a mortar.

Thermometer in Window Displays.

A good display can be made by filling a window with drugs and chemicals and placing a thermometer in center with a sign over it reading:

Thermometers vary
but the quality of our
drugs
never varies

For a good hot soda display, cover the bottom of window with absorbent cotton to represent snow and icebergs and sprinkle with silver dust to give frost effect. In the center of window have a large thermometer with heat arranged to keep mercury standing about 110 degrees. Above this hang a large hot soda sign framed with absorbent cotton, sprinkled with silver dust and arranged to represent icicles.

The same idea can be used in summer time by putting one or two ice cream freezers in window and using cold air to keep temperature down. In both cases you would make display more effective by having thermometer outside the window to show temperature outdoors.

Cement For Porcelain.

An almost invisible joint may be made, with careful handling, with the following:

Chloroform 60 parts
India rubber 25 parts
Mastic 15 parts

Cut the rubber into shreds, put into a suitable vial, and pour on the chloroform. Stopper tightly, and set aside until the rubber is dissolved, then add the mastic, and let stand until the same is dissolved. Apply the cement to each surface to be united, and let the pieces stand until the greater part of the chloroform is evaporated, then unite, press firmly to place, and if possible, tie in position. When the cement is apparently thoroughly dry on the surface, scrape off the superfluity, and dust over the line of junction a little zinc oxide, chalk, powdered infusorial earth, or some such material, and with

a clean pencil brush it over the joint. After the cement has become perfectly dry, remove the cords and rub off the superfluous powder. The joint can scarcely be discovered if the work has been well done.

The Drug Market.

Opium—Is very dull and tending lower.

Morphine—Is unchanged.

Quinine—Is firm and unchanged.

Wood Alcohol—Is firm at recent advance.

Cod Liver Oil—Has advanced \$1 per barrel, on account of higher prices abroad.

Balsam Copiaba—Is very firm at recent advance.

Linseed Oil—Is firm and tending higher.

Paris Green—Has advanced 1c per pound.

Dyspepsia Tablets.

F. A. Wilson gives the following formula for a dyspepsia tablet from which he has had good results.

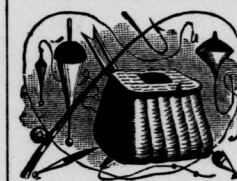
Magnesium carbonate 2 grs.

Calcium carbonate 2 grs.

Sodium chloride 1 gr.

Make into one compressed tablet. One or two of these to be taken before meals.

Say something worth telling in your advertisement. If you feel that you can't, better wait until you can.



Fishing Tackle

Our travelers are now out with a complete line at low prices. Dealers wishing a nice line of Fishing Tackle for a small investment should order our

Famous \$5 Assortment

In nice display cabinet with prices plainly marked

Retails for \$12.86

Shipped anywhere on receipt of price. Please reserve your orders for Marbles, Peg Tops, Rubber Balls, Base Balls and other Spring Goods.

FRED BRUNDAGE

Wholesale Druggist, Stationery, School Supplies and Fireworks
Muskegon, Michigan

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.

SEE OUR WALL PAPERS

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

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Paris Green.
Declined—

Acidum		Conium Mac.		Sella Co.		Menthol		Sedlitz Mixture		Linseed, pure raw	
Aceticum	60 8	Copaiba	1 15 1 25	Tolutan	50 50	Morphia, S. P. & W.	2 4 80	Soda, Boras, po.	20 22	Linseed, boiled	66 69
Benzoleum, German.	70 75	Cubeba	1 30 1 35	Prunus virg.	50 50	Morphia, S. N. Y. Q.	2 15 2 40	Soda, Carb.	20 22	Neatsfoot, winter str	67 70
Boracic	17 17	Erigeron	1 00 1 10			Morphia, Mal.	2 15 2 40	Soda, Bi-Carb.	20 22	Spirits Turpentine	43 50
Carbolicum	24 31	Gaultheria	2 00 2 10	Tinctures		Moschus Canton	40 40	Soda, Ash	20 22		
Citricum	43 45	Geranium, ounce	2 00 2 10	Aconitum Napellis R	50 50	Myristica, No. 1	65 80	Soda, Sulphas	20 22	Red Venetian	1 1/2 2 2 3
Hydrochlor.	30 30	Gossypii, Sem. gal.	50 60	Aconitum Napellis F	50 50	Nux Vomica, po. 15	35 37	Spts. Cologne	2 60	Ochre, yellow Ber.	1 1/2 2 2 3
Nitrosum	30 30	Hedeoma	1 65 1 70	Aloes	50 50			Spts. Ether Co.	50 55	Putty, commercial	2 1/2 2 1/2 3
Oxaleum	12 14	Juniper	1 50 2 00	Aloes and Myrrh	50 50	Piels Liq. N. N. 1/4 gal.	2 100	Spts. Myrcia Dom.	2 00	Putty, strictly pure	2 1/2 2 1/2 3
Phosphoricum, dil.	12 14	Lavandula	90 2 00	Arnica	50 50	Piels Liq., quarts	2 100	Spts. Vinl Rect. bbl.	2 00	Vermilion, Prime	1 1/2 2 2 3
Salicylicum	50 53	Limonis	1 15 1 25	Assafetida	50 50	Piels Liq., pints	2 85	Spts. Vinl Rect. 1/2 bbl.	2 00	American	1 1/2 2 2 3
Sulphuricum	1 10 1 20	Mentha Piper	2 10 2 20	Atropine Belladonna	50 50	Pil Hydarg.	50 60	Spts. Vinl Rect. 10 gal	2 00	Vermilion, English	70 75
Tannicum	30 40	Morruha, gal	1 10 1 20	Auranti Cortex	50 50	Piper Nigra, po. 22	50 60	Spts. Vinl Rect. 5 gal	2 00	Green, Paris	1 1/2 2 2 3
Tartaricum	30 40	Myrica	4 00 4 50	Benzoin Co.	50 50	Piper Alba, po. 35	50 60	Strychnia, Crystall.	2 00	Green, Peninsular	1 1/2 2 2 3
Ammonia		Ricina	1 00 1 06	Barosma	50 50	Pilix Burgun	50 60	Sulphur, Subl.	2 00	Lead, white	5 6 8 1/4
Aqua, 16 deg.	40 6	Rosmarini	1 00 1 06	Cantharides	50 50	Plumbi Acet.	10 12	Sulphur, Roll.	2 00	Whiting, white Span	2 00 95
Aqua, 20 deg.	60 8	Rosa, ounce	6 00 6 50	Cardamon	50 50	Pulvis Ipecac et Opil	1 30 1 50	Tamarinds	2 00	Whiting, gliders	2 00 95
Carbonas	13 15	Succini	4 00 4 50	Cardamon Co.	50 50	Pyrethrum, boxes H.	2 75	Terebenth Venice	2 00	White, Paris, Amer.	2 00 95
Chloridum	12 14	Sabina	90 2 00	Castor	50 50	Pyrethrum, pv.	25 30	Theobroma	50 55	Whiting, Paris, Eng.	2 00 95
Aniline		Santal	2 75 7 00	Catechu	50 50	Quassia	80 10	Vanilla	9 00 16 00	Universal Prepared	1 10 1 20
Black	2 00 2 25	Sassafras	55 60	Cinchona	50 50	Cubeba	50 50	Zinc Sulph.	70 8		
Brown	80 1 00	Snapi, ess., ounce	1 50 1 60	Cinchona Co.	50 50	Cassia Acutifol	50 50				
Red	45 50	Thyme	40 50	Columba	50 50	Cassia Acutifol Co.	50 50	Oils			
Yellow	2 50 3 00	Thyme, opt	1 60	Cubeba	50 50	Digitalis	50 50	BBL. GAL.			
Baccae		Theobromas	15 20	Cassia	50 50	Ferri Chloridum	35 50	Whale, winter	70 70		
Cubeba, po. 25	22 24			Catechu	50 50	Gentian	50 50	Lard, extra	85 90		
Juniperus	60 8			Cinchona	50 50	Gentian Co.	50 50	Lard, No. 1	50 55		
Xanthoxylum	1 70 1 75			Guaiac	50 50	Gentian Co.	50 50				
Balsamum				Hyocyanus	50 50						
Copaiba	50 55			Iodine	75 75						
Peru	2 00			Iodine, colorless	75 75						
Terabin, Canada	60 65			Kino	50 50						
Tolutan	45 50			Lobelia	50 50						
Cortex				Myrrh	50 50						
Abies, Canadian	18			Nux Vomica	50 50						
Cassia	12			Opil, comphorated	50 50						
Cinchona Flava	18			Opil, deodorized	50 50						
Eucalyptus atropurp.	30			Quassia	50 50						
Myrica Cerifera, po.	20			Rhatany	50 50						
Prunus Virgini	18			Rhel	50 50						
Quillaja, gr'd	12			Sanguinaria	50 50						
Sassafras, po. 15	12			Serpentaria	50 50						
Ulmus, po. 18, gr'd	20			Stromonilum	50 50						
Extractum				Tolutan	50 50						
Glycyrrhiza Glabra	24 25			Valerian	50 50						
Glycyrrhiza, po.	28 30			Veratrum Veride	50 50						
Hematox, 15 lb. box	11 12			Zingiber	50 50						
Hematox, 1s	13 14										
Hematox, 1/4s	14 15										
Hematox, 1/8s	16 17										
Ferru											
Carbonate Precip.	15										
Citrate and Quina	2 25										
Citrate Soluble	40										
Ferrocyanide Sol.	15										
Soluit. Chloride	2										
Sulphate, com'l, by	80										
Sulphate, pure	7										
Flora											
Arnica	15 18										
Anthemis	22 25										
Matricaria	30 35										
Folia											
Barosma	36 38										
Cassia Acutifol, Tin-	20 25										
nevelly	25 30										
Cassia, Acutifol, Alix	25 30										
Salvia officinalis, 1/4s	12 20										
and 1/8s	8 10										
Uva Ursi	8 10										
Gummi											
Acacia, 1st picked	6 45										
Acacia, 2d picked	6 35										
Acacia, 3d picked	6 28										
Acacia, sifted sorts	6 28										
Acacia, po.	45 65										
Aloe, Barb. po. 18 20	12 14										
Aloe, Cape, po. 15	12 14										
Aloe, Socotri, po. 40	60 60										
Ammoniac	55 60										
Assafetida, po. 40	25 40										
Benzoinum	50 55										
Catechu, 1s	6 13										
Catechu, 1/4s	6 14										
Catechu, 1/8s	6 16										
Camphore	64 69										
Euphorbium, po. 35	40 40										
Galbanum	1 00										
Gamboge, po	75 80										
Gualacum, po. 35	40 40										
Kino, po. 30.75	40 40										
Mastic	60 60										
Myrrh, po. 45	40 40										
Opil, po. 1.50 4.70	30 35										
Shellac	35 45										
Shellac, bleached	40 45										
Tragacanth	70 1 00										
Herba											
Absinthium, oz. pkg	25 25										
Eupatorium, oz. pkg	25 25										
Lobelia, oz. pkg	25 25										
Majorum	80 85										
Mentha Pip. oz. pkg	25 25										
Mentha Vir. oz. pkg	25 25										
Rue, oz. pkg	39 39										
Tanacetum V oz. pkg	22 22										
Thymus, V oz. pkg	25 25										
Magnesia											
Calced, Pat.	55 60										
Carbonate, Pat.	18 20										
Carbonate, K. & M.	18 20										
Carbonate, Jennings	18 20										
Oleum											
Absinthium	7 00 7 20										
Amygdale, Duic.	38 65										
Amygdale, Amara	8 00 8 25										
Anisi	1 60 1 65										
Aurant Cortex	2 10 2 20										
Bergamit	2 60 2 75										
Cajuputi	80 85										
Caryophylli	75 80										
Cedar	80 85										
Chenopadi	80 85										
Cinnamoni	1 15 1 25										
Citronella	85 40										
Sponges											
Florida sheeps' wool	2 50 2 75										
Nassau sheeps' wool	2 50 2 75										
Velvet extra sheeps'	2 15 2 75										
wool, carriage	2 15 2 75										
Extra yellow sheeps'	2 15 2 75										
wool, carriage	2 15 2 75										
Grass sheeps' wool	2 15 2 75										
carriage	2 15 2 75										
Hard, for slate use	2 15 2 75										
Yellow Reef, for	2 15 2 75										
slate use	2 15 2 75										
Syrups											
Acacia	2 50 2 75										
Aurant Cortex	2 50 2 75										
Zingiber	2 50 2 75										
Ipecac	2 50 2 75										
Ferru Iod.	2 50 2 75										
Rhel Arom.	2 50 2 75										
Smlax Officinalis	2 50 2 75										
Senega	2 50 2 75										
Sella	2 50 2 75										

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.We are dealers in Paints, Oils and
Varnishes.We have a full line of Staple Druggists'
Sundries.We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.We always have in stock a full line of
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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

Imitation Jelly
Cordage
Brooms

DECLINED

Compound Lard
Breakfast Bacon
Picnic Hams

Index to Markets
By Columns

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

1	2
AXLE GREASE	Blackberries
Aurora..... doz. gross	Standards..... 80
Castor Oil..... 55 6 00	Beans
Diamond..... 50 4 25	Baked..... 1 00@1 30
Frazer's..... 75 9 00	Red Kidney..... 75@ 85
IXL Golden, tin boxes 75 9 00	String..... 70
BAKING POWDER	Wax..... 70
1 lb. cans, 4 doz. case..... 3 75	Blueberries
1 lb. cans, 2 doz. case..... 3 75	Standard..... 90
1 lb. cans, 1 doz. case..... 3 75	Brook Trout
5 lb. cans, 1/2 doz. case..... 8 00	2 lb. cans, Spiced..... 1 90
JAXON	Clams
Mica, tin boxes..... 75 9 00	Little Neck, 1 lb..... 1 00
Paragon..... 55 6 00	Little Neck, 2 lb..... 1 50
CLAM BOUILLON	Burnham's, 1/2 pint..... 1 92
1 lb. cans, 4 doz. case..... 45	Burnham's, pints..... 3 60
1 lb. cans, 2 doz. case..... 1 60	Burnham's, quarts..... 7 20
CHERRIES	Corn
Red Standards.....	Fair..... 80
White.....	Good..... 85
COCAO	Fancy..... 1 00
Cleveland..... 41	French Peas
Colonial, 1/2..... 35	Sur Extra Fine..... 22
Colonial, 1/4..... 33	Extra Fine..... 19
Epps..... 42	Fine..... 15
Huyler..... 45	Moyen..... 11
Van Houten, 1/2..... 12	GOOSEBERRIES
Van Houten, 1/4..... 20	Standard..... 90
Van Houten, 1/8..... 40	HOMINY
Van Houten, 1/16..... 80	Standard..... 85
Wilbur, 1/2..... 41	LOBSTER
Wilbur, 1/4..... 42	Star, 1/2 lb..... 2 15
COCONUT	Star, 1 lb..... 3 60
Dunham's 1/2..... 26	Picnic Tails..... 2 40
Dunham's 1/4 and 1/8..... 26 1/2	MUSHROOMS
Dunham's 1/8..... 27	Hotels..... 18@20
Dunham's 1/16..... 28	Buttons..... 20@25
Bulk..... 13	OYSTERS
COCOA SHELLS	Cove, 1 lb..... 85
20 lb. bags..... 2 1/2	Cove, 2 lb..... 1 55
Less quantity..... 3	Cove, 1 lb Oval..... 95
Pound packages..... 4	PEACHES
COFFEE	Pie..... 1 65@1 85
Roasted.....	PEARS
A.T.C. HIGH GRADE COFFEES	Standard..... 1 00
Special Combination..... 15	Fancy..... 1 25
French Breakfast..... 17 1/2	PEAS
Lenox, Mocha & Java..... 21	Marowfat..... 1 00
Old Gov't Java and Mocha..... 24	Early June..... 1 00
Private Estate, Java & Mocha..... 26	Early June Sifted..... 1 60
Supreme, Java and Mocha..... 27	PLUMS
F. M. C. brands.....	Grated..... 1 25@2 75
Mandehling..... 30 1/2	Sliced..... 1 35@2 55
Purity..... 28	PUMPKIN
No 1 Hotel..... 28	Fair..... 95
Monogram..... 26	Good..... 1 00
Molasses Cake..... 23	Fancy..... 1 10
Porterhouse..... 21	RASPBERRIES
Honolulu..... 16 1/2	Standard..... 1 15
Fancy Maracaibo..... 16	Russian Caviar
Maracaibo..... 13	1/2 lb. cans..... 3 75
Porto Rican..... 14	1 lb. cans..... 7 00
Marexo..... 11	SALMON
Telfer Coffee Co. brands.....	Columbia River, tails..... @1 85
No. 9..... 8 1/2	Columbia River, flats..... @2 00
No. 10..... 9 1/2	Red Alaska..... 1 30@1 40
No. 12..... 12	Pink Alaska..... 1 00@1 15
No. 14..... 14	SHRIMPS
No. 16..... 16	Standard..... 1 50
No. 18..... 18	SARDINES
No. 20..... 20	Domestic, 1/2..... 3 1/2
No. 22..... 22	Domestic, 1/4..... 5
No. 24..... 24	Domestic, Mustard..... 6
No. 26..... 26	California, 1/2..... 11@14
No. 28..... 28	California, 1/4..... 17@24
Belle Isle..... 29	French, 1/2..... 18@28
Red Cross..... 26	French, 1/4..... 18@28
Colonial..... 26	STRAWBERRIES
Junco..... 14	Standard..... 1 25
Koran..... 14	SUCCOATAH
Delivered in 100 lb. lots.....	Fair..... 95
RIO	Good..... 1 00
Common..... 10 1/2	Fancy..... 1 20
Fair..... 11	TOMATOES
Choice..... 13	Fair..... 1 25
Fancy..... 15	Good..... 1 30
SANTOS	Gallyons..... 1 35
Common..... 11	CARBON OILS
Fair..... 14	Barrels.....
Choice..... 15	Eocene..... @11
Fancy..... 17	Perfection..... @10
Peaberry..... 13	Diamond White..... @9
MARACAIBO	D. S. Gasoline..... @12 1/2
Fair..... 12	Deodorized Naphtha..... @10 1/4
Choice..... 16	Cylinder..... @34
MEXICAN	Engine..... @22
Choice..... 16	Black, winter..... 9 @10 1/2
Fancy..... 17	

3	4	5
CATSUP	Guatemala	California Fruits
Columbia, pints..... 2 00	Choice..... 16	Apricots..... 11@
Columbia, 1/2 pints..... 1 25	Java	Blackberries.....
CHEESE	African..... 12 1/2	Nectarines..... 8 1/2
Aome..... @12 1/2	Fancy African..... 17	Peaches..... @9 1/2
Amboy..... @13	O. G..... 25	Pears..... 9 1/2
Elsie..... @15	P. G..... 29	Pitted Cherries.....
Emblem..... @2	Mocha	Prunelles.....
Gem..... @13	Arabian..... 21	Raspberries.....
Gold Medal..... @12 1/2	Package	Citron
Ideal..... @12 1/2	New York Basis.....	Leghorn..... 11
Jersey..... @13	Arbuckle..... 10 1/4	Corsican..... 12 1/4
Riverside..... @12 1/2	Dilworth..... 10 1/4	Currents
Brick..... 14@15	Jersey..... 10 1/4	California, 1 lb. package.....
Edam..... @17	Lion..... 10	Imported, 1 lb. package..... 8
Lenden..... 13@14	McLaughlin's XXXX sold to	Imported, bulk..... 7 1/2
Pineapple..... 50@75	retailers only. Mail all orders	Peel
Sap Sago..... 19@20	direct to W. F. McLaughlin &	Citron American 19 lb. bx..... 13
CHEWING GUM	Co., Chicago.	Lemon American 10 lb. bx..... 13
American Flag Spruce..... 55	Extract	Orange American 10 lb. bx..... 13
Beeman's Pepsin..... 60	Valley City 1/2 gross..... 75	Raisins
Black Jack..... 60	Felix 1/2 gross..... 1 15	London Layers 2 Crown..... 1 75
Largest Gum Made..... 60	Hummel's full 1/2 gross..... 85	London Layers 3 Crown..... 1 90
Sen Sen..... 55	Hummel's tin 1/2 gross..... 1 43	Cluster 4 Crown.....
Sen Sen Breath Perfume..... 1 00	CONDENSED MILK	Loose Muscatels 2 Crown..... 7
Sugar Loaf..... 55	4 doz in case.....	Loose Muscatels 3 Crown..... 7 1/2
Yucatan..... 55	Gall Borden Eagle..... 6 40	Loose Muscatels 4 Crown..... 8 1/2
CHICORY	Crown..... 6 25	L. M., Seeded, 1 lb..... 8
Bulk..... 5	Daisy..... 5 75	Sultanas, bulk..... 11
Red..... 7	Champion..... 4 50	Sultanas, package..... 11 1/4
Eagle..... 4	Magnum..... 4 25	FARINACEOUS GOODS
Frank's..... 6 1/4	Challenge..... 4 10	Beans
Schener's..... 6	Dime..... 3 35	Dried Lima..... 6 1/2
CHOCOLATE	Leader..... 4 00	Medium Hand Picked..... 1 75
Walter Baker & Co.'s.....	CRACKERS	Brown Holland..... 2 25
German Sweet..... 23	National Biscuit Co.'s brands	Farina
Premium..... 31	Butter	24 1 lb. packages..... 1 13
Breakfast Cocoa..... 46	Seymour..... 6 1/4	Bulk, per 100 lbs..... 2 25
Runkel Bros..... 21	New York..... 6 1/4	Hominy
Vanilla..... 28	Family..... 6 1/4	Flake, 50 lb. sack..... 90
Premium..... 31	Salted..... 6 1/4	Pearl, 200 lb. bbl..... 5 00
CLOTHES LINES	Wolverine..... 6 1/4	Pearl, 100 lb. sack..... 2 50
Cotton, 40 ft. per doz..... 1 00	Soda	Maccaroni and Vermicelli.....
Cotton, 50 ft. per doz..... 1 20	Soda XXX..... 6 1/4	Domestic, 10 lb. box..... 2 50
Cotton, 60 ft. per doz..... 1 40	Soda, City..... 8	Imported, 25 lb. box..... 2 50
Cotton, 70 ft. per doz..... 1 60	Long Island Wafers..... 13	Pearl Barley
Cotton, 80 ft. per doz..... 1 80	Zephyrette..... 13	Common..... 3 00
Jute, 60 ft. per doz..... 80	Oyster	Chester..... 3 25
Jute, 72 ft. per doz..... 95	Faust..... 7 1/4	Empire..... 3 65
COCOA	Farina..... 6 1/4	Grits
Cleveland..... 41	Extra Farina..... 6 1/4	Walsh-DeRoo Co.'s Brand.....
Colonial, 1/2..... 35	Saltine Oyster..... 6 1/4	
Colonial, 1/4..... 33	Sweet Goods-Boxes	
Epps..... 42	Animals..... 10	Cases, 24 2 lb. packages..... 2 30
Huyler..... 45	Assorted Cake..... 10	Peas
Van Houten, 1/2..... 12	Belle Rose..... 8	Green, Wisconsin, bu..... 1 65
Van Houten, 1/4..... 20	Bent's Water..... 16	Green, Scotch, bu..... 1 75
Van Houten, 1/8..... 40	Chinamen Bar..... 9	Split, lb..... 4
Van Houten, 1/16..... 80	Coffee Cake, Java..... 10	Rolls-Oats
Wilbur, 1/2..... 41	Cocoanut Macaroons..... 18	Rolled Avena, bbl..... 5 30
Wilbur, 1/4..... 42	Cocoanut Taffy..... 10	Steel Cut, 100 lb. sacks..... 2 75
COCOA NUT	Cracknells..... 16	Monarch, bbl..... 5 00
Dunham's 1/2..... 26	Creams, Iced..... 8	Monarch, 1/2 bbl..... 2 75
Dunham's 1/4 and 1/8..... 26 1/2	Cream Crisp..... 10 1/4	Monarch, 90 lb. sacks..... 2 45
Dunham's 1/8..... 27	Cubans..... 11 1/4	Quaker, cases..... 3 20
Dunham's 1/16..... 28	Current Fruit..... 12	Sago
Bulk..... 13	Frosted Honey..... 12	East India..... 3 1/4
COCOA SHELLS	Ginger Gems, 1/2 gross m'l..... 6 1/4	German, sacks..... 3 1/4
20 lb. bags..... 2 1/2	Ginger Snaps, N. B. C..... 6 1/4	German, broken package..... 4
Less quantity..... 3	Gladialor..... 10 1/4	Tapoca
Pound packages..... 4	Grandma Cakes..... 9	Flake, 110 lb. sacks..... 4 1/4
COFFEE	Graham Crackers..... 8	Pearl, 130 lb. sacks..... 3 1/4
Roasted.....	Graham Wafers..... 12	Pearl, 24 1 lb. packages..... 6 1/4
A.T.C. HIGH GRADE COFFEES	Grand Rapids Tea..... 16	Wheat
Special Combination..... 15	Honey Fingers..... 8	Cracked, bulk..... 3 1/4
French Breakfast..... 17 1/2	Iced Honey Crumpets..... 8	24 2 lb. packages..... 2 50
Lenox, Mocha & Java..... 21	Imperial..... 12	FLAVORING EXTRACTS
Old Gov't Java and Mocha..... 24	Jumble..... 12	FOOTE & JENKS' JAXON
Private Estate, Java & Mocha..... 26	Lady Fingers..... 12	Highest Grade Extracts
Supreme, Java and Mocha..... 27	Lemon Snaps..... 12	Vanilla.....
F. M. C. brands.....	Lemon Wafers..... 16	Lemon.....
Mandehling..... 30 1/2	Marshmallow..... 16	1 oz full m. 1 20 1 oz full m. 80
Purity..... 28	Marshmallow Creams..... 16	2 oz full m. 2 10 2 oz full m. 1 25
No 1 Hotel..... 28	Marshmallow Walnuts..... 16	No. 5 fan'y 3 15 No. 5 fan'y 1 75
Monogram..... 26	Mary Ann..... 8	COLEMAN'S
Molasses Cake..... 23	Mixed Picnic..... 11 1/4	HIGH FOOTE & JENKS' CLASS
Porterhouse..... 21	Milk Biscuit..... 7 1/2	EXTRACTS
Honolulu..... 16 1/2	Molasses Bar..... 9	Vanilla.....
Fancy Maracaibo..... 16	Moss Jelly Bar..... 12 1/2	Lemon.....
Maracaibo..... 13	Newton..... 12	2 oz panel. 1 20 2 oz panel. 75
Porto Rican..... 14	Oatmeal Crackers..... 8	3 oz taper. 2 00 4 oz taper. 1 50
Marexo..... 11	Oatmeal Wafers..... 12	JENNINGS' FLAVORING EXTRACTS
Telfer Coffee Co. brands.....	Orange Crisp..... 9	D. C. Lemon.....
No. 9..... 8 1/2	Orange Gem..... 9	D. C. Vanilla.....
No. 10..... 9 1/2	Penny Cake..... 8	2 oz..... 75
No. 12..... 12	Pilot Bread, XXX..... 7 1/4	3 oz..... 1 00
No. 14..... 14	Pretzels, hand made..... 8 1/2	6 oz..... 2 00
No. 16..... 16	Scotch Cookies..... 9	No. 4 T..... 1 52 No. 3 T..... 2 08
No. 18..... 18	Sears' Lunch..... 7 1/4	2 oz. Assorted Flavors 75c.
No. 20..... 20	Sugar Cake..... 8	Our Tropical
No. 22..... 22	Sugar Cream, XXX..... 8	2 oz. full measure, Lemon..... 75
No. 24..... 24	Sugar Squares..... 8	4 oz. full measure, Lemon..... 1 50
No. 26..... 26	Sultanas..... 13	2 oz. full measure, Vanilla..... 90
No. 28..... 28	Tutti Frutti..... 16	4 oz. full measure, Vanilla..... 1 80
Belle Isle..... 29	Vanilla Wafers..... 16	Standard
Red Cross..... 26	Venna Crimp..... 8	2 oz. Panel Vanilla Tonka..... 70
Colonial..... 26	E. J. Kruee & Co.'s baked goods	2 oz. Panel Lemon..... 60
Junco..... 14	Standard Crackers.....	FLY PAPER
Koran..... 14	Blue Ribbon Squares.....	Tanglefoot, per box..... 35
Delivered in 100 lb. lots.....	Write for complete price list	Tanglefoot, per case..... 3 20
RIO	with interesting discounts.	
Common..... 10 1/2	CREAM TARTAR	
Fair..... 11	5 and 10 lb. wooden boxes..... 30	
Choice..... 13	Bulk in sacks..... 29	
Fancy..... 15	DRIED FRUITS	
SANTOS	Apples..... @6 1/4	
Common..... 11	Sundried..... @6 1/4	
Fair..... 14	Evaporated, 50 lb. boxes..... @ 10	
Choice..... 15	California Prunes	
Fancy..... 17	100-120 25 lb. boxes..... @ 3 1/4	
Peaberry..... 13	90-100 25 lb. boxes..... @ 4 1/4	
MARACAIBO	80-90 25 lb. boxes..... @ 5 1/4	
Fair..... 12	70-80 25 lb. boxes..... @ 6 1/4	
Choice..... 16	60-70 25 lb. boxes..... @ 7 1/4	
MEXICAN	50-60 25 lb. boxes..... @ 8 1/4	
Choice..... 16	40-50 25 lb. boxes..... @ 9 1/4	
Fancy..... 17	30-40 25 lb. boxes..... @ 10 1/4	
	1/2 cent less in 50 lb. cases	



6

FRESH MEATS

Beef	
Carcass	5 @ 8 1/2
Forequarters	5 @ 8
Hindquarters	5 1/2 @ 9 1/2
Loins	9 @ 14
Ribs	8 @ 12
Rounds	6 1/2 @ 7 1/2
Chucks	5 @ 6
Plates	3 1/2 @ 4

Pork

Dressed	6 1/2 @ 7
Loins	8 @ 12
Boston Butts	8 1/2 @ 8
Shoulders	8 @ 8
Leaf Lard	10 @ 10

Mutton

Carcass	6 @ 7
Lambs	7 @ 8 1/2

Veal

Carcass	6 @ 8
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GRAINS AND FLOUR

Wheat

Wheat	80
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Winter Wheat Flour

Local Brands	
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Patents	4 60
Second Patent	4 10
Straight	3 90
Second Straight	3 60
Clear	3 30
Graham	3 60
Buckwheat	4 30
Rye	3 20

Subject to usual cash discount.	
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Flour in bbls., 25c per bbl. additional.	
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Ball-Barnhart-Putman's Brand	
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Diamond 1/2s.	3 85
Diamond 1/4s.	3 85
Diamond 1/8s.	3 85

Worden Grocer Co.'s Brand	
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Quaker 1/2s.	4 10
Quaker 1/4s.	4 10
Quaker 1/8s.	4 10

Spring Wheat Flour	
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Clark-Jewell-Well's Co.'s Brand	
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Pillsbury's Best 1/2s.	4 50
Pillsbury's Best 1/4s.	4 40
Pillsbury's Best 1/8s.	4 30

Pillsbury's Best 1/2s. paper.	4 30
Pillsbury's Best 1/4s. paper.	4 30
Pillsbury's Best 1/8s. paper.	4 30

Ball-Barnhart-Putman's Brand	
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Duluth Imperial 1/2s.	4 50
Duluth Imperial 1/4s.	4 40
Duluth Imperial 1/8s.	4 30

Lemon & Wheeler Co.'s Brand	
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Wingold 1/2s.	4 50
Wingold 1/4s.	4 40
Wingold 1/8s.	4 30

Olney & Judson's Brand	
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Ceresota 1/2s.	4 50
Ceresota 1/4s.	4 40
Ceresota 1/8s.	4 30

Worden Grocer Co.'s Brand	
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Laurel 1/2s.	4 40
Laurel 1/4s.	4 30
Laurel 1/8s.	4 20

Laurel 1/2s. and 1/4s. paper.	4 20
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Meal	
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Bolton	2 60
Granulated	2 80

Feed and Millstuffs	
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St. Car Feed, screened	23 50
No. 1 Corn and Oats	23 00
Unbolted Corn Meal	22 00

Winter Wheat Bran	20 00
Winter Wheat Middlings	21 00
Screenings	19 00

Oats	
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Car lots	46
Car lots, clipped	48
Less than car lots	

Corn	
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Corn, car lots	58
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Hay	
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No. 1 Timothy car lots	10 00
No. 1 Timothy ton lots	11 00

Sage	15
Hops	15
Laurel Leaves	15

Senna Leaves	28
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HERBS	
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CONDENSED	
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Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25

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

MOLASSES	
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New Orleans	
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Fancy Open Kettle	40
Choice	35
Fair	26

Good	22
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Half-barrels 2c extra	
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MUSTARD	
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Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Boyle's Celery, 1 doz.	1 75

OLIVES	
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Bulk, 1 gal. kegs.	1 35
Bulk, 3 gal. kegs.	1 20
Bulk, 5 gal. kegs.	1 15

Manzanilla, 7 oz.	80
Queen, pints.	2 35
Queen, 19 oz.	4 50

Queen, 28 oz.	7 00
Stuffed, 5 oz.	7 00
Stuffed, 8 oz.	1 45

Stuffed, 10 oz.	2 30
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7

PICKLES

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

Small

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

PIPES

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

POTASH

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

PROVISIONS

Barreled Pork	
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Mess.	16 00
Back	18 25
Clear back	18 50

Short cut	17 25
Pig	20 00
Bean	15 75

Family Mess Loin	17 50
Clear	17 50

Dry Salt Meats

Belles	9 1/2
S P Belles	10
Extra shorts	9 1/2

Smoked Meats

Hams, 12 lb. average	11 1/2
Hams, 14 lb. average	11 1/2
Hams, 16 lb. average	11 1/2

Hams, 20 lb. average	11 1/2
Ham dried beef	12 1/2
Shoulders (N. Y. cut)	8 1/2

Bacon, clear	10 1/2
California hams	7 1/2
Boiled Hams	16

Picnic Boiled Hams	12
Berlin Ham pr's'd	9 1/2
Mince Hams	9 1/2

Lard

Compound	7 1/2
Pure	10

60 lb. Tubs, advance	1 1/2
80 lb. Tubs, advance	1 1/2
60 lb. Tins, advance	1 1/2

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

Vegetable	8 1/2
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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

Pork	8
Blood	6
Tongue	6

Headcheese	6
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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	24
Beef rounds	5
Beef middles	12

Sheep	65
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Butterine

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

Canned Meats

Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	17 50
Roast beef, 2 lb.	2 50

Potted ham, 1/2s.	90
Potted ham, 1/4s.	50
Deviled ham, 1/2s.	90

Deviled ham, 1/4s.	50
Potted tongue, 1/2s.	90
Potted tongue, 1/4s.	50

RICE

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

Broken	
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Best	
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Best	
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Best	
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Best	
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Best	
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Best	
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8

Imported.

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



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

SALE RATES

Packed 60 lbs. in box	
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Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15

Emblem	2 10
L. P.	3 00
Wyandotte, 100 1/2	3 00

SAL SODA

Granulated, bbls.	90
Granulated, 100 lb. cases	1 00

Lump, bbls.	80
Lump, 145 lb. kegs.	85

SALT

Buckeye	
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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.	
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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
Table, 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

Ashton

56 lb. dairy in linen sacks	60
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Solar Rock

56 lb. sacks	25
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Common

Granulated Fine	85
Medium Fine	90

SALT FISH

Cod	
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Georges cured	2 6
Georges genuine	2 8 1/2
Georges selected	2 7

12

Pale	36
Kyle	36
Hiawatha	41
Battle Axe	37
American Eagle	54
Standard Navy	37
Spear Head, 8 oz.	42
Spear Head, 8 oz.	44
Nobby Twist	48
Jolly Tar	38
Old Honesty	44
Toddy	34
J. T.	38
Piper Hellsick	63
Boot Jack	81
Jelly Cake	36
Plumb Bob	32
Honey Dip Twist	39

Smoking

Hand Pressed	40
Ibox	28
Sweet Core	36
Flat Car	35
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
1 X L, 5 lb.	31
1 X L, 16 oz. palls.	31
Honey Dew	37
Gold Block	37
Flagman	41
Chips	34
Kiln Dried	22
Duke's Mixture	38
Duke's Cameo	40
Myrtle Navy	40
Yum Yum, 1 1/2 oz.	38
Yum Yum, 1 lb. palls.	38
Cream	37
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1 lb.	22
Plow Boy, 1 1/2 oz.	40
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	38
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. palls.	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21

TABLE SAUCES

LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire.

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

TWIN

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

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
Kirkoline, 24 1/2 lb.	3 65
Magnetic, 24 1/2 lb.	3 60
Magnetic, 48 1/2 lb.	3 80
Pearline	3 75

Rub-No-More	3 50
Scourine	3 50

WICKING

No. 6, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE

Bushels	85
Bushels, wide band	1 15
Market	30
Spillint, large	6 00
Spillint, medium	5 00
Spillint, 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	20
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 D. cotton mop heads	1 25
Ideal No. 7	90

13

Pails

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

Toothpicks

Hardwood	2 50
Softwood	2 75
Banquet	1 80
Ideal	1 50

Tubs

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

Wash Boards

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

Wood Bowls

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

WRAPPING PAPER

Common Straw	1 1/4
Fiber Manila, white	3 1/4
Fiber Manila, colored	4 1/4
No. 1 Manila	4
Cream Manila	3
Butcher's Manila	3 1/2
Wax Butter, short count	23
Wax Butter, full count	20
Wax Butter, rolls	15

YEAST CAKE

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

FRESH FISH

White fish	10
Trout	9
Black Bass	11
Halibut	15
Clascon or Herring	5
Bluefish	12
Live Lobster	20
Boiled Lobster	20
Cod	10
Haddock	7
No. 1 Pickrel	9
Pike	8
Perch	5
Smoked White	11
Red Snapper	11
Col River Salmon	14
Mackerel	15

Oysters

Can Oysters	40
F. H. Counts	33
F. S. D. Selects	27
Selects	27

Bulk Oysters

Counts	1 75
Extra Selects	1 60
Selects	1 50
Standards	1 35

HIDES AND PELTS

Green No. 1	6 1/4
Green No. 2	6 1/4
Cured No. 1	7 1/4
Cured No. 2	6 1/4
Calfskins, green No. 1	9
Calfskins, green No. 2	7 1/4
Calfskins, cured No. 1	10
Calfskins, cured No. 2	8 1/4

Felts

Pelts, each	50@1 00
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Furs

Beaver	1 00@6 00
Wild Cat	10@5 00
House Cat	10@2 50
Red Fox	25@2 50
Grey Fox	10@6 00
Cross Fox	50@4 00
Lynx	15@6 00
Muskrat, fall	2@12
Mink	25@2 25
Raccoon	10@8 00
Skunk	19@1 75

Tallow

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

Wool

Washed, fine	2@20
Washed, medium	2@23
Unwashed, fine	2@15
Unwashed, medium	2@17

CANDIES

Stick Candy	bbls. palls
Standard	7 1/4
Standard H. H.	7 1/4
Standard Twist	8
Cut Leaf	8
Jumbo, 32 lb.	cases
Extra H. H.	7 1/4
Boston Cream	10 1/4
Best Rec	8

14

Mixed Candy

Grocers	6
Competition	7
Special	7 1/4
Conserve	7 1/4
Royal	8 1/4
Ribbon	9
Broken	9
Cut Leaf	8 1/4
English Rock	9
Kindergarten	9
Ben Ton Cream	9
French Cream	10
Dandy Pan	10
Hand Made Cream	14 1/4
Crystal Cream mix	13

Fancy-In Pails

Champ. Crys. Gums	8 1/4
Pony Hearts	15
Fairy Cream Squares	12
Fudge Squares	12
Peanut Squares	12
Salted Peanuts	11
Starlight Kisses	10
San Blas Goodies	12 1/2
Lozenges, plain	10 1/4
Lozenges, printed	10 1/4
Choc. Drops	11 1/4
Rollpe Chocolate	11 1/4
Choc. Monuments	12 1/4
Victoria Chocolate	15
Gum Drops	8 1/4
Moss Drops	8 1/4
Lemon Sours	9 1/4
Imperial	9 1/4
Ital. Cream Opera	12 1/2
Ital. Cream Bonbons	12 1/2
20 lb. palls	12
Molasses Chews, 15 lb. palls	13
Golden Waffles	12

Fancy-In 5 lb. Boxes

Lemon Sours	55
Peppermint Drops	60
Chocolate Drops	65
H. M. Choc. Drops	65
H. M. Choc. Lk. and	65
Dk. No. 12	61 00
Gum Drops	65
Licorice Drops	65
Lozenges, plain	65
Lozenges, printed	60
Imperial	60
Motives	60
Cream Bar	65
Molasses Bar	65
Hand Made Creams	80
Cream Buttons, Pop.	65
and Wint.	65
String Rock	65
Wintergreen Berries	60

Caramels

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

FRUITS

Oranges	3 25
Florida Russet	2
Florida Bright	2
Fancy Navels	3 25@3 50
Extra Choice	3 00@3 25
Late Valencia	2
Seedlings	2
Medt. Sweets	2
Jamaicas	2
Rodi	2

Lemons

Verdell, ex fcy 300	2
Verdell, fcy 300	2
Verdell, ex chco 300	2
Verdell, fcy 360	2
Call Lemons, 300	3 50
Messinas 300s	3 50@4 00
Messinas 300s	3 50@3 75

Bananas

Medium bunches	1 50@2 00
Large bunches	2 00

Foreign Dried Fruits

Figs	4
Californias, Fancy	4
Cal. pkg. 10 lb. boxes	4
Extra Choice, Turk.	12
10 lb. boxes	12
Fancy, Trk., 12 lb. boxes	14
Pulled, 6 lb. boxes	14
Naturals, in bags	14

Dates

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

NUTS

Almonds, Tarragona	16
Almonds, Ivica	16
Almonds, California, soft shelled	15@16
Brazils	13
Pilberts	13
Walnuts, Greenobles	12 1/4
Walnut, soft shelled	11 1/4
California No. 1	12 1/4
Table Nuts, fancy	13 1/4
Pecans, Med.	10
Pecans, Ex. Large	13
Pecans, Jumbos	14

Cocoanuts

Cocoanuts, full sacks	2
Chestnuts, per bu.	2
Peanuts	5
Fancy, H. P., Suns	5
Fancy, H. P., Suns	5
Roasted	6
Choice, H. P., Extras	6
Choice, H. P., Extras	6
Roasted	6
Span. Shld No. 1 in w	5 1/2

15

STONEWARE

Butters

1/4 gal., per doz.	48
1 to 6 gal., per gal.	5 1/4
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 12
20 gal. meat-tubs, each	1 50
25 gal. meat-tubs, each	2 12
30 gal. meat-tubs, each	2 55

Churns

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

Milkpans

1/4 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each	5 1/4

Fine Glazed Milkpans

1/4 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6

Stewpans

1/4 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

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

Sealing Wax

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

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

LAMP CHIMNEYS—Seconds

No. 0 Sun	1 88
No. 1 Sun	1 54
No. 2 Sun	2 24

Anchor Carton Chimneys

Each chimney in corrugated carton.	
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No. 0 Crimp	1 50
No. 1 Crimp	1 78
No. 2 Crimp	2 4

The New York Market

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

New York, Feb. 22—A. E. Whyland, of the defunct wholesale grocery house of Thurber, Whyland & Co., died last Thursday, aged 61. Mr. Whyland years ago was one of the rich men of the city and the failure of the concern made a wreck of his fortune and himself, so far as his health was concerned. For a long time those who used to know him have spoken of his haggard appearance, and probably worry was the indirect cause of his death.

The coffee market has a fit of the blues and quotations have taken a downward turn. The cause is the large crop receipts and consequent lower prices in Europe. Receipts at Rio and Santos are almost 30,000 bags a day—an enormous supply for this time of year. The crop receipts since July 1 have aggregated 12,089,000 bags to Feb. 19, against 8,232,000 bags at the same time last year. In store and afloat there are 2,407,863 bags, against 1,130,044 bags at the same time last year. At the close Rio No. 7 is worth 5 11-16c. Mild grades have been quiet and actual transactions are of small lots, Good Cucuta selling at 8@8 1/4c.

Sugar is steady. That is about all that can be said of the situation. The sales have been small in most cases and the trade seems unwilling to take more than enough to meet present requirements. List prices seem to be maintained on hard sugars, while softs have been a trifle shaded in some cases.

It has been a pretty flat week in teas. Neither buyer nor seller seems to take any interest in the present situation, but the former take enough to "last over Sunday." The situation is a waiting one—waiting to see what Congress will do with the tax.

The supply of rice is seemingly sufficient to meet all demands and the demand can be called good, for this time of year. True, it might be better, but dealers generally express themselves as well satisfied. Quotations are without change.

Nothing is doing in spices. The whole list lacks animation and the outlook just at the present time is anything but cheerful for the seller. Still, he is not worrying. He hopes for something better farther on. Prices are absolutely without change. Possibly there is a little more call for pepper than last week.

The better grades of molasses are in fair demand and are firmly held. The supply of really desirable stock is not large; in fact, is rather short and the market is closely sold up. Buyers must pay full rates or they can not get the goods. Good to prime centrifugal, 17 @27c; open kettle, 34@41c. Syrups are quiet and unchanged.

The business in canned goods in futures is growing better every day and is now at a point far in excess of last year. There has been an especially active trade in tomatoes, corn, peas, succotash and string beans for buyers' label, and this sort of business seems to be gaining every year. Planters of tomatoes seem to have gained the point for which they stood and are making contracts to supply the raw material at \$7@8 per ton, as to location. Spot goods are firm and Canada 3s are worth \$1.30, with Jerseys quickly taken at \$1.35.

The dried fruit market can be searched without finding an item worthy of note. Trade is simply of an everyday character, prices are without change and the outlook is that we shall have these conditions for some time. Spot prunes are possibly doing a little better.

Oranges and lemons have both met with fair enquiry and sales have been made at full quotations. Sicily lemons, \$2.15@2.70; Californias, \$2.30@3.10; California navel oranges, as to size, \$2.25@4; budded, \$2.50; Floridas, \$1.50@4.50, latter for fancy and extra fancy; Jamaicas, in barrels, \$4@4.50.

Anything salable in creamery butter will fetch 30c, and for extra grades 30 1/2 @30 3/4c has been quoted. The demand is more than equal to the supply in top

grades, and a continuation of such weather conditions as now prevail will send prices "skyhigh." Imitation creamery is in a little better supply and quotable at 20@24c; Western factory, 19@20@20 1/2c; rolls, 19@21c.

Steady improvement is shown in cheese and small size, full cream are worth 12 @12 1/4c for either white or colored; large, 11@11 1/2c.

One will have to go back a good while to find so high a range of eggs as has prevailed this year. Best Western are now 36@36 1/2c and even a trifle more has been paid for very choice; fair to good, 35@35 1/2c and any old eggs will fetch 30@32c.

Why the National Biscuit Co. Is Prosperous.

From the New York Commercial.

Whoever reads the annual report of the National Biscuit Co. submitted to the stockholders last Monday must be impressed with at least two things: The manifest frankness and fulness with which the directors lay bare the details of the business and the wisdom of the company's policy in not attempting to undersell "the whole wide word" or to buy up all its competitors. Attention has been directed rather to internal and external economies—the getting of the full limit of production from the material and the broadening of the demand for the goods by constantly improving their quality.

In other words, the company has not attempted the impossible—for monopoly in the manufacture of food products from the grain of our American farms is an absolute impossibility. To have attempted that—which is still largely the popular conception of the aims and the function of a trust—would have led to inevitable financial disaster. Instead, the company is enabled to present the following record for the four years of its existence:

	Sales	Profits
1898.....	\$34,051,279	\$3,292,143
1899.....	35,651,898	3,302,155
1900.....	36,439,160	3,318,355
1901.....	33,625,134	3,670,446

That is a remarkably good showing—a steady and substantial increase, both in sales and in profits. And as proof of the extent of popular confidence in the "Cracker Trust," so called, it may be mentioned that from only about 1,300 in 1898 the number of stockholders has now increased to 5,153, of whom 1,860 are women. Stock issues approximating a total of \$53,000,000 are not such a terrible "aggregation of capital" when it is reflected that five thousand persons own the shares.

Special Train Cheaper Than a Hack.

Topeka, Feb. 22—R. W. Hunt, a Chicago capitalist, who was making the trip from his home city to California, got off the Sante Fe train here yesterday afternoon during the halt for dinner and, with his wife and another woman, wandered around the streets until his train left. When he reached the depot and found that his train was gone, he ordered a special and asked that the through train be stopped by telegraph and held until he could catch it. The despatcher caught the train at Pauline, six miles out, and it waited there until the special caught it. The Chicago man was very lucky in getting his train, as it cost \$42 less than it would had the general passenger agent been in his office when the affair occurred. A clerk was in charge of the office and he knew that special trains cost \$1.25 a mile, but did not remember that the minimum price for a special is \$50. He charged Mr. Hunt only \$8 for the special, which was cheaper than hack fare for the distance.

Customer Who Was Hard to Please.

"You keep me waiting so long," complained the customer.

"Madam," said the worried grocer, who was economizing in his business by employing only one clerk, "ain't you the woman that was in here yesterday kicking about short weights?"

For a month before marriage and a month after death, a man regards his wife as an angel.

Hardware Price Current

Ammunition			
Caps			
G. D., full count, per m.....	40		
Hicks' Waterproof, per m.....	75		
Musket, per m.....	80		
Ely's Waterproof, per m.....	80		
Cartridges			
No. 22 short, per m.....	2 50		
No. 22 long, per m.....	3 00		
No. 32 short, per m.....	5 00		
No. 32 long, per m.....	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.....	1 40		
No. 2 Winchester, boxes 250, per m.....	1 40		
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.....	60		
Black edge, Nos. 9 and 10, per m.....	70		
Black edge, No. 7, per m.....	80		
Loaded Shells			
New Rival—For Shotgun			
No.	Drs. of Powder	oz. of Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 1/4	1 1/2	4
200	3	1	10
208	3	1	12
236	3 1/2	1 1/2	8
265	3 1/2	1 1/2	6
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100..	72		
No. 12, pasteboard boxes 100, per 100..	64		
Gunpowder			
Kegs, 25 lbs., per keg.....	4 00		
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25		
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.....	1 65		
Augurs and Bits			
Snell's.....	60		
Jennings genuine.....	25		
Jennings' Imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	8 00		
First Quality, D. B. Bronze.....	9 00		
First Quality, S. B. S. Steel.....	6 50		
First Quality, D. B. Steel.....	10 50		
Barrows			
Railroad.....	12 00		
Garden.....	29 00		
Bolts			
Stove.....	70		
Carriage, new list.....	60		
Plow.....	50		
Buckets			
Well, plain.....	4 00		
Butts, Cast			
Cast Loose Pin, figured.....	70		
Wrought Narrow.....	60		
Chain			
1/4 in. 5-16 in. 3/8 in. 1/2 in.	7 c. 6 c. 5 c. 4 1/2 c.		
Com.....	8 1/2		
BB.....	7 1/2		
BBB.....	6 1/2		
Crowbars			
Cast Steel, per lb.....	6		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	75		
Corrugated, per doz.....	1 25		
Adjustable.....	40@10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	40		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70@10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28		
Discount, 65.....	17		
Gauges			
Stanley Rule and Level Co.'s.....	60@10		
Glass			
Single Strength, by box.....	85@20		
Double Strength, by box.....	85@20		
By the Light.....	85@20		
Hammers			
Maydole & Co.'s, new list.....	33 1/2		
Yerkes & Plumb's.....	40@10		
Mason's Solid Cast Steel.....	300 list		
Hinges			
Gate, Clark's 1, 2, 3.....	60@10		
Hollow Ware			
Pots.....	50@10		
Kettles.....	50@10		
Spiders.....	50@10		
Horse Nails			
Au Sable.....	40@10		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20@10		
Iron			
Bar Iron.....	2 25 c rates		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	75		
Door, porcelain, jap. trimmings.....	85		
Lanterns			
Regular 6 Tubular, Doz.....	5 00		
Warren, Galvanized Found.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis		
70			
Mattocks			
Adze Eye.....	\$17 00..		
dis			
65			
Metals—Zinc			
600 pound casks.....	7 1/2		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clister.....	75@10		
Screws, New List.....	85@20		
Casters, Bed and Plate.....	50@10@10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60@10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60@10@10		
Common, polished.....	70@5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 80		
"B" Wood's patent planished, Nos. 25 to 27.....	9 80		
Broken packages 1/2 per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.....	40		
Scotch Bench.....	50		
Sandusky Tool Co.'s, fancy.....	40		
Bench, first quality.....	45		
Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base.....	2 35		
Wire nails, base.....	2 35		
20 to 60 advance.....	Base		
10 to 16 advance.....	5		
8 advance.....	10		
6 advance.....	20		
4 advance.....	30		
3 advance.....	45		
2 advance.....	50		
Fine 3 advance.....	60		
Casing 8 advance.....	15		
Casing 6 advance.....	25		
Finish 8 advance.....	35		
Finish 6 advance.....	35		
Finish 4 advance.....	45		
Barrel 1/2 advance.....	85		
Rivets			
Iron and Tinned.....	50		
Copper Rivets and Burs.....	45		
Roofing Plates			
14x20 IC, Charcoal, Dean.....	7 50		
14x20 IC, Charcoal, Dean.....	9 00		
20x28 IC, Charcoal, Dean.....	15 00		
14x20 IC, Charcoal, Alloway Grade.....	7 50		
14x20 IX, Charcoal, Alloway Grade.....	9 00		
20x28 IC, Charcoal, Alloway Grade.....	15 00		
20x28 IX, Charcoal, Alloway Grade.....	18 00		
Ropes			
Sisal, 1/4 inch and larger.....	10		
Manilla.....	14 1/2		
Sand Paper			
List acct. 19, '88.....	dis		
50			
Sash Weights			
Solid Eyes, per ton.....	25 00		
Sheet Iron			
com. smooth. com.			
Nos. 10 to 14.....	\$3 60		
Nos. 15 to 17.....	3 75		
Nos. 18 to 21.....	3 90		
Nos. 22 to 24.....	4 10		
Nos. 25 to 26.....	4 20		
No. 27.....	4 30		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shovels and Spades			
First Grade, Doz.....	8 00		
Second Grade, Doz.....	7 50		
Soldier			
1/4@1/4.....	19		
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron.....	60-10-5		
Tin—Melyn Grade			
10x14 IC, Charcoal.....	\$10 50		
14x20 IC, Charcoal.....	10 50		
20x14 IX, Charcoal.....	12 00		
Each additional X on this grade, \$1.25.			
Tin—Alloway Grade			
10x14 IC, Charcoal.....	9 00		
14x20 IC, Charcoal.....	9 00		
10x14 IX, Charcoal.....	10 50		
14x20 IX, Charcoal.....	10 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Rollers, } per pound..	13		
14x56 IX, for No. 9 Rollers, }			
Traps			
Steel, Game.....	75		
Onelda Community, Newhouse's.....	40@10		
Onelda Community, Hawley & Norton's.....	65		
Mouse, choker per doz.....	15		
Mouse, delusion, per doz.....	1 25		
Wire			
Bright Market.....	60		
Annealed Market.....	60		
Coppered Market.....	50@10		
Tinned Market.....	50@10		
Coppered Spring Steel.....	40		
Barbed Fence, Galvanized.....	3 25		
Barbed Fence, Painted.....	2 95		
Wire Goods			
Bright.....	80		
Screw Eyes.....	80		
Hooks.....	80		
Gate Hooks and Eyes.....	80		
Wrenches			
Baxter's Adjustable, Nickled.....	30		
Coe's Genuine.....	30		

One View of It.

Who saved Uncle Sam?
I, said Great Britain,
As has been written;
Give me the palm;
I saved Uncle Sam.

Who saved Uncle Sam?
I, said the Bear;
See, it is there
In a French telegram;
I saved Uncle Sam.

Who saved Uncle Sam?
I, quoth proud Frussa,
Helped Britain and Russia
To pour out the balm
That saved Uncle Sam.

Who saved Uncle Sam?
"Well, friends, for as-istance
When Spain made resistance
I'm grateful—I am,
Your debtor, U. Sam."

Yet, ask Uncle Sam
The name of the nation
That wrought his salvation,
And he signs, with great calm,
His name—Uncle Sam.

Millinery Ornaments.

The prominence of the pearl as a millinery ornament is growing more pronounced as the season advances. A form in which pearl is now being very much seen is that of grapes, cherries and bully berries, with foliage in pure white or in natural green tones.

In addition to these floral and foliage novelties there are being shown many styles of pearl ornaments in cabochon effects. Floral pompons with pearl centers are new and handsome. In some instances the pearl is put on the straw braid. Or strings of pearls may surround the brim of a maline hat, these pearls forming the entire trimming.

An Inspiration.

A pretty girl boarded a crowded street car in Washington, and a pompous old gentleman arose and gave her a seat.

After some time a number of passengers got out and the old gentleman sank into the nearest corner with a weary sigh.

"I wouldn't get up again," he murmured, "for an angel," and then, as he caught the eyes of the girl fixed upon him reproachfully, he added quickly, "I mean, madam, for another angel!"

Gave Up the Girl.

"While I was engaged to her she made me give up drinking, smoking and golf. Last of all, I gave up something on my own account."

"What was that?"

"The girl."

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—RACKET STORE, NICE CLEAN new stock; well located in a flourishing city of 25,000 population in Western Michigan; stock inventories \$2,200; good trade; satisfactory daily sales and best of reasons for selling. Address M., care Michigan Tradesman. 305

FOR SALE—ONLY NEWSPAPER IN BUSINESS town of 1,500 population; eight pages, seven columns; carries 16 to 22 columns home advertising year around; gets all the job work of the town and considered the best paper in the county; prefer to sell half interest to practical printer, but will sell whole thing. Address No. 304, care Michigan Tradesman. 304

FOR SALE—STOCK OF GROCERIES involving \$1,400, located in one of the best manufacturing towns in Southern Michigan of 2,500 inhabitants; stock clean; will take any objectionable goods from the stock; must be sold at once. Address No. 303, care Michigan Tradesman. 303

FOR SALE—STOCK OF GENERAL MERCHANDISE, involving about \$2,200, which has been one of the best paying stocks in Northern Michigan. Can make an elegant showing to anyone wishing to purchase. Will sell stock and building or sell stock and rent building. Resort town. Address No. 302, care Michigan Tradesman. 302

FOR SALE—FURNITURE AND UNDER- taking business in a thriving town of 1,800 population; electric lights and water works; wealthy farming community; other business compels me to sell; can be purchased at a bargain for cash. Address No. 312, care Michigan Tradesman. 312

FOR SALE—CHEAP—TUFTS' 20 SYRUP soda fountain, with all appurtenances. Will sell cheap. Address Bradford & Co., St. Joseph, Mich. 311

FOR SALE—A WELL ESTABLISHED GEN- eral merchandise business located in heart of fruit belt in Southwestern Michigan; invoice \$6,000; settlement of an estate; own buildings and will rent reasonable. J. H. Chapman, Rensselaer, Ind. 310

WANTED—COMPUTING SCALE AND three show cases, second hand. Must be in good repair and sell cheap for cash. Address C. B., care Michigan Tradesman. 309

FOR SALE—FURNITURE AND UNDER- taking stock, paints, oils and glass; county seat in Indiana; 3,000 population; stock will invoice \$5,000; am obliged to sell; reason, poor health. Address No. 307, care Michigan Tradesman. 307

GOOD ROOMS TO RENT FOR PHOTO- graph gallery; over brick store; wide stair entrance to main street; only one artist operating in city; also barber shop for rent under same store. O. D. Spaulding, Hastings, Mich. 306

FOR SALE—ON ACCOUNT OF FAILING eyes, only jewelry business in town of 1,200; fine farming country; a good thing; expenses light; a bargain for cash. Address No. 322, care Michigan Tradesman. 322

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

WANTED—TO BUY AT A RIGHT PRICE a clean stock of staple dry goods, or dry goods and groceries, inventorying about \$2,500. Address No. 320, care Michigan Tradesman. 320

FOR SALE—CHEAP, OR WILL TRADE FOR stock of general merchandise, a fifty barrel Case roller flouring mill. Water power year round. For full particulars address Hoops & Ressler, Dora, Ind. 319

FOR SALE—UP-TO-DATE STOCK DRUGS, groceries, hardware, dry goods, crockery, wall paper, notions, etc., invoicing about \$4,000. Will sell drug stock separate if desired. Business established fifteen years. Owner has other business and wishes to retire. Address No. 3, care Michigan Tradesman. 318

WANTED—A LOCATION FOR UP-TO- date shoe store. Would buy small stock. Address Shoes, Carrier 2, Big Rapids, Mich. 317

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 telephones in store; bargain for cash. Reason for selling, must retire. For particulars call on or address El Kunells, Corning, Mich. 316

FOR SALE—PAYING GENERAL STORE IN small town in Central Michigan; low rent; established trade; clean stock; \$2,000 required. Address March, care Michigan Tradesman. 315

IMPROVED FARM FOR SALE FOR CASH or merchandise. John W. Curtis, Whittemore, Mich. 314

LOCATE IN NORTHERN MICHIGAN. Complete list and description of thriving towns with little or no competition sent for \$1. Openings for all kinds of business. Address Box 583, Alpena, Mich. 323

EXCELLENT MILLINERY BUSINESS FOR sale on account of ill health. Address at once, Mrs. R. W. Dunlap, Pt. Sanilac, Mich. 327

THREE TWENTY-TWO FOOT ASH COUN- ters, good ones, for sale at a bargain. Write Parrish & Watson, Ithaca, Mich. 326

FOR SALE AT A BARGAIN—OLD ESTAB- lished drug store; neat fixtures; clean stock; fine soda fountain; will invoice \$1,700. Reason for selling, other business. Will rent building, which is 20x74 feet for \$10 per month. Will give time on part. A rare chance for young man in growing town. Write A. M. Herrington, Freeport, Mich. 325

WANTED—SECOND-HAND REFRIGERA- tor suitable for meat market. Al. A. Mentor, Lawrence, Mich. 323

FOR SALE—A "STANDARD" MEAT RE- frigerator, oak front, with two French plate-glass mirrors and two doors, very fine; size 6x9, 10 feet high, top filler and Stevens pan; in use 15 months; good as new; guaranteed; cheap for cash. Address Chas. J. Stewart, Kokomo, Ind. 324

FOR SALE—A GENERAL STORE WITH about \$2,000 stock; situated in country; first-class location. Address 416 Erie St., Port Huron, Mich. 300

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. Storer, Traverse City, Mich. 299

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

SODA FOUNTAIN FOR SALE. TUFTS make; ten cup size. Address J. L. Stansell, Grand Ledge, Mich. 296

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. Hollman & 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, 20x60; 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

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

FOR SALE—STOCK OF GROCERIES. WILL inventory \$1,500. If you mean business, answer. Address No. 286, care Michigan Tradesman. 286

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

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—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

FOR SALE—STOCK OF BOOTS AND shoes; fine location; well established business. For information address Parker Bros., Traverse City, Mich. 268

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. 262

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

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

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

I WILL SELL WHOLE OR ONE-HALF 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

WANTED—THE NAMES OF REGISTERED drug clerks or registered assistants wanting situations. State age and experience. References required. Address Lock Box 46, Sturgis, Mich. 313

WANTED—SITUATION, PHARMACIST, registered, eight years' experience; all habits and references. Address Box 416, Allegan, Mich. 308

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

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

PHYSICIAN WANTED; GOOD PRACTICE; registered pharmacist preferred. Address Drug Doctor, care Michigan Tradesman. 282

WANTED—REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 134

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

Opportunity of a Lifetime



Buildings, Stock and Fixtures at Monterey, Allegan Co., Mich., on easy terms and low rate of interest. Population of township 1,700. Soil the best and people pleasant and prosperous. Church, school, evaporator, creamery, wagon and blacksmith shop, etc. A fine location for a healthy home and a cash trade limited only by lack of capital and energy to push business. Stock low, clean and staple. Buyer can have a genuine bargain on the stock and fixtures. Fine seven room flat above, beside the bath room, which contains water tank, bath tub, wash bowl and water closet. Whole building heated by furnace on store floor—a most convenient and economical arrangement. Store building, 26x62. Warehouse for surplus stock, fuel and ice, 14x70. Fine large filter cistern with force pump piped to tank above and hose to reach top of building. Stable, 24x36, with cement floor. Lawn between buildings shaded by young apple and pear trees. Rich garden spot at each end of stable. The West Michigan Telephone Co. has a branch office in store and their lines and connections will soon cover the whole State. This is conceded by all traveling men to be one of the very finest situations in the State. It was built to keep, but circumstances have placed it upon the market and it can go for \$2,500 for real estate and about \$1,000 for stock and fixtures. Would like two thousand dollars down with balance at 4 per cent. interest on buyer's own time; but the right kind of a man can have any terms that are reasonable and businesslike. References: Tradesman Co., Grand Rapids; Gen. B. D. Prichard, President First National Bank, Allegan, Mich.; George McWilliams, with Olney & Judson Grocer Co., Grand Rapids; E. A. Losie, general dealer, Boon, Mich. For further particulars apply to DAVID CORNWELL, Secretary-Treasurer West Michigan Telephone Co., Allegan, Mich.