

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, MARCH 5, 1902.

Number 963

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

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

WILLIAM CONNOR

WHOLESALE READYMADE CLOTHING

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

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

Mail orders promptly seen to. Open
daily from 7:30 a. m. to 6 p. m., except
Saturdays to 1 p. m. Customers' 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 { Widdcomb Bldg., Grand Rapids.
Detroit Opera House Block, Detroit.
L. J. Stevenson, Manager

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

Prompt attention to all kinds of 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.

Widdcomb Bldg., 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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BRAVE PEOPLE OF GALVESTON.

There are no braver people than the
survivors of the great storm at Galves-
ton in September, 1900.

Their suffering from an ocean cyclone,
which destroyed a great part of their
city and cost the lives of, perhaps, one-
third of the population, aroused the sym-
pathy of the whole civilized world and
brought to the survivors substantial re-
lief, in the form of money and supplies
to the extent of millions of dollars.

No relief of any sort was extended by
the State government of Texas, which
refused to assemble the Legislature to
take cognizance of a calamity which, in
its destructiveness to human life and to
property, was unparalleled in all the
annals of the Modern Age. When, in
due course, the Legislature did assem-
ble, it received from the Governor a
message boasting of the prosperous con-
dition of the State, and making no
mention of the great catastrophe and
proposing no measure of relief for the
sufferers.

Probably there is no such example of
absolute disregard of and indifference to
the suffering of fellow-citizens under
circumstances so extraordinarily calam-
itous in the entire history of human
nature, and it is the more conspicuous
from its contrast with the almost un-
bounded sympathy and charity of all
the rest of the civilized world for the
sufferers.

What the people of Galveston most
wanted was some relief that would en-
able them to build a wall or bulwark
which would shelter their stricken city
from the raging waves of the sea, and
it was desired that the city should be
relieved of all State taxes for a term of
years, the tax to be collected and used
as a fund for the construction of the sea
wall. This the Legislature of Texas re-
fused to do, and the city, having no
basis of credit, was unable to borrow
money for the purpose from outside
capitalists. Undaunted by their failure
to secure aid from the State, or from
any outside source, they resolved to
help themselves, and so they have au-
thorized the issue of \$1,500,000 in 4 per
cent. bonds, to be taken by the citizens

themselves. At once seven citizens
came forward and took bonds each to
the amount of \$50,000, making an ag-
gregate of \$350,000, and at last accounts
the subscriptions had reached the large
sum of \$819,400, more than half the
amount required.

This is an extraordinary exhibition
of courage in a people who have experi-
enced a calamity of unparalleled sever-
ity, and who, despite their enormous
losses in family, friends and property,
are still ready to battle against the sea,
from whose fury they have suffered so
much. Surely, if courage and daring
ever deserved success, there could be
no more conspicuous and meritorious
exhibition of it than has been made by
the people of Galveston.

GENERAL TRADE REVIEW.

Speculative conditions in Wall Street
have not been such as to warrant much
activity or any material gain in prices.
The movement was upward in spite of
the export of gold and other usually de-
pressing factors, but at the latest there
is a tendency to quick taking of profits
which checks any decided advance. As
the season advances there is more in-
terest in the leading grangers, in trans-
portation stocks, but crop conditions are
not yet of material significance. Indus-
tries of all kinds are still under the
greatest pressure of production and gen-
eral trade is good everywhere.

The iron and steel industry is still
under the great pressure of demand
caused by orders for a year ahead and
more. The production of pig iron is
less than a few weeks ago on account of
the lack of coke. This naturally com-
plicates the situation and buyers are al-
ready looking to Germany for supplies
for immediate demand. There is no
uneasiness as to the future for the rea-
son that preparations under way will
prevent any possible demand exceeding
production. Quotations are naturally
firmer and the Eastern Bar Iron Asso-
ciation has raised its prices \$2 per ton,
but the policy of moderation that has so
long prevailed will prevent many radi-
cal changes. That it is the prosecution
of all kinds of industrial undertakings
which keeps up the demand is shown
by the scarcity of structural shapes and
railway supplies.

Next in degree of activity come the
leading textiles. Raw cotton is show-
ing unexpected strength, apparently on
account of the demand for domestic
manufacture. Competition in buying
is sharp and it looks as though between
the home and foreign demand a decided
scarcity is likely to develop. Mills are
unusually busy and wages are being ad-
vanced in some important ones. Wool
manufactories are in a similar condition
and complaint is made that the raw
staple is getting too high priced for
parity. Footwear conditions are still
favorable and shipments of all merchan-
dise are unusually heavy.

When you boil ham, tongue or beef,
let it cool in the water in which it has
been boiled; then you will find it moist
and tender.

The Boys Behind the Counter.

Alma—Geo. Gibbs, of Carson City, is
the new clerk in the shoe department of
F. E. Pallaskey's store.

Kalamazoo—G. E. Mitchell, formerly
with the Casper Hardware Co., at Mar-
shall, has taken a position with the Ed-
wards & Chamberlin Hardware Co., of
this city.

Bangor—H. P. Curtis, of Dowagiac,
is the new man in charge of the cloth-
ing department of J. P. Ryan's store.

Charlotte—Frank McKane has taken
a position in the Selkirk clothing store.
Ludington—J. Magnusen has a new
prescription clerk in the person of
Floyd Kane, of Clare.

Paw Paw—Charles Paige has left the
employ of W. R. Sellick to accept a
more lucrative position as clerk in the
new dry goods house of McLain, Baird
& Co., of South Bend, Ind.

Tekosha—Arthur Todd, a registered
pharmacist and a graduate of the Mich-
igan School of Pharmacy, is now assist-
ant pharmacist for J. I. Main.

Petoskey—Rollo Barnum has resigned
his position with Marshall Field & Co.,
at Chicago, to take a position in Albert
Fachman's new store, the Monarch.

A well-known physician writing in
the Lancet, advances the theory that
colds are contagious. As a proof of his
argument he cites the experience of
Arctic expeditions the members of
which are never troubled with colds
while they are in the uninhabited re-
gions of the Far North. Nansen and his
men, the writer states, never caught a
cold during all the three years of his
voyage, notwithstanding the utmost ex-
posure, but directly they reached civili-
zation on the coast of Norway, although
still within the Arctic circle, they all
suffered badly from colds. He also
cites the experiences of explorers in
high, uninhabited mountain regions,
and voyagers on the sea or travelers in
deserts, who enjoy immunity from colds.
The physician says: "No doubt it is
possible to have an inflammation of the
nasal mucous membrane, as of the con-
junctiva, from some simple irritant, but
such an event is rare, whereas the ordi-
nary infectious cold is by far the com-
monest of all diseases. Surely, there-
fore, it is important that its infectious-
ness should be frankly recognized."

Wintford W. Saint, who formerly trav-
eled in this State for the N. K. Fair-
bank Co., and who was transferred to
Washington and Oregon territory a few
months ago, recently sustained severe
injuries in jumping from the rear plat-
form of a train which was about to col-
lide with a train coming head on.

Hull Freeman, who was injured by
being thrown out of a carriage at Trave-
rse City about three weeks ago, is able
to be about again. He was dragged a
considerable distance behind the vehicle,
seriously straining the muscles of his
back.

Many a merchant is dead, although
he does not know it. His store is his
tomb and his sign is his epitaph.

Getting the People

What Are the Best Sizes For Advertising Spaces?

As a general proposition the man who has advertising space to sell is interested to sell it in as large quantities as possible. The man who is buying would naturally be thought to have a counter interest in his wish to lessen expense, but it often happens that the wish to appear generous and profuse with the idea that larger spaces are most effective makes the work of the seller in keeping up size not difficult. The use of several pages in a single issue of a broadside daily is not so common as a few years ago, the later practice seeming to incline to the use of more issues and more papers.

While the poster display of adjoining pages in large sheets may serve to give an idea of band wagon profusion and "hurrah, boys," it does not always follow that it is the best advertising. There is the objection to a single page even that the advertising is not benefited by the proximity of reading matter. The reader glances through such a paper and, instantly recognizing the poster quality, the page receives no further notice unless perchance there is curiosity enough to see what the splurge is all about. Two pages may increase the likelihood of such a glance, but it may be questioned whether the probability of notice warrants the expense. The presence of interesting reading matter on every page is an advantage which should not be overlooked.

The use of poster displayed pages, I say, is not so common as it was a few years ago. Instead we now find pages closely filled by department stores, which may be valuable as containing lists for buyers' consultation. The advertising value of such an issue is simply as a vehicle of communication, a means of getting the lists and information into the hands of those already sufficiently interested in the establishment.

I repeat, the importance of reading matter in connection with advertising should not be overlooked. Even in the great magazines where a great number of pages are given over to advertising exclusively the value is much less, and the charges are more moderate, because of the impossibility of mixing reading and advertising. In such magazines the pages adjoining reading are considered as preferred space at high premium.

It seldom seems to occur to the ordinary advertiser that there may sometimes be an advantage in dividing space. Thus a number of unconnected subjects are brought into the advertisement, dividing the interest so that all effectiveness is lost. The only alternative usually considered is the postponement of some of the subjects to later issues of the paper. Now there are cases when the space, for an issue say, may be divided and the smaller advertisements placed in different parts of the paper; or the plan could be continued as the results might warrant. Among some of the most successful order house advertisers this practice is quite common—there is one who regularly has at least four different advertisements in the Century, Ladies' Home Journal and a varying number in many other periodicals.

* * *

The sample shown by the Hannah & Lay Mercantile Co. is a striking example of an advertisement ostensibly advertising one thing while it really serves

MAPLE SUGAR WEATHER

THESE last few days are best reminders that sugar weather is coming and a Sap Spile and Pan in time will save a whole lot of good sap. Don't waste a drop this year. It means money in your pocket to save the sap and make good maple sugar. Pure maple sugar is one of the greatest treats next to being in the sugar bush yourself. Doesn't the sap taste good as it comes dripping from the great maples? It just makes your mouth water to think how good the pure sugar will taste later on. Prepare for it at once. Get all the needed articles now.

Sap Spiles of all Kinds Syrup Cans
Sap Pans Sap Pails Sugaring off Pans

OUR HARDWARE DEPARTMENT

IS the best stocked of any in this north region, not only in sugaring off utensils but in everything carried in a strictly up-to-date hardware store, and those articles we don't have that you want we will get for you.

THE HANNAH & LAY, MERCANTILE CO

Toss Up a Penny

—and it is an even chance whether it falls head up or tail up. It's the same way with Canned Goods. Unless you buy a brand that is known to be first class, and buy of a reliable dealer, it's an even chance whether you get a good can or a bad one. No such chances to run if you buy the kind we recommend; the quality runs even and we guarantee satisfaction. Our Canned Peas are not of the DRIED AND SOAKED OUT VARIETY, but the best in the market for the price asked. Our brands of Salmon are cooked ready for the table. They don't need to be boiled before using. When in need of Canned Goods, see us before buying.

2 cans Royal Tiger Tomatoes, best in the market.	25c
2 cans Royal Tiger Sweet Wrinkled Peas	25c
2 cans Royal Tiger Red Salmon (choice)	25c
1 can Chataqua Peas (We recommend them)	10c
1 can Golden Luncheon Peaches (nothing better)	22c
2 cans Blue Label Corn	25c
3 cans Winsted or Chataqua Corn	25c

The most complete and up-to-date line of Canned Goods in the city. Everything to select from.

Winston Grocery Co.

164 Swaverly.

413 Howard St., Petoskey

MISTAKES

WILL HAPPEN

But you will always find us willing to go more than half-way to rectify. We will do anything in reason to gain and hold your trade. Good Goods, Good Prices and Good Treatment. Everything as represented or your money back.

C. L. GLASGOW

ORDER AMERICAN FENCING NOW

Pure Drugs

Everything new, fresh, and up to date. Finest line of perfumes in the city. A full line of both Lyons and Allegretti's chocolates. Ladies' and Gent's traveling cases. Choice line of high grade cigars. Hand mirrors, military hair brushes, etc., appropriate for gifts.

We have the only Hot Soda apparatus in the city. Remember the number, 9, Jefferson-ave north.

C. A. Young

PENNY WISE

AND

POUND FOOLISH

—is an old adage. Save your pence and the pounds will take care of themselves is equally ancient. A pound of good material is worth three pounds of poor, for the same amount of pence. The best is ALWAYS the cheapest.

Remember that I am sole agent for the SADDLE ROCK BRAND of

Oysters.

Always received direct from Baltimore. Can or bulk.

S. E. LAWRENCE

to bring another into effective prominence. The description of the joys of maple sugar is not intended to sell sap spiles and pans alone, although doubtless it will serve this purpose, but its greatest value will be found in another department where pure maple sugar is sold. This is one of the few cases in which an advertisement may be made to do double duty and that more effectively than if devoted to either alone. The writer has hit upon a happy and attractive manner of expression and his work will bring results. The printer has done well in preserving unity of design, but I should give more white inside the border.

The best two things in the Winston Grocery Co.'s advertisement are the signature, in which the name and business appear, and the price list of canned goods. The paragraph is a little too long. I would cut out a third that it might find readers. The printer has done his part in excellent taste.

The hardware advertisement of C. L. Glasgow is one calculated to catch the eye and the display is harmonious and well adapted to the business. The printer would have done well to keep the last line in the same type as the other display if possible.

While the type display of C. A. Young may be said to be rather heavy for the drug trade, there is yet such a proportion maintained that it is bright and attractive. A good general advertisement.

S. E. Lawrence starts out with proverbs enough to stock an ordinary advertisement factory for a week. Four precepts are a good many with which to begin one oyster announcement. The display is good and the writing attractive and will bring trade.

Secured a Continuance.

W. H. Crow was an attorney for a man under indictment for an assault, and the case had been continued several times on one pretext and another, and was up again and the prosecution was insisting on going to trial. Mr. Crow's witnesses were not present, and to go to trial under the circumstances would surely result in a conviction of his client, and just what to do he was at a loss to know. The jury was in the box ready to be passed upon, and things were becoming desperate for Mr. Crow when all at once a bright thought struck him and, addressing his honor, he announced that the defense was ready for trial, but at the same time stated that he thought it was only fair to the court and all concerned to state that his client had been exposed to the smallpox and was just about due to break out with it. "But," said he, "as far as I am concerned, I have had smallpox and am not afraid of it, and if the others interested in the case are willing to proceed I am."

The bluff worked like a charm, and it is needless to say that it was the unanimous opinion of the prosecution, Judge and jury that they had better take no chances and the attorney got his continuance. It, however, is due to Mr. Crow to state that his client resides in a neighborhood where there has been a case or two of smallpox recently and may have been exposed, but up to last accounts had not broken out yet.

The Longest Sentence.

How many of my scholars can remember the longest sentence they ever read?

Billy—Please, mum, I can.

Teacher—What? Is there only one? Well, William, you can tell the rest of the scholars the longest sentence you ever read.

Billy—Imprisonment for life.

Some men are so mean they won't even pay back borrowed trouble.

GAINING GROUND.

Impetus Given the Work of the Forestry Commission.

In entering upon and subduing the land the most formidable task imposed upon the early settlers of Michigan was the removal of the great forest growth which encumbered it to the exclusion of the operations of agriculture. It was natural that the magnitude of this undertaking should engender a feeling of enmity against the incumbrance on the part of those who were called upon for constant and long effort in this arduous work. This resulted in the carrying of the destruction to a wasteful extent even after it began to be realized that there was value in the timber harvest. The habit of destruction had become so firmly fixed that in many cases the actual value destroyed in clearing far exceeded that of the land thus exposed for cultivation. The swing of the destructive pendulum was so far that the awakening to a realization of the actual scarcity of the forest products came as a shock to the people of the State. And with it came a tacit acceptance of the apparently inevitable—that great areas were to be abandoned to a condition of semi-desert for generations to come.

In the rush of American life planting must be for quick harvest. At the most the slower maturing fruits interpose as long a period of waiting as can be contemplated. To await the slow growth of the forest tree was out of the question in the average of intelligence and habits of thought of our farming community. The idea that there is a specific value in the young timber in every stage of its growth, which might be realized at any time desired, is one that is difficult to impress on the average land owner. He naturally only sees the waiting for a harvest in the next generation, a proposition, however commendable, that is not favorable to much enthusiasm.

Thus the work of reforestation is primarily the education of the people of the State to broader views of their relations to each other, to the commonwealth and to the future. To get up much enthusiasm it is necessary to show that immediate benefits attend united work in this direction—that every acre reclaimed from the denuded areas for a growth of trees is at the same time an item in the general redemption of the unprofitable wreck of the lumberman and an asset of specific and increasing present value.

The position of the pioneer in the effective work of Michigan forestry may be claimed by Hon. Charles W. Garfield, of this city. His activity in this direction has been a natural outgrowth of his long interest in and connection with the State Agricultural College. Thus for many years he has preached and labored to awaken public sentiment and, while much has been accomplished in a general way, it is only recently that he has succeeded in systematizing the movement in a manner which promises immediate and effectual results. It was largely through his labors that the State Forestry Commission was created by the Legislature and he was made its first President, a position he still holds.

Up to the beginning of last year the missionary work of the Commission was left almost entirely in his hands. By as constant speaking and writing as other duties would allow he worked for the spread of this gospel in the general field and at the same time took such measures as would secure the early co-operation of every suitable State depart-

ment and institution, and of the General Government as well. Thus it was through his efforts that the Land Department sent an expert to look over the lands of the State and advise as to practical methods of work.

The work of the Committee during the past year has taken a great impetus. Through the efforts of President Garfield and the activity of the Secretary of the Commission, E. A. Wildey, of Lansing, the cordial co-operation of the State Land Office and of the Auditor General has been secured to the end that delinquent tax lands shall be promptly deeded to the State so that at the proper time action may be taken for their improvement. Thus the considerable nucleus of forest reservation, comprising a large part of two counties, already set apart, will no doubt soon be largely increased.

A notable advance scored during the year was the securing of departments in the two leading State institutions of learning—the University and the Agricultural College. The latter has already set apart an endowment of its lands, consisting of 3,000 acres, for forestry purposes. Then the establishment of a School of Forestry at the University is a step of no small importance.

Up to the past year President Garfield was practically alone in the forestry lecture field. This year he is dividing the work with four others, namely, Secretary E. A. Wildey; Professor Charles A. Davis, newly elected to the forestry chair at Ann Arbor; Arthur Hill, Saginaw, member of Commission, and F. E. Skeels, State Land Trespass Agent. During the season these have carried the work into nearly every county of the State, working especially through farmers' institutes and other similar gatherings. At the recent round up in connection with the Michigan Political Science Association at Lansing great interest was manifested, which will result in a decided advance all over the State.

Of no small importance in the forestry movement is the attitude of the lumber interests. These are coming to realize not only the duty but the profit of getting their holdings into a condition of recovery from the effects of the timber harvest.

The Commission is to be congratulated on its success in securing such universal co-operation and interest in its work. With such a start it is reasonable to expect that not many years will pass before young forest growth will cover most of the open areas of the State and the farmers will set apart all the spaces to be spared from other cultivation.

His Appropriate Quotation.

"Some years ago," said a preacher, "we inaugurated in our Sunday school the practice of our children quoting some Scriptural text as they dropped their pennies into the contribution box. On the first Sunday in question, a little shaver walked up and said: 'The Lord loveth a cheerful giver,' and in dropped his penny. 'Charity shall cover a multitude of sins,' and in dropped the next. 'It is more blessed to give than to receive,' quoted the third, and so on. Just then up walked a little fellow with the unmistakable remnants of molasses candy on his chubby face and, as he dropped his cent, he bawled out, 'A fool and his money are soon parted.'"

Let the advertiser resolve that he will turn down all advertising grafts, no matter of what description or in whose interests—legitimate advertising in legitimate mediums will result in a better showing of profits at the year's close.

The Frank B. Taylor Company

Importers and Manufacturers' Agents,

135 Jefferson Ave.,
Detroit, Mich.

Import 1902

Our lines for 1902 far surpass any previous effort.

19 German China Factories
3 Doll Factories

Our Oriental China lines are especially strong, among which is our new art line of

"Imperial Turquoise"

The best ever. We control it.

Our Mr. McPherson will be at the Livingston, Grand Rapids, with our complete line of samples from March 5 to 22. We earnestly invite you to inspect the lines at our expense.

Wanted

A Few More Dealers to Sell

SEARCHLIGHT FLOUR

We make a specialty of this straight roller process flour. We sell most of the best stores in Kalamazoo and nearby towns. Write for prices and further information.

Brownell Milling Co.,

G. R. & I. and L. S. & M. S. Rys.

Plainwell, Mich.

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

Around the State

Movements of Merchants.

Rockford—C. C. Potter has purchased the drug stock of Wm. Bush.

Clare—E. Switzer has purchased the creamery plant of R. J. Hess.

Hart—Fred Bonnell has purchased the grocery stock of H. P. Parsons.

Edmore—Martin Gray has purchased the grocery stock of Wm. M. Shaw.

Vicksburg—L. F. Strong is succeeded in the drug business by Brooks & Cobb.

St. Charles—John R. Standard has sold his drug stock to L. A. Lubenger.

Hubbardston—P. H. Fahey has purchased the grocery stock of Boyd Redner.

Alto—W. D. Harris has sold his stock of hardware to Osborne Bros., of Clarks-ville.

Port Huron—Charles S. Cole has opened a wall paper store on Military street.

Marshall—The New York racket store has been closed and the stock shipped to Toledo.

Albion—Miss Emma Crittenden is making extensive improvements in her millinery store.

Manistee—G. A. Johnson & Co. have purchased the boot and shoe stock of Wm. Rosenfield.

Big Rapids—K. Gittleman, dealer in clothing, dry goods and shoes, has removed to Detroit.

Jonesville—Barton S. Kennedy succeeds Storm's Sons in the bakery and restaurant business.

Charlotte—F. E. Stocking has purchased the grocery stock of J. A. Hageman, on South Main street.

Ionia—Henry A. Cutler succeeds F. Cutler & Sons in the butter, egg and poultry business at this place.

Sidney Center—E. L. Wightman, of Rodney, will shortly open a general merchandise store at this place.

Lake City—Steffe & Winter, dealers in groceries and hardware, have dissolved, Byron Winter succeeding.

Uby—Geo. W. Sparling, dealer in agricultural implements and vehicles, has sold out to Thos. Richardson.

Kalamazoo—The Edwards & Chamberlin Hardware Co. has increased its capital stock from \$40,000 to \$70,000.

Bay City—The Rechlin Hardware Co., Limited, succeeds Rechlin & Frank in the hardware and paint business.

Clare—Levi Wing has purchased an interest in the grocery stock of J. B. Brown. The new firm is styled Brown & Wing.

Ypsilanti—A. W. Elliott, dealer in wood, coal, grain and hay, has taken a partner, the new style being Elliott & O'Brien.

Saginaw—John Doerr has purchased the interest of his partner in the dry goods, grocery and boot and shoe firm of Doerr & Austin.

Hart—Mrs. M. A. Leonard has sold her millinery stock to Mrs. A. D. Rankin, of this place, and Miss Mae Rankin, of Shelby.

Ludington—S. A. Loudon has sold his Washington avenue grocery stock to J. S. Stearns and will devote his attention to the Epworth bakery.

Gregory—Taylor, Kuhn & Co., dealers in general merchandise, have dissolved partnership. The business will be continued by Taylor & Kuhn.

Pentwater—John A. Macgregor has sold the stock in the Crescent drug store to Arthur B. Flagg, who will continue the business at the same location.

Petoskey—Comstock & Weed will shortly begin the erection of a three-story store building on their lot at the corner of Mitchell and Liberty streets.

Hart—The boot and shoe house of Hyde & Platt and the clothing firm of M. Kelley & Co. have merged their business under the style of Hyde, Platt & Co.

Partello—Fay Starke has purchased a one-half interest in the general merchandise stock of A. S. Gibson. The new firm will be known as Gibson & Starke.

Lakeview—Macomber, Bale & Peterson have sold their grocery stock to Frank Williamson and D. N. Richard, who will continue the business at the same location under the firm name of Williamson & Richard.

Ypsilanti—Ned S. Bristol, for the past three years manager of the drug and book store of C. W. Rogers, has purchased the Rosser drug stock, on Grand River avenue, Detroit.

Homer—O. L. Linn will retire March 15 from the dry goods and clothing firm of O. L. Linn & Co. and will be succeeded by F. E. Deming and N. E. Crum, under the style of Deming, Crum & Co.

Kalamazoo—Benson & George have sold their millinery stock to Mrs. E. J. Scott and Miss Brown, of Chicago, who will continue the business at the same location, having leased the millinery department in the store of Benson & George.

Shelby—Hiram Myers, who has been employed in the general store of Wheeler Bros. for some time, has purchased a half interest in the firm and, with R. H. Wheeler, will continue the business. The new firm will shortly erect a brick store building on the south half of the lot which is now occupied by the one-story part of their business house.

Shelby—The owners of the Co-operative Association store building, recently burned, have decided to erect a solid brick two-story building, 25x80 feet in dimensions, on the old site. Clinder & Morse, who own the bakery building on the south are also preparing to build and the two will join. It is also probable that Wm. Walstead, who owns the small building occupied by the Phillips Bros.' harness shop on the north, will unite with the others.

Menominee—Some of the Menominee merchants are preparing to protect themselves from unscrupulous people who buy but fail to pay. It is always difficult for a merchant to do an absolutely cash business. He must either make some exceptions or some enemies among really good customers. A plan which has been suggested by a local merchant is worth consideration and is now being discussed by the tradesmen of the city to a greater or less extent. It is proposed to offer a small commission on all credit business to a broker or credit man who shall open a commodious and properly situated office in the city. All the merchants in the association will make an agreement with him as to the amount of commission discount to be allowed on their business which passes through his hands. When an application for credit is made in one of these stores the applicant will be advised that the association rules are absolutely binding and, further, that credit may only be had on an order from the credit man, which they may obtain without a penny of cost if he sees fit to issue it. Upon such application the credit man will ascertain the reliability and character of the applicant and if all is

right will extend the credit and assume personally the liability. In other words the broker gives the credit and attends to the stores' collections for the small fee allowed from the bill by the merchants. It is said that this plan is in successful operation elsewhere.

Manufacturing Matters.

Detroit—The style of the Gem Fibre Package Co. has been changed to the Perfection Paper Box Co.

Holland—The Western Machine Tool Works has merged its business into a corporation under the same style.

Alma—J. M. Wonnacott, of St. Louis, has purchased the Plano harvesting machinery agency of Eugene Bogart and will make this place his headquarters.

Detroit—Young Bros., manufacturers of tin, copper and sheet iron goods, have merged their business into a corporation under the style of the Young Bros. Co. The capital stock is \$20,000.

Lansing—John A. Stevens, formerly of Port Huron, but now with the Avery Manufacturing Co., of Peoria, Ill., will establish a branch office at this place. A line of engines, threshers and farming implements will be carried.

Sturgis—The Sturgis Iron & Metal Co. has sold its plant to Lewis Wolf, of Constantine, who will take possession March 15. The present manager will remove to Coldwater to take charge of the junk business of S. I. Treat & Sons.

Hesperia—S. Hagedorn, who operates a creamery at this place and at Fremont, has purchased the creamery plant of David Fisher. He will operate one plant here and remove the other to Volney. He is also considering the idea of establishing a creamery at Walker-ville.

Coldwater—The Pratt Manufacturing Co. has reorganized as a stock company, with a capital stock of \$20,000. The stock is held by A. J. Pratt, of Coldwater; H. S. Fisher, of Derby, Des Moines county, New York; A. B. Scheid, George I. Blowers, John Harvey, all of Kalamazoo. The company will manufacture desks, sleds and woodwork specialties.

Detroit—The C. E. Janes Co. has filed articles of association with \$10,000 capital stock, divided into 1,000 shares of the par value of \$10 each. The stockholders are: Clarence E. Janes, 250 shares; Josephine A. Janes, 250 shares;

Lucy A. Albee, 150 shares; Martha A. Moyer, 100 shares; Clarence E. Janes, trustee, 100 shares; Millie E. Holmes, 20 shares; Louisa B. Bennett, 15 shares; Anna Sanderson, 15 shares, Margaret Dupont, 100 shares. The company will manufacture and handle art novelties.

Harbor Beach—J. Jenks & Co., the principal business firm of this village, well known throughout the State as extensive dealers and shippers of grain, flour, etc., have ceased doing business under the name of that corporation. A few weeks ago the milling and manufacturing interests were consolidated with those of Boston parties under the name of Huron Milling Co., and March 1 their large stores became the property of the Miblethaler Mercantile Co., Ltd., which is composed partly of members of the old firm and partly of new members.

Five Good Reasons

Why you should always consign

EGGS AND
DRESSED POULTRY

TO

The T. H. Wheeler Co.,

17 and 19 Tenth Ave., N. Y.

West Washington Market

1. Highest market values always obtained
2. Correct counts and weights always returned.
3. Sales always mailed promptly.
4. Checks to balance always accompany sales.
5. Customers always kept posted by "Price Currents," letters and wires.

Order "Shipper's Outfit" at once if not doing business with us. Direct care

G. W. HORNBECK, Manager Produce Dept.

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

SMITH, McFARLAND CO.

PRODUCE COMMISSION MERCHANTS.

Boston is the best market for Michigan and Indiana eggs. We want carlots or less. Liberal advances, highest prices, prompt returns. All eggs sold case count.

69 and 71 Clinton St., Boston, Mass.

REFERENCES: Fourth National Bank and Commercial Agencies.

WANTED! POTATOES, CABBAGE, ONIONS.

M. O. Baker & Co.,

WHOLESALE FRUITS AND PRODUCE

Bell Phone Main 1870
Brown 541

119-121 Superior St., Toledo, O.

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.

Grand Rapids Gossip

The Grain Market.

Wheat has been rather easy. General rains in the Southwest have had a depressing effect on prices. Receipts were not oppressive. The visible showed only a small increase of 202,000 bushels. While exports were fair, they were not as large as was counted on. All this was in favor of easier prices. While the damage to wheat in the Southwest was reported all the way from 20 to 50 per cent, this was taken with a large grain of doubt; still, where there is smoke, there must be fire. It will be several weeks before any real damage can be ascertained. In the meantime, traders will look on and see the condition of things. Taking all things into consideration, wheat will remain around present figures unless the crop damage reported is an actual fact.

Corn remains fair, as the wet weather has put the roads in an impassable condition, but there seems to be not much to market. Our exports of corn since July last were only 23,000,000 bushels, against 131,000,000 bushels for the corresponding time last year.

Oats were the interesting cereal and took the lead. At one time, they took an upward flight of 2c per bushel and were excited, as a bear got scared and covered a large amount of short sales. After he left the market, they receded somewhat. Still they held firm at about 1c advance.

Rye was steady, at no change in price, and very easy—not much doing. Offers are moderate and, while the demand is not urgent, it looks as though prices may improve in the near future, as there are rumors of an export demand springing up.

Beans have been steady thus far. While many dealers predict lower prices, which may be realized, at present choice hand-picked beans sell around \$1.50 in carlots.

Flour has not changed any, owing to the weakness in mill feed, but prices may sag. The mills at present time are filling old orders for both bran and middlings, which keeps prices where they are. Besides, many mills are running only daytime, which makes less mill feed.

Receipts during the month of February were as follows: wheat, 263 cars; corn, 12 cars; oats, 12 cars; flour, 13 cars; beans, 1 car; hay, 5 cars; straw, 1 car; potatoes, 23 cars.

Receipts for the week were as follows: wheat, 54 cars; corn, 3 cars; oats, 3 cars; flour, 7 cars; beans, 1 car; potatoes, 6 cars.

Mills are paying 80c for wheat.

C. G. A. Voigt.

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 without change, commanding 27c for fancy and 26c for choice. Dairy grades are about the same as a week ago. 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—As predicted by the Tradesman last week, the price gradually receded and is still downward. Those merchants who disregarded the advice of the Tradesman and paid 20c found themselves unable to unload at nearby markets except at a loss. Local dealers are paying 18c on the basis of to day's advices and the Tradesman urges every country merchant to reduce his paying prices to 16c for the remainder of the week.

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

Game—Dealers pay 75@90c 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—California \$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 stronger, due to improved demand from all quarters. Present indications are for a more active market—as active as the car situation will permit—but it is not thought that the price will go above the present basis—55@60c to the grower.

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 \$5.

Hides, Pelts, Furs, Tallow and Wool.

The hide market holds strong at the declined price. Previous orders have been filled, which cleaned up small holdings. As quality at this season has depreciated, prices will be governed by it largely. No higher prices are looked for.

Pelts are accumulating, not being sought after so strenuously on account of the dull market in wools. The decline in leather prices also affects the price, which is no lower, but makes a waiting game.

Furs are lower, awaiting March sales near at hand. Prices are likely to rule lower from now on.

Tallow is weak and some sales have been made at a decline. Stocks are not large, nor can the market said to be firm.

Wools are slow of sale. To move any large block concessions would have to be made. There are some lots of old wools being offered in the State, but buyer and seller are too far apart to consummate trade. Manufacturers are well supplied, as a rule, and only small lots move.

Wm. T. Hess.

Felix & Marston have engaged Wm. J. McCartney to succeed M. K. Walton in this State. Mr. McCartney has represented the house in Indiana, Illinois and Wisconsin for the past two years, previous to which time he was for eight years the Indiana representative for the Curry Woodenware Co., of Cincinnati. Mr. McCartney is now a resident of Bloomington, Ind., but will make Grand Rapids his headquarters and take up his residence here soon.

A. P. McPherson (Frank B. Taylor Co.) will be at the Livingston Hotel until March 22 with his lines of dolls and Oriental china, which are full and complete in every department. Mr. McPherson has come to be regarded as a permanent feature of the Grand Rapids market, on account of the time he can spend here with profit to himself and his house.

The Grocery Market.

Sugar—The raw sugar market is quiet. Refiners are inclined to make purchases at ruling prices, but as offerings are light and holders are asking slightly higher prices, business is held in check. The slow demand for refined sugar was principally responsible for the general quietude. The visible supply of raw sugar is 3,740,000 tons, showing an increase of 40,000 tons over Feb. 20, 1902, and an increase of 760,000 tons over the same time in 1901. During the past week refiners have been selling refined sugars at a five points reduction, although they did not make the change in the list prices until Monday. This, however, did not change the selling price.

Canned Goods—The canned goods market, as a whole, is inclined to be rather quiet, as is usual at this season of the year. Stocks of almost everything are light and general quotations remain unchanged. The tomato situation is practically the same as at last reports. There is, perhaps, a little activity in futures, some buyers who have delayed purchasing now being anxious to at least partially supply their wants for the future. It is, however, difficult to find the goods to offer as some packers have sold their entire output and others will not name any prices yet. Spot goods move out well and stocks are reduced to a low level. There is a little more interest taken in corn, both spot and future, although there is no change in prices. A fairly good business is being done in peas, but prices show no change. As stated heretofore, stocks of the best grades are exceedingly light. The market for beans of all kinds is dull and some good brands of baked beans are being offered at a concession. Gallon apples are firmly held, but the demand is rather light at present. Some of the largest packers have named prices on Bahama pineapples which are slightly lower than those of last year. The reports from the pineapple district are all of an encouraging character and generally agree that the crop will be about the same as last year and the cost of the raw material nearly the same. Salmon is moving out well at unchanged prices. Sardines are dull and can be bought slightly below quotations.

Dried Fruits—The dried fruit market is in good condition, with moderate demand for almost everything in the line and the tendency of prices is upward. Prunes continue in fair demand and the outlook for the future is regarded as very encouraging and buyers have great confidence in the market. Large sizes are scarce and slightly higher, with the tendency upward for all grades. Loose muscatel raisins continue in moderate demand at previous prices. Seeded are going out well, but show no change in price. A very strong feeling is noted in apricots and some holders have advanced prices ½c. Advances from the coast indicate the stocks visible in that section as less than thirty cars. This is less than at any time during the past few years. Much higher prices are predicted. Peaches also continue in good demand and the tendency seems to ward higher prices. The stock of peaches in California is estimated at seventy-five to eighty cars, all closely concentrated in strong hands. The market shows decided strength and some holders have advanced prices ¼@½c. Dates are in excellent position and the demand is quite active. Khadrawi are in light supply and are held at ½c

higher than Hallowi, which are in good supply. Figs are unusually active for this season of the year. Stocks are becoming greatly reduced and prices are firmly maintained. Currants are quiet, with but very little demand at present. Evaporated apples are also very quiet. Stocks, however, are light and prices show no change.

Rice—The rice market is firm but quiet. There is some demand for the medium grades at full prices, but no speculative business is reported, buying being mostly for small lots for immediate use.

Teas—The tea market is in practically the same condition as it has been for some time past. Prices are unchanged, with green teas showing continued firmness. The statistical position is strong and holders will not make any concession in price. Buyers are purchasing in small lots for immediate use only.

Molasses and Syrups—The molasses market is decidedly firmer, with prices on all grades from 1@2c higher. Spot supplies are small and the best grades are becoming very scarce. Purchases, as a rule, are of the hand-to-mouth character owing to the high prices asked. It is the impression that prices will further advance, owing to the strong statistical position. The combination of the various glucose manufacturers is now an assured fact and higher prices on all their products are looked for. Corn syrup has already advanced 1c per gallon and 6c per case on cans and still higher prices are expected to be named soon.

Fish—Trade in fish is good, but not quite so active as during the past two or three weeks and the general feeling is a little easier. There is a good supply of almost everything in this line and we do not anticipate any further change in prices in the near future.

Nuts—There is a slightly better feeling in nuts, but trade is not very active and sales are of only small lots. Walnuts are in rather light supply and are meeting with fair demand. Brazils are in moderate request at previous prices and filberts are firm but quiet. Peanuts are very dull just now and demand is very light indeed.

Rolled Oats—On account of the stronger grain market, rolled oats have advanced 50c per barrel and 25c per case on competitive cases and 20c on Banner and Saxon, with the prices still tending upward and the probability of a further advance very soon.

The Miles Hardware Co. was organized last evening with an authorized capital stock of \$25,000—of which \$18,000 is paid in—to engage in the wholesale fishing tackle, factory supply and retail hardware business. Geo. J. Phillips, of Allegan, is President; Wm. T. McMullen is Vice-President, and Frank R. Miles is Secretary and Treasurer, these three gentlemen also constituting the first board of directors. The new corporation succeeds the former firm of F. R. Miles & Co., jobbers of fishing tackle and furniture supplies at 84 Monroe street.

S. G. Holloway has opened a grocery store at White Cloud. The stock was purchased of the Ball-Barnhart-Putman Co.

C. L. Dyer has embarked in the grocery business at Ferris. The Musselman Grocer Co. furnished the stock.

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

It is said that more wives are disappointed in love than spinsters.

SUCCESS AS A GROCER.

Some Essential Elements Which Must Be Observed.*

When I received a letter from your President, requesting me to address you, I was given to understand that the reason was that I had made a success of the grocery business and that, perhaps, I could give you some pointers. If any one here expects me to tell him anything new he will be disappointed. The different phases of the grocery business have been discussed and written about quite thoroughly, and I promise you I will not weary you long.

I once thought that some men were very wise and the rest knew very little. The older I grow the more I believe that one man knows about as much as another, compared with the knowledge that is to be gained, and we all know very little at that. There are some who are good at theorizing, but they fail in practice. The grocery business has changed in the last twenty years' story.

In the first place whatever success I did acquire, I believe was due largely to the experience I had as a clerk. I worked four years in a suburban grocery for four different firms. I liked the business from the start and I think that is a great factor. The work was very pleasant and my employers treated me as though they were perfectly satisfied with my work, and I tried my best to satisfy them.

When I had a chance to go into business for myself, I picked out a good location. I have had a number of men say to me since I have been engaged in business that I was very fortunate in securing such a good location. I do not think that fortune entered into the case at all. I looked up this location and studied the matter over thoroughly.

A great many who fail in business attribute their non-success to location. I believe that some men would fail in any location. I also believe that some men would succeed in any location.

Another thing, I had absolute confidence in myself. I never for a moment thought of a failure.

I also think that it was the system I adopted that contributed largely to my success. There are a great many men who overdo the system part. When I went into business, I had a partner, a man about 52 years old and I was 22. He attended to all the inside work, and I took the outside work, caring for the horse, etc., and did all I could inside. We hired no help for some time and when the business grew large enough to employ extra help, I still continued to do more or less of the outside work. My experience has been that the delivery man should be fully as competent as the head clerk, as he comes in contact with the people who use the groceries. With regard to buying, my practice was to buy the best goods as cheap as possible. Of course, buying the best goods would not apply to all locations, but I do believe that it pays to buy the best goods that you can sell.

In regard to credit, my experience has been that it pays to do a credit business, if you are careful; that a man can do more business at a better profit than he can selling for cash. I don't know of a groceryman in Grand Rapids who has made a success of the grocery business selling goods for cash. People do not want to pay cash. The business of the country is done on credit. The largest manufacturers and jobbers are heavy borrowers. I do not mean by this that a groceryman should carry his customers from one year to the other—he should insist upon settlement from one month to another—but to do a strictly cash business is a very hard thing to do. I have had customers who traded with me for a number of years, who paid by the month or week, change of their own accord from credit to paying cash, and the trade dropped off a large percentage. Not only would they use less goods, but would buy a cheaper grade of goods and a great many things they would do without if they had to go down into their pockets and get the money. The percentage of losses, in

my experience, has been very small, considering the amount of business I have done. I have lost some, but I am positive that my loss was much less than it would have been had I tried to do a cash business. In my thirteen years' experience I never sued a man for his grocery bill. I always managed to get some kind of an amicable settlement.

As a rule, I found it good policy to get a man's note for his account. There are men who will pay a note who will not pay an account. Of course, if a man will not pay a note he certainly will not pay an account; but as a note goes into the bank and if a man does not meet it it is protested, he will think twice before he will permit this, while an open account he will pay no attention to whatever. Beside that, if it is necessary to sue, it is less work to sue on a note than it is on an open account. If the man disputes the open account it devolves upon the grocer to prove it, while a note is prima facie evidence and the negative proof is on his part.

I think the main thing that goes to make a successful grocer is tact. The dictionary defines tact as a peculiar skill or faculty, nice perception or skill or adroitness in doing or saying exactly what is required by circumstances. I do not pretend to say that I was overstocked with tact, as I made a great many mistakes, but there are several things that I did not do that I have known grocerymen to do; for instance, get into an argument with a good customer about his or her religion. The apostle Paul was a wonderful success. You know what he says: "To the Greek I became a Greek, to the Jew a Jew, to the Gentile a Gentile." What for? To win them. And also he says: "I became all things to all men." What for? To win their business. I do not think it necessary to sacrifice either principles or politics. There is no walk in life where tact is not needed, but I think it is needed more in the grocery business than anywhere else, as the grocer comes in contact with not only the father and mother, but also the baby and hired girl. It is said of Philip Brooks, the great Boston divine, that when parents brought their baby to him to be baptised he would pick it up and say: "Now, there is a baby!" He was not only a good pulpit orator, but he was one of the most popular ministers that ever lived. During the campaign of 1896, when Bryan was running on the silver ticket, I knew of customers coming to me because the grocer with whom they were trading continuously talked free silver to them. I was a little inclined toward free silver, but kept it to myself, as I knew there was a very intense feeling, especially up in my neighborhood, against the advocates of free silver.

No doubt, many of you have had men come into your store with a tale of woe about their wives spending their allowance for unnecessary things and claimed they had given them enough to meet their grocery bill and then they were called upon to pay it. Here's a case where tact is needed. A man who can settle a family squabble of this kind is a diplomat.

About honesty. I think this is one of the essentials to success, strict honesty. I thoroughly believe in the old maxim that "Honesty is the best policy," with not only those to whom you sell but also to those from whom you buy. I always made it a point to treat those whom I bought from as well as the customers whom I sold to, as a man can not sell right if he does not buy right. The last year I was in business I was buying goods from farmers that I bought from the first year I was in business. I always tried to pay them a good price for their stuff and give them all there was in it, provided, of course, their stuff was good.

Then, again, a man needs to put all the energy he has in the business—strenuousness, we call it now. He must be up early and late and attend to all the details, and my experience has been that about all a man makes out of the grocery business is what work he does himself.

The most fault I have to find with the

Light

And Plenty of It!

Every storekeeper recognizes the trade-winning, profit-earning power of a well-lighted store. But how to get the most light for the least money?

ACETYLENE

solves the problem. Our "Colt Carbide Feed" and "New Model Eagle" generators produce Acetylene of 16 times greater illuminating power than city gas, at an average saving of 40 per cent. in the cost. You not only get cheaper light, but better light. Acetylene burns with a clear, white flame of magnificent brightness. In safety, economy and convenience it is far and away the best lighting system on the market. Write for catalogue and estimates on necessary appliance to equip your place.

Acetylene Apparatus Manufacturing Co.
96 Griswold St., Detroit, Mich.

Branch Offices and Salesrooms:

Chicago, 157 Michigan Ave. Louisville, 310 W. Jefferson St.
Buffalo, 721 Mutual Life Building. Dayton, 38 W. Third St.
Sioux City, 417 Jackson St. Minneapolis, 7 Washington Ave. N.

CERESOTA

The leading flour in all the markets of the world. Brings the highest price in all the markets of the world and has for years. There can be but one reason, i. e., IT IS THE BEST.

OLNEY & JUDSON GROCER CO.

WHOLESALE AGENTS

GRAND RAPIDS, MICHIGAN

ATTENTION

We do
the
best of
work

Steel Ceilings
Galvanized Iron Cornices
Skylights

ADDRESS H. M. REYNOLDS ROOFING CO.,
METAL DEP'T, GRAND RAPIDS, MICH.

More Light and How To Get It

Is the cry of the millions of people. This point is settled when The Little Giant Gas Generator appears on the scene. It is absolutely safe. Not one pint of gasoline in the building. Is automatic in feed. Has never cost an insurance company one penny in the past two years. It maintains 100 candle light 54 hours per gallon. Has a capacity of 300 candle to each burner. Send length, width and height of your store and number of lights wanted and we will tell you what the plant will cost you.

ALLEN GAS LIGHT CO., 54½ W. Main St., Battle Creek, Mich.

*Address by Herman M. Liesveld before Grand Rapids Retail Grocers' Association.

grocery business, as a business, is that it is too easy to get into and that it takes too little capital and too little experience to start, in a way. If a man has a couple of hundred dollars and a fair name, he can go to any jobber and get a stock for double the amount, with a promise that he will be carried indefinitely for that or more, if he only agrees to give that jobber his trade. I know of a jobber who started a man in business in my neighborhood because that jobber was not selling me all the groceries I used. In this particular case that man lost all the money he had himself and also what the jobber backed him up for. The jobbers appear to be imbued with the idea that the more groceries there are in town the more consumption there will be of their goods. I believe that one or two stores in a neighborhood will sell fully as much as half a dozen, with less trouble to the jobber and less risk.

On the whole the grocery business has been a very good friend of mine. I feel very kindly toward it and if I get out of my present business I have not the least doubt but that I would start in the grocery business again.

How to Take Care of Your Watch.

"My watch had developed a most annoying irregularity," remarked a very businesslike woman. "It lost and gained time by turns until I conceived the disagreeable impression of having paid a first-class price for a third-class article. Full of resentment I posted off to the dealer from whom the watch had been purchased and accused him of having treated me unfairly.

"He opened my timepiece," she continued, "and having examined its internal economy very closely, remarked, 'It's simply a case of unconscious cruelty to a faithful, but sensitive friend.'

"Take, for instance the simple process of winding a watch. There is a right and a wrong way of doing it. Whether it be by key or a stem it should be wound in the morning. Turn slowly, and avoid all jerky movements. The watch will then work best during the day, as the spring will exert its strongest traction power, whereby the external jostling inflicted on the watch by your daily works and walks are fairly counterbalanced. When a watch is wound at night it has only the weakened spring to offer as resistance to the jerks and jolts of the daytime. The morning winding also lessens the danger of breaking the mainspring which, being no longer at full tension at night, can stand the cold better.

"All watches keep better time as the result of regular habits. Do not lay it down one night and hang it up the next. Keep it in the same position as nearly as circumstances will permit. In

second-class watches the rate difference between the horizontal and vertical position is often quite significant. Nor should you hang your watch on a nail where it can swing to and fro like a pendulum. It will either gain or lose a great deal while in that position.

"The difference in temperature between your breast or a man's waistcoat pocket and a wall, that may be nearly at the freezing point, is about 77 to 88 degrees Fahrenheit, and a watch should therefore never be suspended or laid against a cold surface."

Displaying Wall Paper.

Wall paper is an article that pays a good profit and is a good line to handle. To avoid unnecessary trouble and annoyance from customers, have, first of all, your paper rack out of the way so that no one but yourself and clerks will have access to the same. And, by the way, it is a good idea to have pans of water under the rack in order to keep the paper moist; for as soon as the paper dries out it becomes rotten and tears very easily.

Secondly, burn up your sample books as they are always torn and only show a small piece of paper—too small to permit of forming one's judgment. The way I display our wall paper is this—I can not say that it is original with me, nor can I say where I came across it, but I very, very seldom see it displayed in this manner:

Get a piece of heavy wire, 21 or 22 inches long, and two eye-screws for each roll of paper. Place the eye-screws in the ceiling on the side of the building over the shelving, far enough apart to admit a roll of paper on the wire. These should be put up so that the paper will hang in a diagonal position and the roll behind will show. Now pull the paper down, like a window curtain, to the top of the shelving. Have the border fastened on the sidewalls the same as in a sample book, and ceiling without border behind. The prices and number of paper may be marked on one corner of the paper or on the back.

This method of displaying wall paper prevents its being torn, and the paper looks more as it will when on the wall. I find that people generally prefer buying paper where it is displayed best.

Benjamin G. Jones.

Couldn't Tell the Difference.

Growell (in cheap restaurant)—Here, waiter, are those mutton or pork chops?
Waiter—Can't you tell by the taste?
Growell—No.
Waiter—Then what difference does it make which they are?

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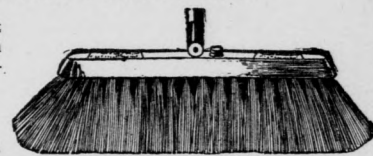
in your store; carpets, curtains and furniture in your home. You should, and can, avoid it by the use of the "WORLD'S ONLY"

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ment in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 5, 1902

STATE OF MICHIGAN } ss. County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of February 26, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer,
Sworn and subscribed before me, a
notary public in and for said county,
this first day of March, 1902.

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

CREATING AN ATMOSPHERE.

While Germany and other foreign nations are watching with eager eyes the effect in this country of Prince Henry's visit, Americans are interested to observe the reflex effect in Europe. Emperor William is delighted with the manner in which his brother has been received and entertained. It is conceded everywhere that there has been nothing lacking in the degree of the cordiality or the extent of the hospitality accorded the Prince. It is clear that friendly feeling between Germany and America has been promoted. Our Ambassador to Germany, Andrew D. White, puts it precisely when he says that the Prince's visit has created an atmosphere in which political questions are solved. When Prince Henry reports to Emperor William his impressions of America and Americans, we shall appear to German eyes differently, no doubt, than we did before. The Germans, too, will seem to us not quite so aggressive and inconsiderate as they previously did.

The practical utility of all these demonstrations may or may not become speedily apparent. Although the atmospheric conditions may be wholly favorable, matters of difference between the United States and Germany may not be immediately solved. The trade between the two countries last year amounted to about \$300,000,000. We exported to Germany goods to the amount of \$101,000,000 and imported from Germany products valued at \$100,000,000. Next to Great Britain, Germany is our largest customer. We have every reason to wish for harmonious relations with Germany from a commercial point of view. The agrarian party in Germany professes alarm at the extent to which American foodstuffs are sold there, and has demanded an advance in tariff rates. Other parties representing the working classes contend that there should be no

increase in the rates, as the result would be to increase the cost of living. We shall see when the tariff question is settled whether there is any particular consideration for American interests or whether German interests alone are given weight. It is to be hoped that a tariff war may be averted, but the United States will have the least to lose in the event it comes.

The gain that may result from a good understanding with Germany is most likely to be realized in instances of international action. We may look to see the German government more in accord with the American attitude in these affairs, and on the other hand Germany may secure our support in programmes which it may promulgate. The British are coming around to the point of regarding the new friendship of Germany and the United States as something that may help British interests. The British have found themselves of late quite able to agree with the Americans, and if the Germans, too, can agree with us, a great deal of friction may be avoided.

THE FLOODS AND THE FUTURE.

The floods that have prevailed all over the country teach no lessons that have not been taught before and that will not be ignored as they have been hitherto. It is an old story that in those sections which have been stripped of trees the snow when it melts under the influence of sun and rain quickly swells the streams to such a degree as to make damage and disaster inevitable. It is true that there have always been troublesome floods in springtime, and that they can not be wholly prevented, but there is a constant increase in the dangers attending them that must eventually demand a remedy. Manufacturing and other concerns which find it advantageous to have their establishments located in close proximity to the banks of rivers yearly suffer great losses, which they appear willing to bear rather than remove to locations beyond the reach of the waters. For the railroads there is absolutely nothing that can be done—their routes can not be changed. Protective walls and embankments may be constructed, but it is impossible to control a flood at all points in its course and there can be no arrangement whereby surface lines can be insured against the interruption of traffic. Wireless telegraphy will probably before long render communication possible when poles and wires are wrecked. Possibly airships will transport passengers regardless of conditions below the clouds. Reforesting lands that have been denuded in lumbering operations may hold the freshets in check and store up water for the needs of summer. Some scientists have told us that the earth is gradually drying up. Others say the oceans are every year wearing away the land. Just now the drying up theory does not appear to be very plausible. When water is to be seen in every direction the average observer will be apt to fall in with the idea that in future an ark will be an indispensable feature among the possessions of every family.

Judge a worker by what he does, not by how he does it. The noisy river tug that snorts defiance at the ocean greyhound pulls the lighter load.

The cry that "advertising is all nonsense" was born in the mouth of a fool and is echoed by members of his family.

DUTY OF THE BIOGRAPHER.

Throughout the greater part of the latter half of the nineteenth century a few great writers were the heroes of the literary world. For many thousands of cultivated readers in Great Britain and the United States there was a kind of magic in the very names of Tennyson and Browning, Carlyle and Ruskin, Emerson and Lowell, Dickens and Thackeray and George Eliot. There was, while they were still living, a natural desire for a more familiar knowledge of the character and daily lives of each of these world-famous authors. This feeling was very different in its nature from that vulgar curiosity which can only be satisfied by an elaborate statement of insignificant details. What the intelligent reader wants to learn of the life of a favorite writer is something characteristic, something that may serve to make him in some degree personally acquainted with the man to whose genius he is so much indebted. It has been often remarked that the lives of literary men are usually uneventful, and their biographies are, for that reason, likely to prove dull reading. A vast deal, however, depends upon the biographer. Boswell's life of Dr. Samuel Johnson, Lockhart's life of Sir Walter Scott, Trevelyan's life of Macaulay, are notably readable books. Macaulay, indeed, observed that whereas most authors are remembered by their books, Johnson's books were remembered by their author. But if that judgment is just, Johnson's fame certainly owes a vast deal to Boswell. It was the great lexicographer's good fortune to be the center of an illustrious circle. Sheridan, Goldsmith, Garrick, Sir Joshua Reynolds, were among his intimate acquaintances. In telling the story of his life, Boswell wrote more wisely than he knew, told more than he suspected. The Scotch laird who was Boswell's father described Johnson as "ane that keepit a schule and ca'ed it an academie;" but to Boswell himself no man was great in comparison with his hero. Washington Irving says, in his life of Goldsmith, that Boswell sometimes ascribes the victory to Johnson when he was really worsted in debate by the stammering poet, although Johnson had a way of hushing opposition by his dictatorial manner.

The publication of the biographies of the great nineteenth century writers mentioned in this article has in the main satisfied a legitimate interest; although it has been justly complained that in Froude's life of Carlyle the limits of a proper reserve have been overstepped. It was not at all necessary to a complete discharge of his biographer's task that the general public should be taken into the confidence of Carlyle's most private communications to his most intimate friends. What he thought of the great questions of his time and of the great problems of all time, whatever served to illustrate his genius, the habitual attitude of his mind, his temperament, his method of work, the nature and extent of his learning, might be regarded as essential to such a portraiture of the man as Froude intended to produce; but the indiscretions referred to here add not one whit to the effectiveness of the work—helps no one to a better understanding of its subject. Obviously, a biography to be worth reading at all must be, in a very comprehensive sense, personal. Even in the case of a Tennyson the reading public may rightfully expect revelation of many things of

which it could have had no authentic account before his death. But the biographer should know where to draw the line. Touching this point, the editor of the Century remarked in the February number of his magazine: "There seems to be opportunity for tact amounting to genius in the choosing of the right way to present a man's life in a book. As volume after volume of biography appears, continually the discussion is renewed as to this right way. Obviously the author of any given biography may be handicapped, first, by an official or representative relation to the subject; second, by the fact that still there are living near relatives and close associates of the subject. Of late years there have been biographical publications that shocked the whole reading world. Then, partly as a reaction from these, there have been lives which seemed to omit the life, so trimmed and anxious was the treatment. The ideal life of the newly dead would be that which gave all details in just proportion; which dealt chiefly upon the commanding characteristic which made the man thus written of worth writing of at all. But how much of the great man's weakness should be frankly and honestly written down? This is the question that disturbs the literary moralist."

Tennyson, for his part, held that people ought to be satisfied with a man's books, and declared his thankfulness that "we know nothing more of Shakespeare than we do." And there is undoubtedly much to be said for that view of the question. An old adage teaches that no man is a hero to his valet and the rule holds as good in regard to great authors as to other famous men. The world usually gets a man's best in his books—his deepest thoughts, his noblest sentiments, his soundest advice.

A bill is before the Massachusetts Legislature for the creation of a Greater Boston. The Hub is really a much larger place than the census figures indicate because of the number and size of its suburbs. With the proposed territory annexed the city will have a population of close to a million in 1910 and rank fourth in the list of American municipalities. Many arguments are advanced in favor of expansion among them being the fact that a city with a larger population will enjoy greater prestige and take higher rank as a commercial center.

The stories of pioneer life in Northern Michigan, told from week to week by George L. Thurston in the columns of this paper, are as picturesque as they are reminiscent. They cover nearly every phase of life peculiar to the locality named before the advent of the locomotive and abound in ludicrous scenes and pathetic incidents which will be doubly appreciated by those who stood behind the counter in the early days.

Thrifty Maine is going into the corporation making business and is bidding for some of the trade that is now going to New Jersey. It costs only \$50 to incorporate a million-dollar company in Maine, while in New Jersey the cost is \$1,000. But the latter State has an advantage in location, being right across the river from the town where most of the big corporations are formed, while Maine is away off to one side.

He who builds a business on cheapness, builds it on shifting sands. The waves of competition weaken it and the storm of adversity carries it to sea.

MOTIVE POWER.

The old psychologists divide the mind into three great departments—intellect, susceptibility or capacity for feeling, and will. The human being thinks, feels, and chooses or determines. These distinctions still practically obtain, although a more modern school refers all mental states and acts to simple units of feeling. Thought induces sentiment or emotion and desire, which is a form of feeling or sentiment, inspires and sustains the will. It is a man's will that controls his life within the sphere of his freedom—that is to say, wherever he is free to choose and seek his own ends, but the will does not act without motive. It must have a motive or it will remain inert. In the purely physical nature of man, as well as of the lower animals, there is a kind of mental life that is almost entirely automatic. Even where reflection, taste or personal interest might be supposed to play a decisive part, human conduct is often largely determined by inherited or by current opinions, accepted without examination. But where life is consciously and intelligently purposive, wherever it is a veritable expression of personality, it is determined by will under the inspiration of motive.

Does it follow, then, that the strength of the will is proportionate to the strength of the motive—the attractiveness of the inducement—which prompts it in any given case? Certainly no one ever traveled to a distant goal over a supremely difficult road without greatly desiring to reach it. Extremely important discoveries may be made almost by accident and immensely valuable inventions may be conceived, as it were, by a sudden flash of genius. In such a case, no superiority of will power is essential to success. But when an Edison or a Marconi devotes long days and concentrated thought and tireless research, through weeks and months and years, to working out an epoch-making idea and finding the means of its practical application to the business of the world, his energy must be supported by a strong and enduring feeling of interest, of ambition or of duty. The end crowns the work, and it is the beauty or the utility of the end that animates the worker. This principle holds good in every department of life—in what is called business, in art, in science, in learning of whatever sort. The resolute man is the successful man, the leader and the governor of other men; but his will must have its inspiration.

Will power, however, is not of itself enough to make life successful and noble. A man may desire something intensely and unceasingly strive to secure it and yet he may fail because of the inadequacy of his intelligence to the task he has undertaken. Another man may fall below the mark of true greatness, not because of any weakness of will, or any lack of genius, but because the end he seeks is not worthy of his powers. Napoleon was shown a pen with which some author was said to have written all his works. His comment was that the writer in question could not have been a great man; for a great man would not have devoted so much care to the preservation of a thing so cheap and so easily replaced. But Napoleon's own greatness has been challenged upon the ground that his whole career was inspired by egotism—selfishness and vanity. Unquestionably he was a great man in the sense that an extremely capable, energetic and daring

man is great. He accomplished prodigious results; but his conquests might have proved more permanent if he could have controlled his own ambition. The lesson is that a nature may be too intense, that an excess of motive power may be fatal. But vanity is, perhaps, the most persistent of all motives, and the most powerful, except the feeling of love and the sense of duty in noble breasts.

After all, it comes to this, the greatest men are well-balanced. But all the faculties and powers of the mind are susceptible to development, and one may strengthen himself where he is weak. Moreover, all the several mental faculties are mutually helpful. The great thinker must have will power, otherwise he could not maintain that concentration of mind which is ordinarily essential to successful thinking. But the will also exerts a wholesome influence over the emotional nature. Schopenhauer announced, while he was still a young man, that he intended to be an observer, not an actor, in this world. This attitude probably accounts for a great part of his pessimism. If, instead of dwelling upon the ills of life, he had devoted himself to the alleviation of the sufferings of his fellowmen, he might himself have been a happier man. Better than idle repining and vain regret, better than bitterness of heart, is to be up and doing.

In recent years Dr. Robert Koch, the eminent bacteriologist, has figured rather prominently before the public. His recent utterances in regard to the non-transmission of tuberculosis from cattle to man will still be green in the memory of most readers, and the storm of protest against his theory will also be remembered. His work in connection with the theory of the transmission of malarial fevers through the medium of the mosquito also brought him a few additional laurels, but his latest commission from the German imperial health department will be likely to provide him with a permanent, gilt-edged halo. The department in question has appointed him a kind of twentieth century Pied Piper of Hamelin, but it is to be hoped that his work will not have the tragic ending of that of his prototype in the old tradition, so well revamped by the late Mr. Browning. The rats of the Fatherland have been doomed to destruction, the charge that they are disseminators of all kinds of disease germs having been proved to the satisfaction of the department, and Dr. Koch will have to devise the ways and means to carry out the edict. His methods will be on quite different lines to that of the old Westphalian tooter on the flageolet. But it is a question whether they will be as simple. Bacteriology is an abstruse science, and its high arch priest may not be able to cope successfully with the rodent, which is said to be well provided with instinct, a term which some contend should be written "common sense."

The figures show that 59,995 horses and mules have been purchased for the United States Army during the last four years at an average cost of \$88.90 a head. On the other hand the British agents have bought more than three times as many animals in this country during the Boer war and paid an average price of \$139 for them. The figures show either that the British buy a better grade of animals for their army or that the American buyers drive better bargains.

AFRAID OF THE NEWSPAPERS.

Prof. Jacques Loeb, of the Chicago University, seems to be possessed of an altogether too supersensitive temperament. Every reader of the Tradesman will remember the stir made in the scientific world by his experiments in the artificial fertilization of the lower forms of animal life and later by his hints at the possibility of prolonging human life. These, he seems to think, have brought him too much notoriety, and the Chicago biologist has threatened to move his working quarters back to Germany, where, he says, he will be allowed to pursue his studies in peace and quietness. It is a question whether his new quarters would give him that rest from the public curiosity, but that is neither here nor there. In this country he seems to have been pestered by numerous correspondents and by incorrect newspaper articles. Some of the correspondents have had the temerity to criticize him, while others have told him flatly that his discoveries were not new. This, apparently, is where the shoe pinches, and the criticisms, just as much as the newspaper reports, seem to be the crux of the threat to take up his bed and walk. It is the nature of the American to get at the bottom of everything which puzzles him, and this has, no doubt, prompted much of the correspondence. Some of the criticisms may have seemed to the learned professor as altogether unwarranted and they may have been, but he had his remedy and need not have threatened to throw up his job in the Windy City. He need only have ignored the letters and kept his nerves from spreading to the surface. Every new discovery in any branch of science is eagerly debated by an intelligent public, and if the investigator gives up his pet lamb to that public through the medium of an interview he may often expect to see it either slaughtered or, at least, mutilated. The average newspaper reporter is but rarely grounded in the sciences. He may have a smattering of many, but his profession is against his acquiring any profound knowledge and especially of the abstruse biological problems in which Prof. Loeb seems to be an adept. Scientific men are beginning to realize this fact and, while they may grant interviews for publication, they take good care to provide the reporter with an abstract. This prevents any misquotations and at the same time the scientist gets the credit for his discoveries, which, if held over until published in the scientific journals, might be anticipated by some other investigator. Prof. Loeb does not seem to realize this fact, and, moreover, he fails to realize that an enquiring mind is an index of intelligence and that it is better to work amongst an aggregation of such, even if criticism follow, than to shout in the ears of a multitude of wooden-heads.

THE GERMAN SUGAR KARTELS.

The German sugar "kartels" are combinations of manufacturers comprising about 95 per cent. of the German factories. In this country such combinations for the regulation of prices are illegal. In Germany they are recognized by the executive branch of the government. Their operations are secret, so far as they can be kept secret, but are about as follows: In each year a careful computation is made of the estimated sugar crop of the world and the price fixed accordingly. German beet sugar factories do not generally, like our own, refine the sugar produced by them.

This would not be feasible there, as the majority of exports are of raw sugar. The kartel, therefore, has its basis in an agreement between the refining factories and those which produce raw sugar. This agreement binds the refineries to take all the raw sugar produced at the fixed price and requires the producers of such sugar to sell only to refiners in the combination. When sugar is very low in the general market the price fixed for raw sugar is higher than can be obtained for export, and the refiners make up the difference. That, of course, operates as an export bounty in addition to that paid by the government, for if refiners buy for export they must pay to the producers the extra price, which the factories are said to share with the farmers by the payment of about 75 cents per ton more for beets than the world's price of sugar would justify.

Of course, the refiners must get back this extra price, which they do by the aid of the government, which fixes the internal tax on refined sugar so high that it retails at from 7½ to 8¾ cents. By the aid of the government, therefore, the German sugar trust compels the German consumers to pay not only its profit but a second bounty on all sugar exported which goes to the producers of raw sugar. The British and French governments are of the opinion that this is unfair competition, and it is supposed that if it continues countervailing duties will be imposed against it. It seems evident that our Government ought to increase our countervailing duty to meet this German device. It is much easier to understand than the Russian plan which caused us to levy a countervailing duty. The Russian government aids the producers by restricting consumption—or rather production for home consumption—by direct law. The German government accomplishes the same end by an internal tax on refined sugar, which means all sugar there, because unrefined beet sugar is inedible.

Neither the Russian nor German plan is practicable in this country or in any country where home consumption exceeds home production. New factories would be built which would be independent of the trust. The Russian plan, indeed, is unconstitutional here. The German plan may not be unconstitutional; Congress can certainly fix any rate of internal tax on sugar, but the mere proposal of an unreasonable tax for such a purpose would be political death to the proposer.

The ten-hour law passed by the last Washington Legislature to protect the women employed in stores and factories has been held unconstitutional by Judge Griffin in the King County Court. A test case was brought by State Labor Commissioner Blackman with the object of ascertaining whether department stores and other employers of female labor could require their employees to work more than ten hours in one day. The law says they shall not do so. The court held the law invalid because depriving persons of the right to contract without due process of law, and further that the law was class or special legislation. The supporters of the law contend that its provisions come within the police power of the State Legislature. An appeal has been taken to the Supreme Court.

If you speak the truth, people say you are fearless.

An incompetent physician is a licensed criminal.

Clothing

Novelties in Store For Spring and Summer Wear.

The temper of the time is all of gorgeousness. I promised, in my last paper, to say something of the brilliant effects observable in spring hosiery, and I will, but something should be said, first of all on the very much more important topic of spring trousers and waistcoatings. These have just come in, and it may be said without exaggeration that they are dazzling enough to charm the eye of the most phlegmatic person under heaven.

* * *

Beginning, as one might say, at the bottom it is correct to discuss the trousers first. The materials shown me by a very artistic dresser of millionaires are limitless in variety, although all the shades, irrespective of pattern, run to steel gray in tone. When you pause to think of it, there is nothing more effective than a black frock coat, gracefully cut, and a pair of gray trousers with equally artistic lines to recommend them. Day's importations of cloth for trousers mirrorize the fashions, and I suppose the accusation of gorgeousness would justly lie against them, the tones are so high: the patterns, nevertheless, combine chasteness with elegance to a degree that is positively charming.

For example, there are several patterns in Martin worsted (English goods, of course) with the gray shade predominating, but with an amazing variety of checks and stripes from which to select. A very fetching pattern, over which my fingers and eyes lingered lovingly, was a yellowish gray in general tint, with a pale lavender check. Another was a lavender outright with tiny black diamonds running vertically across the surface. I saw another, of shepherd's plaid, with the squares quite a quarter of an inch broad. This last gem, when made into trousers, costs \$20 to look at. It is very fine, of course, but I would not take twice that and put my legs in it. A younger man might.

* * *

Light trousers are imperative at afternoon teas and weddings—especially if the wedding happens, as is sometimes fatally the case—to be one's own. Nothing is more horrible than a pair of black trousers worn with a frock coat. Last week I saw a very famous man so garbed, and I have not yet recovered from the shock. He is a great artist—a pianist of eminence—and an extremely handsome man at that. He faced a brilliant audience, composed mainly of women (who are, after all, the severest critics that we have in the vital matter of our dress), attired in a black frock coat and trousers—with a white waistcoat in between! It was awful. He looked exactly as if he had been sawed in two and spliced together with a napkin. This spring, however, we need have no fear. The material for trousers that will be shown you will supply all wants and necessities, and perchance leave a little over. Before leaving the subject of trousers it is pertinent to remark that the crease in the trousers' leg is one of the few fashions that seems to have secured a foothold positively permanent. Its common sense accounts for its success. The leg of the garment undeniably looks better flat than round, and when not being worn the crease preserves the shape and obliterates the necessity of much repair. I predict that we shall wear our trousers with creases in them for many years to come.

We are again to have the stripe of braid down either seam of our evening dress trousers. The new braid is half an inch wide—of silk, of course—and with a serpentine raised figure running down the center.

* * *

From trousers it is a natural step to waistcoats, and some of those that I have seen, both in washable materials and those more durable, are very tempting. There is one firm that makes a special duty of importing these fabrics. It calls them "fancy vestings" and they perhaps deserve the name. Those made of silk are entitled "the Prince of Wales dress vest"—possibly because they are so rich in complexion. The material is heavy Lyons silk and the patterns are absolutely bewildering. I am told that the Lyons firm supplying them employs an artist at a salary of \$20,000 a year to design them, and after an inspection of the results I am prepared to believe he earns it. I find one of jet black silk, with infinitesimal gold dots arranged in squares; another in pale buff, with half moons worked in silver. The most chaste, however, are in white and cream, and at a time when a real prince of the blood imperial is coming among us—a period during which some extremity in dress is permissible—a waistcoat of this rich order should not subject the wearer to criticism. It is a costly fancy, of course, but the effectiveness of the white figured silk waistcoat can not be questioned. If the fit is as it should be the wearer is a man marked for elegance—you may be certain of that.

* * *

Then as to the washable waistcoat. The material, as formerly, is of linen or duck. It comes usually from Paisley, in Scotland, and there must be an expensive designer abroad here, too, for the patterns are simply exquisite. I saw today one of palest dove color with almost imperceptible dots of pink; another of Beau Brummell drab ridges, flecked with amber fleur-de-lis; another of pink, ornamented with golf sticks arranged triangularly, with a white ball in the center of every triangle; still another of small mauve checks on a white ground. One might go through the list and write forever of such confections. The well-dressed man may languish for some luxuries this spring, but not for exquisite creations in waistcoats. They are to be had in infinite and lovely variety for the looking—and, naturally, for the money.

* * *

And now on this subject of spring and summer hosiery. The favorite material will be lisle thread with perhaps a suspicion of silk in it, and the patterns will create thunderstorms on the inland lakes. In two high class shops I have found a display of socks in Scotch tartans that I am told are to be all the thing in England. This may be true, but to me they look villainous; I should think one's ankles would appear atrociously thick in them. I find socks, too, in shades of green with white thread figurings; also in plain scarlet, while some have openwork from instep to ankle, with criss-cross squares of every hue in the rainbow. This is all very beautiful, of course, but the fact will remain that nothing looks quite so becoming on the foot and ankle of a man of taste as a black silk stocking—especially if he happens to be on a yacht in a pair of white duck trousers and white canvas shoes.—Percy Shafton in Appa rel Gazette.

Spinach is rich in iron, and iron is needed to strengthen brain and muscle.

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MILWAUKEE

Over Two Million and a Quarter Dollars' Worth

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

WILLIAM CONNOR, Wholesale Ready Made Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

Citizens Phone 1957, Bell Phone Main 1282

The Peerless M'f'g Co.,

Detroit, Mich.

Manufacturers of the well known brand of

Peerless
Pants, Shirts, Overalls and Lumbermen's
Wear

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

Grand Rapids Office, 28 South Ionia Street

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

Latest Fads From London and Paris.

The latest bit of fashion news from London is the fact that his royal highness, King Edward, has appeared in a frock coat with velvet cuffs. This has been seized upon eagerly by the tailors of all degrees, and it is but reasonable to suppose that the same "fad" will reach this side of the Atlantic in due course of time. It will have at least one redeeming feature and that is that when the edge of the sleeve becomes worn, which in this case will be of velvet, a new piece can replace it and the life of the garment will be almost indefinitely extended. We all know that with the sleeve and collar of the same material the edges of the sleeve and collar are the first to get dirty and shabby, and they can not be easily replaced. Of course this "fad" will not become a permanent feature unless his majesty should order a second coat built on the same plan. That would insure its longevity, and we will see velvet cuffs appearing, not only on frock coats, but evening coats, sack coats, and perhaps every other coat, from motives of economy, and this very motive will be its undoing in the "higher circles" before long.

There have been since the holidays, many displays of large size cravats in the small haberdasher's windows, I mean by large sizes those that would compare very well with the English squares of a year or two ago; in fact, some of the cravats appear to me to be even larger than the English squares, although built very much on the same plan. These were principally in the high grade goods sold at \$2 and upwards. It is not too much to say that some of these specimens represent the highest form of neckwear art, as well as the art of silk weaving. The silks were of exquisite texture, soft, yet having body enough to hold their shape when adjusted, and the patterns beautiful; nothing extravagant or loud in effect, but all tending to quiet elegance. But really they were all fascinating, and a man who could spend \$15 or \$20 on neckwear, and who really appreciated fine goods, would certainly be richly rewarded in one of these shops.

One of the latest and perhaps the freakiest garments that I have seen in recent years comes from sturdy old England; it is a combined coat and waistcoat, and may be worn simply as a coat, or with the waistcoat. The inventor is quoted as saying that, "Generally gentlemen do not care to appear in public without a 'vest' but in summer the 'vest' is annoying, the waistcoat is so constructed that when the wearer wants to dispense with it, its two sides may be folded into pockets on either side of the coat, thus giving a half lining to the coat itself. When the waistcoat is worn the coat itself prevents the observer from seeing that it is all front and no back."

A fad that is said to be coming to us from gay Paris is a hand-painted stocking. How far it will get, I do not think is of very much importance. It is on a par with the hand-painted "necktie," but the hand-painted stockings are exceedingly costly, so they are likely to last a little longer. So far only the wealthy women have indulged in them, but it is promised that hand-painted half hose for men will appear this spring. Some of the women's hosiery cost \$800 a pair and in addition to being hand painted, are covered with costly jewels. I do not think that we will indulge much to this extent. The major-

ity of stockings so far produced have a single flower, a lily, violet or lilac, and are said to be perfumed with the odor of the flower painted. Wouldn't this be fine on a crowded "L." train some hot night? A Parisian firm recently received an order from a wealthy lady, the design of which is to be cupids and twining serpents with the eyes formed of pearls. The men's half hose in this style will be confined to small clocks and single vine effects.

A discussion has been going around in the papers as to how much a man spends on gloves, and a well-known uptown haberdasher gave a few facts that perhaps will be a surprise to some. I do not vouch for it all, but I think the estimate of what some men might do is not a bit overdrawn, even if the total sums up for one year over \$200. Of course it is not expected a man can wear this number of gloves out, but a man who pretends to be dressed in the "pink" of perfection at all times will not look at a glove when it once shows the slightest sign of being soiled; nevertheless, I think that twelve pairs of Cape goat gloves for winter, to-

gether with three pairs of gray reindeer, is a rather high estimate.

A man of ample means who had no need to count the cost, and at the same time gave careful attention to dress, would buy in the course of a year a good many gloves. He buys gloves suitable for every occasion and use and for every season. Of some gloves he may buy a dozen or a half dozen at a time.

Some men never wear a pair of gloves more than two weeks and, of course, it might easily be that a man could wear a pair of gloves but once; as in the case of white kid gloves when worn in summer.

For ordinary purposes a man of abundant means and careful as to his attire would wear in summer a glove of heavy Cape goat, light tan in color. In some circumstances instead of being actually worn, these gloves would more commonly be carried in the hand; and four or five pairs costing \$2.50 a pair would last him through the summer.

More is learned by action than by reflection, and even man's mistakes, if he reads them aright, may become his most valuable possessions.

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.

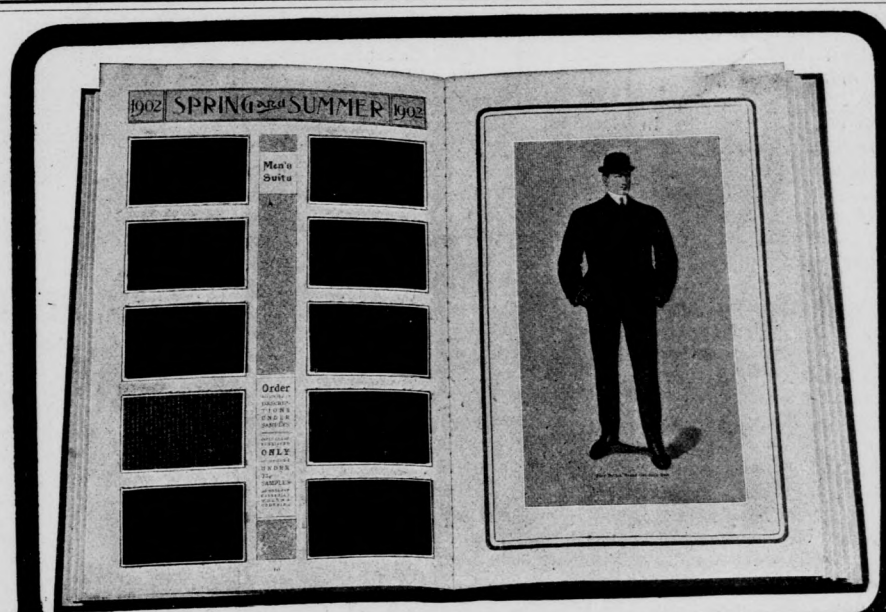
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Ask to see Samples of

Pan-American
Guaranteed Clothing

Makers

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



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.

Shoes and Rubbers

Present Status of the Leather and Shoe Trade.

It is many years since the tanners, manufacturers, hide brokers and leather men have had the same volume of business that they have had in the past twelve months. Since the early part of last May tanners have had to refuse orders; and it is doubtful if you can pick out a half dozen leather men in the United States who have accepted orders for immediate delivery since that date. All orders which have been taken have been for the future, and in many cases leather men have refused to accept even them, unless they had an unlimited time in which to fill them.

Shoe manufacturers also have been confronted with like conditions. During the year 1900 retail merchants sold their stocks up very closely, as with the unsettled condition of the trade, and the possibilities of changes in style, they were unwilling to take chances in placing their orders four and five months in advance, for fear that at the time shoes were received by them there would be a demand by their customers for entirely different styles. This, combined with the rather good fall trade of 1900, left retailers' stocks entirely depleted when the spring of 1901 opened, and merchants placed orders late with a request for delivery fully one or two months in advance of seasons heretofore. This had the result of filling the factories to their utmost capacity. Manufacturers made the grave mistake of permitting their salesmen to take more orders than their plants could turn out within a reasonable length of time.

Added to this was their inability to secure help, as it is a well recognized fact that skilled artisans in both the hide and leather trades are very scarce. More than one manufacturer and tanner sent men to Canada and various other points of the country, as well as commissions to England, in an endeavor to secure help to assist them in their difficulties. In the city of Lynn, Mass., some manufacturers offered agents and traveling salesmen \$5 for each operator they could bring to their shops.

In addition to this great domestic demand for shoes and leather there was the increasing volume of business in foreign countries. Our export trade in boots and shoes the first ten months of 1901 almost doubled that of the same period during 1900. In the latter year we exported boots and shoes to the value of \$3,740,748. In the corresponding period of 1901 our exports amounted to \$5,105,116. Owing to the enormous demand for leather at home our exports of the same for the corresponding period, to all appearances, had a great decline. In the first ten months of 1900 our exports amounted to \$18,160,581. During the corresponding months of 1901 our exports amounted to only \$18,737,262, or an increase of but \$567,681, which compares unsatisfactorily with the increase in the corresponding periods during the previous five years.

In speaking of the leather which we export it is pleasing to note that there is little or no finished kid imported into the United States; while it is only a few years since all the stock used in the manufacture of ladies' fine shoes was tanned in France. At the present time we are shipping bale after bale of this fine kid to that country and England, and during the first ten months of 1901 we exported it to the value of \$1,700,951. These figures would be largely increased

were it not for our foreign neighbors' demand for heavyweight stock.

We received a great volume of orders from foreign trade. In fact, it is more than we can care for. Owing to the established reputation of our product, business comes easily to us, but the conditions surrounding the trade from abroad are not the most favorable to expansion in European markets. We are shipping our leathers to England, France, Germany and Australia to-day, but we can not fill the orders of some of the best and most prominent houses there.

The principal difficulty encountered by leather men in doing business with these people is the unreasonable demand made of American kid manufacturers for plump and heavyweight to the exclusion of the general run of upper stock. In other words, they wish to take the cream from the milk, which, if we permitted it, would be doing a gross injustice to our home trade. It is obvious that kidskins can not be woven like cloth to a uniform thickness, grade or selection, and it is absolutely necessary for European shoe manufacturers to take the run of stock as it comes.

Europe is not the only country that is anxious for our goods. South American markets clamor for the leather products of the United States. They like to deal with Americans, and they readily accept anything which is offered them. Our exports in the Western Hemisphere in boots and shoes alone amounted to \$1,396,646 during the first ten months of 1900. The first ten months of 1901 our exports to the same countries were \$1,992,584. Thus the wonderful market we have at hand without ever crossing the Atlantic is readily seen. Australia is another country which has been productive of much mercantile good to the United States. During the year 1901 we exported \$1,058,064 in boots and shoes to that country. We also exported \$537,750 in upper leather, and \$72,117 worth in sole leather. The increase in the export of sole leather has been remarkable, as at the same period in 1900 they bought from us only \$33,916 worth. From a consideration of these figures one can see that the United States holds an enviable position in the shoe and leather industry of the world.

With all this increase in our product it is doubtful if one will find over one-half of the leathersmen and manufacturers entirely satisfied with the condition of affairs in 1901. Everything which enters into the making of the finished product, from the killing of the cattle to the finishing of the shoe, has been increased in price during the past twelve months. Manufacturers have been loath to raise the price of shoes, and for that reason they have had to resort to measures which they otherwise would not have taken in order to keep profits in view. At the present time shoes are made and sold at a very narrow margin, and many makers count their profits from their discounts alone; thus it can be appreciated what an increase in the price of leather and findings means to a manufacturer. During the latter portion of the year heavy plow and brogan shoes, which usually sell from 96½ cents to 98 cents, have been raised from 2½ cents to 5 cents a pair. This is a big advance when the prices of these goods are considered. In the higher grade of shoes which cost \$4, \$4.50 and \$5 to the manufacturer the increase has been from 15 cents to 25 cents a pair. From all appearances the end has not yet been reached.



"There is a market for the best, and the surest way to get away from competition is to do your work a little better than the other fellow."

Wherever this fact is recognized our market is assured.

Of their kind our Grand Rapids made shoes are the best.

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

COMFORTABLE SHOES



- No. 1059—Women's Red Felt Nullifier fur trimmed..... 85c
- No. 2490—Misses' Red Felt Nullifier fur trimmed..... 80c
- No. 2491—Child's Red Felt Nullifier fur trimmed..... 70c
- No. 2475—Women's Blue Felt lace Dong. foxed, op. and C. S. toe \$1.00
- No. 2487—Women's Dong., felt lined, fur trimmed Nullifier..... \$1.00
- No. 2488—Women's Black Felt, fur trimmed Nullifier..... 85c

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

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

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.

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

Still, we are speaking of the past, but what has the future in store for the shoe and leather industry of America? It would not be surprising if within the next twelve months we were to see ten or twelve failures among the ranks of our manufacturers. The general tendency of the trade has been to centralize the product on one grade of shoes. Men who have never thought of making anything better than \$1 or \$1.10 shoes have been raising the grade of their output and attempting to make shoes at \$2 and \$2.50.

While this is the largest market it can nevertheless be oversupplied, and when this point is reached it will be simply a survival of the fittest. We must do all in our power to down overproduction, and at the same time we must endeavor by all fair means to reduce the price of manufacture as much as possible.

The repeal of the hide duty will be of assistance to us. Our interests will be further advanced by the large tanners of the United States spreading to other countries and paying the same attention to the finished product in their tanneries in these lands that they have paid to it at home. The hills of South America afford great pasturage for our cattle. Brazilian goat skins enter largely into our manufactures, and when this market is properly developed present stringent conditions will be slightly relieved.

Another industry which has a direct bearing upon the shoe and leather trade is that of the manufacture of shoe and leather machinery. At the present time our shipments to foreign countries far exceed those of any of our neighbors, and there is no nation on the globe that is not willing to admit the supremacy of our shoe and leather machinery. While the prices are much higher than that of English make, our machinery, nevertheless, is given precedence over all other, and while it may seem strange to make this statement, there is no doubt that the shoe machinery trusts which we have in the United States are of incalculable benefit to the promotion of inventions. We receive letters every week from foreigners in which they refer to our leather machinery, and they assure us that while the cost is from 50 to 75 per cent. greater than that of the machinery of their own countries, ours is so much better that a sound business policy compels them to pay the higher prices.

It may be interesting to note in dollars and cents the value of the shoes made in the United States during the year 1900. Our shoe exports amounted to \$4,626,256 and our total output amounted to about \$115,631,400. If our United States Senators who are fighting the repeal of the hide duty could cast their eyes over these figures they would realize the importance of the industry they are trying by every means in their power to hamper, and would assist in taking off the unjust tax which, under existing conditions, is too much to ask our merchants to carry.

The shipments of shoes from Boston have always been considered a correct barometer of the shoe business in this country. Although at the present time there are thousands of pairs of shoes made in Massachusetts which never see Boston (being shipped directly from the towns in which they are made) it is interesting to note the increase from that one center. The total shipment by sea and rail from Boston for the first eleven months of 1901 was 4,651,178 cases. For the year 1900 the total shipments were 4,083,332 cases.

James A. Crotty.

Regards His Trade as a Profession.

"You wouldn't think it was much of an art to polish a pair of shoes and feel when you had finished that the job was done as it ought to be, would you now?" asked the hotel porter of the newspaper man as the latter seated himself in the chair and raised his feet to the metal stands beneath him, says an exchange.

"Of course," went on the porter as he smeared his brush with blacking and commenced to rub it vigorously over the foot before him, "of course, any urchin in the street can shine shoes after a fashion, but to do a really artistic piece of work it takes an expert. I was at it several years before I finally got onto the peculiar motion which gives that mirror like effect. I contend that a good shoe polisher is like an artist—born and not made."

"There are three distinct and different sorts of shoes which we have to go up against these days, but those made of patent leather are by far the easiest. It is only necessary to clean them thoroughly with a cloth, apply the dressing, which comes in the form of a paste, and then rub to a polish with a woolen cloth. The polish comes readily, and it isn't much of a trick to get a good one. When you tackle a pair of calf or dog skins, though, it's different."

"New shoes of this variety are the worst of all and, sometimes, even a past master at the art can only coax the faintest sort of a polish to appear on the surface. Everything together tells, and a man can only learn how to do it by experience. The blacking, the method of putting it on and, in short, everything counts."

"Russia leather and tan shoes are worn but little in winter and the summer variety are easy enough. They will ordinarily take a most dazzling polish without much effort on the part of the polisher. Once in a while I run against a pair of heavy oiled, tan winter shoes. They are generally filled with oil to prevent the water and slush from sinking through and for this reason it is almost impossible to get any sort of a polish on them."

Store Kept Open All Night For Late Trade.

The New York Herald notes the opening of a shoe store that is never closed except on Sundays. It runs all night, with a night shift of clerks.

"You would be astonished to know how many customers we have between twelve at night and half-past five in the morning," said the night clerk. "They drift in, as a rule, one at a time, although it is nothing unusual for us to have a small party of customers floating in during the wee hours."

"As a general thing, they are the boys who have been having a high old time of it, but lots of men who work at night and sleep all day come here for their footwear. You see, we advertise this all-night convenience extensively in the newspapers, and many nocturnal workers make their purchases at night. It is seldom that a tipsy customer enters the shop but what he makes a purchase."

"Now and then a party of young fellows will come in, examine the stock, pick out some particularly gaudy pair of shoes and offer to pay for them if any one in the crowd will wear them. Usually there is one of them with sufficient bravery and the sale is made. Sometimes shoes for the entire party will be purchased, the merry-makers leaving their old boots with me, to be disposed of as refuse."

This scheme could probably be worked in no other city, as the number of tipsy fools adrift on the streets at night is nowhere else large enough to make their possible custom worth figuring on. The Herald would recommend

all dealers to lock up the store early and go home, except, perhaps, on Saturday nights and "pay nights." The store with a large proportion of country trade also is sometimes forced to make an exception to a good rule and stay open late. Some farmers will persist in coming to town before daylight, and others drive to town at night—"while they are resting," as they say.

The Egg and the Lawyer.

"I have one great advantage over you," said the egg to the lawyer. "I don't suppose you know when you are beat," said the follower of Coke. "Pooh!" said the egg. "And I know when I'm added, too."

And there the subject dropped.

Some women kiss their pug dogs in preference to their husbands; some men are born lucky.

People who have grotesque conceptions can get along without humor.

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

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

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



For \$4.00

We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

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

A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

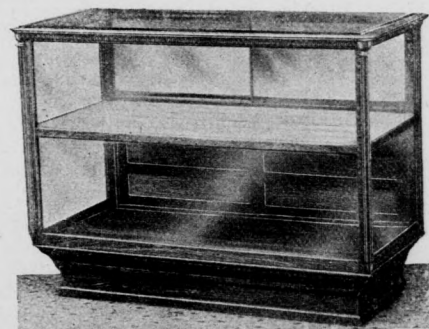
Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown goods show really no open changes this week and buying for home account is only moderate although full prices are easily obtained. Exporters are evidently anxious to do business, but their bids this week are not quite high enough to meet the views of the sellers, so very little was done in that direction this week. Wide sheenings are quiet, but steady. There is a small amount of business accruing right along, but no more than a moderate average. Denims are without further open change in price, but remain firm, and well sold for some little time to come.

Prints—The past week has been without special feature, so far as the movement of dress fabrics is concerned. Staple prints attract the bulk of the buyers' attention. The staple end of the market continues in a strong position in every way. The fancy calico business continues of a modest character. The demand for Madras effects continues in good volume, and leading lines are in a comfortable position. Napped fabrics are not particularly active, the movement of domets and printed flannellettes being somewhat irregular.

Dress Goods—In the business done up to the present time cheviots of the medium priced variety have played a prominent part. Broadcloths, Venetians and other staple cloth effects have likewise figured in the business. The jobber is doing the bulk of this early buying, although the cutter-up has not been very backward on goods that interest him particularly. Fancy waistings have also come in for some attention, some very tidy orders having been taken on certain lines of popular-priced goods. In the current lightweight business the sheer fabrics continue to play a prominent part. So general has the demand been for such goods that the opinion is expressed in some quarters that a scarcity of such goods impends, that buyers will not be able to satisfy all their requirements. It must be admitted that few dress goods men expected such a general demand for these sheer goods. There is still a very fair demand from cutters-up for staple cloth effects suitable for suits and skirts, and mills making goods of that class are generally well engaged.

Underwear—Retail buyers have for some time been making their purchases of spring and summer underwear, but they have been very slow about it, notwithstanding the fact that from nearly every section come assurances that stocks of lightweights were left exceedingly low and that the heavy-weight business has been excellent. It is something of a puzzle to the wholesale houses to account for this condition unless the rather unsettled condition in the primary market is exerting its influence. This should not, however, because this has only to do with the new lines of heavyweights for next fall, and nothing that could happen to the manufacturing end to-day would have any perceptible effect on this end now. For several lightweight seasons, balbriggans have been in by far the largest demand, yet other lines are far from being neglected. Fancies are greatly in evidence, and much is expected of them this spring and summer. Soft, pleasing effects in solid tones, single lines and grouped stripes predominate, but there

are also seen some handsome figures in neat effects. Union suits for spring and summer are in better request than usual; in fact, the demand for this style garment has been growing steadily season by season, as improvements in fit and ease and comfort of adjustment are made. It would seem as though perfection must now have been reached, and certainly for comfort nothing can surpass them. The obliterating of a double thickness about the waist and hips, no waist band, no crawling up of the shirt, all contribute immensely to comfort in warm weather, as well as cold. On all grades and styles of underwear more care is being exercised with the finish and trimming, and for the prices asked, each is a superb specimen of the manufacturer's art. Many imported lines are in evidence, but they meet with stiff competition owing to the excellence of domestic goods, and it is gratifying to note this improvement every season on all lines.

Hosiery—The situation has not changed in important particulars in connection with the hosiery business; jobbers are beginning to distribute goods and are placing some duplicates, more particularly on fancies. Despite the efforts of buyers to break prices no extensive irregularities appear to be manifest; this fact may be attributed in a measure, at least, to recent happenings in connection with the raw staple market. Buyers complain of backward deliveries on lace effects in women's lines, and consequently desirable goods of this class are pretty well held. In wool goods price irregularity appears more strongly pronounced and the demand is not what one could wish; fleece goods continue to move very well.

Carpets—The carpet situation has shown no very great change since a week ago, and those interested do not anticipate any material change until the opening of fall styles during the early part of May. The time is near at hand when duplicates will be received, and unless certain manufacturers try to weaken prices, values are likely to remain the same as those now current. In carpet manufacturing circles nowadays hopes are seldom realized, no matter how favorable the prospects are for better prices or a better demand. The trade are easily compared with a flock of sheep—what the leader does the others follow suit, as was the case at the present season's opening. The Smith Company reduced prices, and this course was immediately followed by others, who ordered a general reduction in all quarters, although general expectations were that a small advance at least would be established. It would be a wise policy and a great advantage to all concerned if the smaller factors could come to some understanding previous to these openings regarding prices, etc. It would no doubt put an end to the breaking up of the whole market, and cause certain manufacturers to sail on another tack. Satisfactory prices could be realized by all, and a better market all around would be the result. The three-quarter goods mills are all busy as a rule on initial business, although just at the present time the amount of advance orders is becoming rather small now that duplicate business is near at hand. It can be safely assured, however, that mills will continue to run in full throughout the season, as a large number of duplicate orders are sure to be placed. Traveling men report a good healthy market in all sections of the country, and the retail-

Pick the money makers



Out of a line of Dry Goods and you will find petticoats among them. Our line this season is a good one—take the \$4.50 article—we know there are few shown by most sellers equal to it; fact is, most of them haven't anything worth looking at for that money. Our \$9, \$12, \$15, \$18 and \$24 numbers are exceptional values. We will sort up a sample lot, say a dozen or two, if you say so. Prompt attention to all orders.

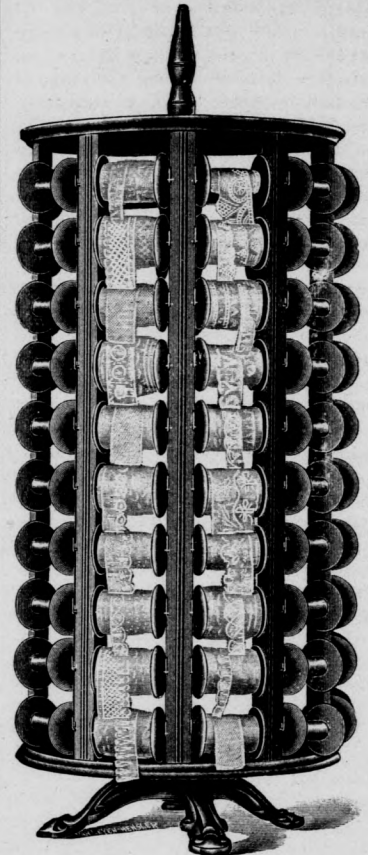
Grand Rapids Dry Goods Company,

Grand Rapids, Michigan

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.

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. Feckenschler.

AWNINGS

FOR STORES AND HOUSES



TENTS, FLAGS AND COVERS.

We can save you money on your awnings as we carry a large stock of Cotton Ducks and Awning Stripes.

Directions for Measuring.

Measure 7/8 feet from sidewalk—this is where frame fastens to building—then send distance 1 to 2, 2 to 3, 3 to 4 (see cut.) Upon receipt of same we will send samples and bottom prices.

CHAS. A. COYE,

11 and 9 Pearl St.,

GRAND RAPIDS, MICH.

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.

ers and other consumers were never in a better way financially, and their interest in carpets is very keen. The ingrain does not show much improvement. Manufacturers report business as unsatisfactory, and prices are down so low that there is very little return for the trouble in manufacturing. While some of the mills on the all-wool goods are running full or nearly full, many of the weavers of the cheaper goods are barely running three days a week. Competition is always keen in ingrain, and this season it is keener than ever before. Many ingrain makers have changed over to different lines, and some are making a specialty of rugs, art squares, etc., generally with good success. Jute and rag carpets are cutting into the ingrain market quite materially this year as well as the cheap tapestries. Cheap tapestries have a good selling appearance, but it only takes a little usage to find out their real value. This fact will soon be ascertained by the public at large, and when the time comes again for a change in carpets, it can be pretty generally assured that these tapestries will not be the ones favored with the next order.

Curtains and Draperies—The tapestry curtain market is in a fairly satisfactory condition, with a better demand in evidence each week. Chenille curtains, table covers and draperies are in fair request.

Retrogression in the Dress Goods Market.

I asked a dress goods manufacturer the other day whether he did not believe that the tendency in dress goods in recent years had been toward lower, cheaper grades, whether poorer quality of raw material did not find its way into this class of fabric to-day than formerly. I had seen so much of this cotton warp business, so much of this filling with just wool enough to hold it together, that I was rather anxious to draw out some facts as to goods of the past. He replied more or less uncertainly, but seemed to be rather in doubt whether this were so. I think it is.

Take repellents, for example. Their very name emphasizes the way in which the goods have retrograded. The term to-day applies to a cheap quality of dress goods which are part cotton and part wool, usually largely shoddy. Yet if you ask why they are called repellents, the answer given is that the cloths which originally bore this name were waterproof—repelled water. In those days they were made of the finest wool and finest cotton. The fabric proved very attractive to buyers, and a great deal of money was earned by those who made the goods. Then the natural result came. Rivals, who wished to share in this prosperity, began to duplicate the goods, and competition led to adulteration. To-day the adulteration has gone about to the limit. I have seen in some of the small mills, which were called woolen mills, repellents being made for the market which contained not one pound of new wool. The first repellent mill I ever visited opened my eyes—for one of the overseers told me that they were running on cotton warps, and that their filling, which they made themselves, contained ninety pounds shoddy to ten pounds of wool. In other words, these goods were made with just enough wool in them to hold them together. They were spinning $1\frac{3}{4}$ and $2\frac{1}{4}$ run yarn for filling, with only 10 per cent. of wool in the stock, but the quality of the shoddy could, of course, be sufficiently high to make this yarn

strong. A friend of mine who makes overcoatings and uses oils for his stock, feels that $1\frac{3}{4}$ run is about the right fineness for his yarn. When you get much above that you need a staple to hold the yarn together.

This class of repellents, however, were not half so surprising to me as were some sackings being made in another mill I visited. Here, too, the warp was of cotton, but the filling not only contained not an ounce of new wool, but was not even all shoddy. The cotton and shoddy were carded together for the filling. I understand that the finished sackings sold for 75 cents a yard, wholesale. Milady who buys one of those sacks must buy for looks. She can hardly buy for wear and durability. —Traveler in American Wool Reporter.

An Embarrassing Situation.

What is known as absence of mind is a most unaccountable psychic phenomenon. It is far from denoting any want of intelligence, for it is often the cleverest and in other respects the most practical of people who are afflicted with this curious forgetfulness that causes them to commit the extraordinary blunders which afford so much amusement to others and embarrassment to themselves. A very dignified and stately lady who lives in the Second ward attracted a great deal of attention on the street the other day. At first, being rather accustomed to admiration, she did not particularly notice it when the passersby stared at her, but when the inspection continued, and some even turned to look after her, she began to think that there must be something unusual in her appearance. She looked herself over, however, and could see nothing wrong, and was about concluding that she misconstrued their glances when a boy passed, looked at her head with a grin and gave a long whistle. Involuntarily she put up her hand and found to her dismay that she had forgotten her bonnet, and that she had on her head a Martha Washington cap which, as it was very becoming to her white hair, she rather affected for house wear. To go home after she had made this embarrassing discovery, or even to enter a street car was impossible. She looked for a hack. Of course, none were in sight; but she was not far from the house of an acquaintance, to which she hurried. "Is Mrs. X— in?" she asked the maid who came to the door. She regarded her curiously. "Mrs. X— is out," she answered, rather rudely. "Are the children in?" she queried, ingratiatingly. "I would like to see them." She could see that she

looked suspicious, and trembled for her answer, for she could not face the public again in her Martha Washington lace cap, and she longed—oh! how she longed—for her to open the door and let her in.

"They are out," she repeated, but she saw deception in her eye and she pushed boldly past her into the hall.

"Tell Mrs. X—'s nurse that I wish to leave a message," she commanded, with her grandest air, and the woman retreated.

"There's a crazy woman a-wanting of you downstairs, Jane," she heard her say at a door on the floor above, and then came a whispered parley, and the nurse came hesitatingly down the stairs. Fortunately, however, she knew Mrs. M— by sight and the latter's troubles were soon over. Before Mrs. X—'s glass she replaced the objectionable cap with a decorous bonnet and returned home resolved to make it a rule never to leave the house again without a last critical look in the mirror.

She was an ignorant but ambitious woman and the great ambition of her life was gratified when her husband was elected a member of Congress. Immediately after the result of the election was known the new Congressman's wife drove in from her country home to the county seat to call in triumph on her dearest enemies in a social way. She called first on the wife of the local banker, who had sent her three daughters through Vassar, and, after receiving the congratulations of the family, she turned the conversation to her plans for the future of her own daughter, Jennie. "I am going to give Jennie every educational advantage," she said. "As soon as the Congressman and I get to Washington we are going to put Jennie in the Smithsonian Institute."

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.



SOCKS

We have a line of fancy socks that will prove a winner to retail at

15c pair

Also a better one to retail at 25c a pair.

Ask our agents to show you their line.

P. STEKETEE & SONS,

Wholesale Dry Goods

Grand Rapids, Mich.

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
 $\frac{2}{3}$ ¢ PER HOUR

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

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

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.

Hardware

Indiscriminate Selling of Goods by Hardware Jobbers.

One feature of growing enlightenment is increasing needs and desires. The demands of the times are innumerable. A century ago the average man required little force from the hand of skillful labor. To-day he wants everything that has been made and even more. He racks his brain to discover a want that so far the inventor has overlooked. Our business is to supply his wants.

A hundred years ago a hardware store in a small place would have been absurd, but as man's wants increased hardware men came to his aid. Had merchants generally at home supplied his requirements as fast as they presented themselves to his mind, he would have looked no further, but as travel increased he saw more and wanted more. He asked the city stores to furnish him these things. His trade was profitable. They catered to it. The result was department stores, catalogue houses, big stores on jobbers' lists whose salesmen retail to blacksmiths, mill men, well drillers and everybody who drives a nail, bends a rod or blows a whistle for their living. He meets the plowman as he homeward plods his weary way and before him smilingly spreads his wares.

Out of our slowness to supply his wants have resulted these conditions; conditions that take our profits and hamper our business. These are serious conditions. Can we change them? By co-operation, by catering to these men's needs, by getting assistance of friendly jobbers we can greatly better them.

In our business we carry nearly everything the blacksmith, well driller or mill man needs in a general way. Many times we have to make very close prices in order to get his business. We do not by any means get all of it, but we are gaining ground. We sell to these customers close and usually for cash. If they are good we carry them thirty days. To sell them gives us prestige if not always profit. I believe it is better to sell them at cost than not to sell them. If they send off for their supplies some of them are sure to tell their customers that they can buy as cheap as any hardware store, and the first thing we know they are ordering things in a small way and supplying at a very small margin consumers who would buy of us. Do not you know that such competition is the meanest you ever have to deal with? These smiths or mill men are always kicking about being robbed by the dealer. They tell their customers, create discontent, demoralize prices and make friends for the catalogue houses and the big retailers with wholesale signs.

Would it not be better to carry what these men need in stock? It does not take much money or space. Sell to them, make them your friends and let them advertise your business instead of drumming for your illegitimate competitors. We can not always sell them at first. The friendly jobber will help us out. Smiths pay more for goods than we do. Send the traveling men to see them and sell them. He will do it and save you a small margin of profit. Co-operate with him; he will help you. Get the run of prices he makes them and go after them yourself with a shade lower prices. By due diligence you will get some of it. It may give you little profit, but the results are good.

But our subject deals with jobbers. Are we not off the track? We may be,

but we can not solicit the smith's trade unless we have the goods. Nor can we object to the jobber selling him unless we buy the goods of his salesman. Jobbers are only overgrown retailers and hence human as all retailers are. They go out after business and they go to get it. If we do not buy of them they will sell those who ought to be our customers. Let us give them a part of our trade. Get their assistance in securing more business for them and for ourselves. Then, if in their eagerness to sell they go after anything that belongs to us we have a wrong to redress and we can ask an adjustment with a good conscience and a good show of success. When you have a case get proper evidence in reserve, then make your grievance known in a businesslike way, but in unmistakable terms. Have plenty of reserve to go after him harder a second time or a third time and you will win. But do not compromise with him when he sends his drummer to catch you with a few tempting prices. Stand for principles. If he ignores you withdraw your patronage; report fully to the secretary of your association and await results.

Whenever the legitimate jobber realizes that we propose to contend for every bit of the retail business in our territory, that we are in a position to maintain our rights, that to visit and solicit our customers without our consent will be to sever our business relations, he will think twice before he defies us once. We hold the key to the position and he knows it.

We have found it necessary to take up this matter of indiscriminate selling in two instances with different jobbers. In the first case we succeeded in establishing our rights and gaining redress. In the second case we have secured very fair promises.

By being alert and aggressive, contending for our rights always, assisting our competitors and standing by our obligations, we will gain ground, gain strength and in the end the victory will be ours.

Charles H. Shirley.

Why Every Hardware Dealer Should Sell Paint.

Competition in the hardware business to-day we must admit is very active, and in order for us to continue to realize the same profit we did in the past it will necessitate changing channels and methods of doing business. This condition has, no doubt, presented itself to a great many and has proved a difficult problem to solve. I have given it considerable thought—in fact, I have made some experiments—and can see but one way out of the difficulty, and that is to increase our sales without materially increasing our expenses. This condition can be brought about to a certain extent by adding to our stock kindred lines, such as mixed paints, varnishes, brushes, etc. These goods, we may safely say, rightfully belong to the hardware business, barring requirements of the builder.

It seems to me that the retail hardware stock, in order to be fully up to date, should consist of everything used by the builder that can be conveniently carried in stock, in which event the contractor or owner who is buying hardware supplies for buildings can also buy his requirements in the paint line without going elsewhere. The existing circumstances have not come upon us suddenly, but have been working in that direction for a number of years.

Several years ago the question of handling paints was presented to me, at

which time I felt I did not have the room or experience to handle a line of that kind, but on the earnest solicitation of a paint salesman I decided to give it a trial and added a line of mixed paints to my stock. The result was that I found I had plenty of room, as it does not require a great deal of space. The investment was not a large one, and I was able to increase my sales considerably without any material increase in my expenses, and at the end of the season when I came to close my books I found that I had made a nice profit in addition to my usual profit on hardware.

This, no doubt, has been the experience of others, and I think it worthy of the consideration of every hardware dealer who is not handling a line of paints. There are, however, a great many paints on the market to-day which would not be a profitable investment for any one, and a little precaution is necessary in deciding on the brand of paint to handle, so that when you do sell a bill of these goods you know that the result is going to be perfectly satisfactory, and the same customer will return to you when in the market for more goods, in addition to which, so long as the building painted with goods bought of you remains in good condition, it is a constant adver-

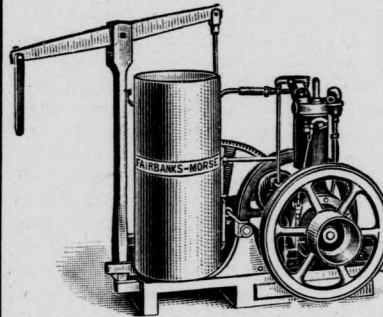
tisement, and enquiries for paints from new trade will no doubt result in sales of other lines which you carry.

When I went into the paint business I got fifteen sample pails from salesmen and took boards and painted each one with a sample of a different firm's paint. From the way the different paints lasted I formed my own judgment as to which was the best. Whenever I sell a can of paint, and the customer does not like it I take it back and when the salesman comes around I make him give me a fresh pail for it. The dealer should handle good paint, however, as there is no use in handling paint worth 65 cents a gallon, as the oil is worth more than that.

D. M. McLaughlin.

A Grand Rapids girl, who is attending school in Washington, went to the reception recently given by the wife of Minister Wu, at the Chinese legation, and of her observations she writes as follows: "The house is very much like an American one. The servants were English, and the few Chinamen scattered about seemed out of place. I found myself wondering that the servants did not give the Chinamen the family wash, and put them out. The Wus are becoming more like us every year. Formerly Minister Wu received, and his wife was poked back in a corner. Now she receives, and he merely wanders around, and looks lonesome, all the same like American man when his wife gives a party."

A-Jack-of-all-Trades Gasoline Engine



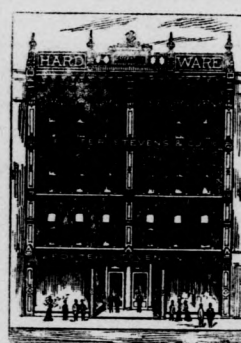
I can pump water, shell corn saw wood, grind feed, churn butter, run a small machine shop and am handy for a hundred other jobs.

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

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

Adams & Hart, 12 West Bridge Street

Grand Rapids, Michigan



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

GOLDEN DAYS

When Style or Brand or Maker Cut No Figure.
Written for the Tradesman.

Time carries us on—ever on.

Yet have I been where the geni of the Arabian Nights could not put me, for I was transported to the year 1879.

I was in Hackett's store at Black Ash Run when the same old crowd, more than a dozen of them, all in one wagon, drove in from the back woods fifteen miles away, just as they used to come to our store in the old days before people built picket fences around their front yards, and in fact even before there were any door yards in the prospective village of Central Lake.

These folks came with their babies, their children partly grown and their young men and women to do some tradin', and they baited their team with oat straw just as our customers used to do, and then they sat around the store and ate their lunches, varying the plain repast they had brought from home with a supply of crackers, cheese and smoked herrings purchased upon the spot.

They scattered crumbs and pork rinds and bits of fried egg and herring skins about promiscuously, made frequent trips to the water pail and got the floor just as slippery and sloppy as I ever knew ours to be in the days of yore.

And then the babies had something to eat, too. It was all so unconventional, so homelike and so comfortable. And it seemed so like the days gone by that I really had to pinch myself to be sure I was awake.

They had brought butter and eggs and homespun yarn and homeknit socks and mittens. They had a little ginseng root, a few dressed chickens and some maple sugar.

They asked: "What's yer cheapest print?" They told Mr. Hackett he was awful high on everything, and let him know that they could buy much cheaper at East Jordan or Bellaire or Elmira or Central Lake, and they expected him to "throw in" all sorts of small plunder with their purchases.

They asked for "steam loom" when they wanted bleached cotton, spoke of "ganzies" when they meant knit underwear and they retained the good old English custom of calling crockery "delf" and a shoe a "boot."

They bought goods, too. Nothing expensive—nothing luxurious. Just the real every day staples like pork and flour and Japan tea. They may have invested in some tobacco, too, and a bar or two of soap for all I know, but it matters not, for it seemed so good to see them all once more and to watch them as they chaffed and bantered and bargained just as they did in the golden days gone by, with never a thought of style or brand or maker.

Nowadays we are expected to take orders by phone, deliver the goods instant, get called to a finish if our serving man is three minutes late and give the hired girls a silk dress twice a year. Therefore when I see a customer who would rather wait than not, who only cares for full measure, low prices and a chance to swap lies by the store heater, it takes me back to the good old times when we had to hustle half a week to get ten dollars in cash, and when the merchant who made two hundred dollars a year for himself was considered a bloated aristocrat.

* * *

One who has passed much of his life in a new country and withstood the ordeal has of necessity learned to turn

his hand to many things. Such a one is Tony Williams, and he told me something of his early life. When he first went to Black Ash Run to clerk in Hackett's store, he did not aspire to be a barber, but in the end he had to cut hair. In the old days the nearest shop was twenty-five miles away, and the Black Ash Runners used to let their tresses grow until, like Absalom, they were in danger of getting hung up in the woods. So they changed work, cut each other's hair and made a sorry mess of it, but they got rid of their flowing locks and the operation was not expensive. Just how it came about will never be known, but the Fossil of the neighborhood went to the store one day and told Tony he wanted his head shingled. He had a long, black mop of hair that must have been uncomfortable in warm weather, and Tony felt sorry for him, but told him he was unable to do the job. The Fossil coaxed. Tony was obdurate. Said he'd never done such a thing in his life. The Fossil begged. Said he didn't care for looks, nobow. Tony resisted as long as he could, but finally set the Fossil on the horse block in front of the establishment, and under the keen blades of the store shears his raven ringlets dropped "like leaves before the autumn gale." Tony had cut as close as he could, but when he stepped back to admire his work, and the rays of the setting sun glanced back from the Fossil's streaked and mottled head, he breathed a silent prayer for the safety of the old man when Mrs. Fossil should discover his strangely altered appearance. The victim rubbed his head thoughtfully, examined himself carefully in a pocket mirror and then gave utterance to an axiom made use of by Hector at the siege of Troy. The original was in Greek, but a free translation would run something like this: "There is only a week's difference between a good hair cut and a poor one."

Further comment was not made, but even now the thought sometimes comes to Tony, like a dream of youth, that the Fossil never again sought his services in a similar capacity.

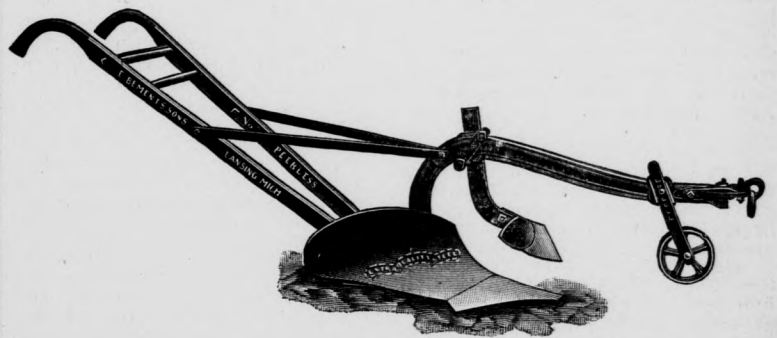
* * *

Shortly after this Tony bought a pair of cheap hair clippers, and when one day Will Whippet came along, his yellow hair streaming out behind like a banner, and Tony offered to try them on him, Will seemed quite pleased. Up through that head of hair sped the new clippers, leaving a smooth, clean highway behind. Again and yet again they did their work, but the fourth time they stuck. Tony pulled and jerked and did his very best to wrest them from their position, Whippet yelling like a maniac the while. Tony pitied him, but he had to have his clippers. So in the end he got them back and quite a wob of yellow hair and a goodly piece of Whippet's scalp with them. Then he wanted to finish the operation (I use the word advisedly) but no persuasion could induce Whippet to remain. And so he went home like that—the top of his head smooth and hairless, while over each ear his tresses waved like autumn corn upon a windy slope. And as Tony watched the retreating form, for the first time in all his life his mind was troubled by a haunting doubt of the truth of the saying that "man is the noblest work of God."

Geo. L. Thurston.

Popular songs would be less objectionable if sung only in the hearing of those with whom they are popular.

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.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Mar. 1.—Nobody will be sorry when the present spell of weather is over. Not twice in a generation do we have such a week as we have just passed. Basements have been flooded—are yet—streets have been impassable, goods delayed in transit, drivers made to fight, with in fact, the whole course of human nature somewhat upset, the only qualifying ray of sunshine being the visit of the Prince, and if he does not take back to the Fatherland a fine fit of indigestion, it will be a wonder.

Business has been as good, under the adverse circumstances, as could be expected. Orders have come by mail, rather than by wire, as so many of the latter have been broken, and out of commission.

Coffee is the one important item which remains dull. There is, to be sure, some business; but it is simply of an everyday character, neither jobbers nor roasters purchasing ahead of current requirements. Why should they? Coffee is not likely to be any higher. At the close Rio No. 7 is worth, in invoice lots, 5½¢. Crop receipts from July 1 have aggregated 12,324,000 bags, against 8,450,000 bags during the same time last year. In store and afloat there are 2,396,111 bags, against 1,245,824 bags at the same time last year. Mild grades show no special movement, although prices are generally steady, Good Cucuta being quoted at 8¼¢. East Indias are quiet and unchanged.

The tea market for the past two weeks has simply gone to sleep. To be sure, some sales are made, but there is room for improvement and dealers are confident this will come later on when the tax question is out of the way and warmer weather is here. Country greens have sold best. Quotations are without change.

There is a satisfactory volume of trade in rice and dealers are quite well content. Not very much is looked for at this time of year, but the future seems bright. Prices are firmly maintained and unchanged.

Some activity has been shown in pepper, but, aside from this, sales of spices have been of small lots to repair broken assortments. Quotations are unchanged.

The canned goods market continues active and futures have been "much in evidence." All kinds of goods are moving freely, but tomatoes have the lead. F. R. Lalor is here from Canada and is hoping to dispose of a large lot at \$1.35, which is about the price of standard Jerseys. These, however, will average rather better than will the stock from Canada, although the latter are very good goods, taking them as they go. Futures range from 85¢ to 90¢, the latter for desirable New Jerseys, and some hold for \$1. Sellers are not making much effort, as there is still doubt as to what the raw stock will cost. Farmers are holding stoutly for \$8 per

ton in many places and there is hardly anything less than \$7. Reports continue of new factories, and if we do not have a big output of canned goods next fall it will be because crops fail. There is no more plausible scheme to lay before a farmer than to tell him of the profits of a canning factory. The catalogues of the makers of machinery prove conclusively that there is nothing on earth that will pay better; but at the same time it will be well if the farmer will act with conservatism and not buy a "pig in a bag." Some farmers in Maryland could tell a story that would benefit others of lost fortunes, the accumulations of a lifetime of hard work. Many existing factories in New Jersey and other states are "pooling their issues." South Jersey packers putting up some 2,000,000 cases have thus joined hands to mutual advantage.

The better sorts of molasses continue in fairly active demand and sellers are firm in their views. Grades that are not up to mark are in a little more accumulation and, possibly, less firm than at the beginning of the year, but, taking the market as a whole, it is strong and the same may be said of syrups, the accumulation of which is not large.

Not an item of interest is to be found in dried fruits. There is the usual fairly steady volume of business and prices are practically without change.

Lemons and oranges are selling as well as could be expected at this season of the year. Prices are well sustained, but show no special change.

There is a steady demand for best Western creamery butter and this grade is firm at 27¢, with some lots at 28¢, although the latter is certainly top. Arrivals are becoming rather freer and, with any accumulation at all, there will likely be some decline within a week. First to seconds are worth 24¢ to 25¢; imitation creamery, 20¢ to 22½¢; Western factory, 18½¢ to 20¢.

There is a good demand for cheese from local and out-of-town buyers and this, together with a better export movement, has helped matters so that the market is in better condition than for months. Best grades, full cream, are worth 12½¢.

There is a light supply of eggs and prices are firm as yet, but indications are of fair supplies soon to be here and it will take only a little to send the market down. Best grades of Western are worth 29½¢, with fair to good about 1¢ lower.

The sense of honesty in every true man's heart makes him want to work. He recognizes that a life of service is his debt to the world, and he is too noble to whimper about what the world owes him. Cowardice is usually a large element in idleness; no brave person is willing to shirk his duty by idling away his life.

Don't hurry with your breakfast. Whatever you have, eat slowly. You are starting the day, and as there must be good digestion to start it fairly, give the digestive organs the chances they have a right to expect of you.

Fairbanks' Standard Scales

Seventy years the Favorite.
Seven hundred Modifications.
Durable, sensitive, accurate.

Fairbanks, Morse & Co.,
Chicago Detroit

DON'T BE A LOBSTER



Send us a trial order for our Standard D Cracker and let us prove by a practical test that we manufacture the best crackers on the market. We guarantee it. They are not made by a trust.

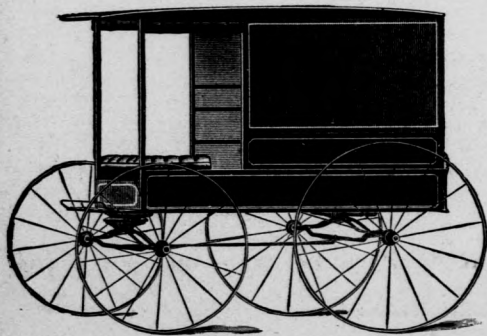
E. J. KRUCZ & CO., Detroit, Mich.



Mill Supplies

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

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



No. 246. Delivery Wagon, with shafts. Price, \$60; same as sells for \$35 more.

29 YEARS SELLING DIRECT

We are the largest manufacturers of vehicles and harness in the world selling to consumers, and we have been doing business in this way for 29 years.

WE HAVE NO AGENTS,

but ship anywhere for examination, guaranteeing safe delivery. You are out nothing if not satisfied. We make 195 styles of vehicles and 65 styles of harness. Our prices represent the cost of material and making, plus one profit. Our large free catalogue shows complete line. Ask for it.



No. 964. Three Spring Carriage. Price, \$110. As good as sells for \$50 more.

ELKHART CARRIAGE & HARNESS MFG. CO., Elkhart, Indiana.

The Meat Market

Believes Supply of Hogs Is Ample.

I usually have a reason when I take a position in the market, and my reason for being bearish on provisions now is that I believe there is an ample hog supply. It has been popular to talk a short hog crop; I am convinced that there is a full one. In other drought years there have been rapid corn advances, putting the feed out of the reach of the farmers. They have been compelled to knock their small pigs on the head, market their hogs in a hurry and send their sows to market. In these years heretofore there have been more hogs than the packer could care for, and there have been declining markets. That was not the experience last fall. For a long time after the drought corn was at a comparatively moderate figure, under 50 cents. The farmer stayed in the hog business. When the corn price did get up, the hog and steer had advanced so much faster there was still profit in feeding. Last fall we paid almost 7½ cents for hogs when we should have been getting them for 3½ cents. But the packer had more money than ever before, and could afford to take the receipts, and look ahead to that scarcity he felt would come this year. But the hogs have kept up, and I can see no reason why they will not keep up. There has been some economizing in feed, but the hog, while a light one, has been of fine quality. I never cut light hogs that have yielded as this year. The weight is not as small as it seems. The light hogs are taken out of the packers' droves and sold back to the scalpers. They figure on the scales two or three times, while the heavy hogs go over but once. In that way the hog weight is reduced under the actual facts. My position on the provision market is based in the main on my belief in a large hog supply, but there are other bearish circumstances. Liverpool is oversupplied and is selling much cheaper than we can manufacture. The South is not in as good a condition as it was a year ago. But the conduct of the provision market is certainly a puzzle. The packers generally, I believe, are long on their product, and the outsider, who is in, is a bull.

E. T. Wells.

Ask For Law Prohibiting Sale of Undrawn Poultry.

New York butchers are preparing to ask the State Legislature to pass a bill prohibiting the sale by wholesalers and retailers of undrawn poultry. There are many cities in which no poultry is sold until it has been cleaned, especially in Boston, Mass. New York authorities made a decision about the drawing of poultry about fifteen years ago, at which time there was a lengthy enquiry regarding the subject. One of the experts who took part in this enquiry was the late Dr. E. W. Martin who was chief inspector for the New York City Health Board. His report was in part as follows: "Before we made an enquiry we thought that perhaps Boston was right and that all our butchers, marketmen and inspectors were wrong. But we did some experimenting. One thing we did was to hang up drawn and undrawn dressed poultry and watched its decomposition. To the surprise of some of us we saw that the drawn fowl deteriorated much faster than the undrawn, which was just exactly what experienced butchers had told us would happen. They said they could not keep drawn fowls because it would not keep sweet

long. They could not tell why this was so but they knew it as a matter of business. The scientific explanation of the superiority of undrawn poultry is probably that, when the inside of a fowl is not opened to the air, the bacteria of decomposition do not have a chance to get at it as easily as when the viscera are removed. You put two dressed turkeys, one drawn and the other not, on top of the highest mountain or down in the deepest mine, and the germs will be there and the undrawn turkey will keep longer." Since that time there has been nothing said about the advisability of dressing poultry before placing it on sale in this market, until now. Several retail butchers who were spoken to on the subject last week by Advocate representatives said they were in favor of the proposed law. "Saturday nights especially," they said, "we feel the need of such a law. Our shops are crowded, and customers wanting poultry insist on having us clean it, which takes a lot of valuable time and makes the shop dirty. I think the drawn poultry will keep as long as the undrawn, and if it does not, it will make the wholesaler sell us fresher stock." Others who were asked for an opinion said they were satisfied with the present method of marketing poultry.—Butchers' Advocate.

A Practical Test of Advertising.

Business men give evidence of beginning to discriminate between the kind of advertising that is of value and the many kinds that are worthless. Some time ago the board of trade of a large New England city appointed a committee made up of practical business men to investigate and report upon the whole question and the report recently made is detailed and exhaustive. It sets out a great variety of facts which were unearthed in the course of the investigation, many of them very curious and some very amusing. Touching the issue of books of ephemeral character, the report details one case where a large number of advertisements were secured on the representation that 10,000 copies of the book would be printed and distributed, while the projectors collected from advertisers several times the whole cost of the work done. In fact, no books were printed except enough to show to advertisers, who thought themselves shrewd in insisting on seeing a copy.

The committee gave especial attention to the practice of advertising in programmes, theatrical and other, and reached the conclusion that it is practically without value. One curious and amusing instance of testing it is detailed wherein certain tradesmen, quite a number of them apparently advertised in certain programmes that for some plausible reason they would give away certain articles of trade usually in fair demand. The programmes appear to have been some of the great value of which as advertising mediums great things were promised and some of the advertisers rather trembled for the possible result. As a matter of fact, no one of them ever had as much as one single call for the articles so advertised, although the ordinary sales continued as usual.

These are examples of the facts unearthed and the unqualified, positive recommendation of the committee is the complete abandonment by business men of all these advertising devices and the concentration of all the money that all business men can devote to advertising in the columns of the legitimate mediums for such business, the newspapers.

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.

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 ,, Cocoanut Macaroons
- 1 ,, Cocoanut 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

Woman's World

The Advantage of Cultivating a Good Forgettery.

In a gay burlesque now running in New York, one of the characters is a philanthropic lady who has established a school of forgetfulness. In this noble institution the wounds that heartless critics have dealt the vanity of actors are plastered over with the healing ointment of oblivion, would-be authors cease to remember the snubs they have received from editors and, by dint of continually singing "All Coons Look Alike to Me," even disappointed lovers are enabled to forget the fickle fair one who has trifled with their affections.

Many a true word is spoken in jest and beneath this airy persiflage it seems to me that there is a philosophy so profound that the wisest of us might well take it to heart. It is, of course, necessary to have enough memory to do business on, but beyond this that ability to recollect things is simply a source of trouble to one's self and of aggravation to one's neighbors and there can be no manner of doubt that those who wish to pursue happiness should by all means cultivate a good forgettery instead of a good memory.

Think, for one thing, how it would save one from being bored. There are those of us, cursed with a good memory, to which every detail of a conversation, every wearisome word of a story, sticks like a burr. Now 99 per cent. of the people you know tell you the same thing every time you meet them. If they have a stock of stories, you have to listen to the same old anecdotes. If they have children, you have to hear of Sallie's cuteness and Johnnie's bright sayings. If they have a dog, you have to endure Fido's tricks. If they are in business or a profession, you have to enthuse over their success. The first time one hears these things they are full of interest as any genuine human document is. The second time one's politeness begins to strain a little at the seam, and by the time one has heard the old familiar stories forty-seven times, it seems actually hypocritical not to slay the bore on the spot. If we could only forget—if the twice told tale were only fresh every time—how happy we might be in the society of many estimable people who now afflict us beyond endurance.

Then, too, what bliss if we could be rid of those dreadful people who remember too much, who recall when everyone who is rich and prosperous to-day was poor yesterday and who are always harking back to the fact that the High-fliers' grandmother took in washing and the Croesus' paternal ancestor started out with a pack on his back. They are the social scavengers who are always digging in the garbage box of the past and fishing up old scandals and family skeletons that bring shame and reproach on innocent people, and the world would be a better and happier place if their odious memories could be somehow suppressed.

Unfortunately, this vice of over remembering is one to which my sex is particularly addicted. Men seem to have the happy faculty of forgetting. At least married men have, for I have never yet heard a woman complain of her husband remembering anything she told him to do, but women never forget the things they ought to, and all of us know some one whose awful memory terrorizes the community in which she lives. She knows to a minute how old

you are. She never forgets a hat or a gown, and she invariably has a pleasing little way of saying: "Dear me, how well you look. Nobody would think you were 40 years old unless they remembered when you made your debut like I do," or when you appear in a freshened-up gown that you fancy looks brand new, she will observe: "After all, there's nothing like chiffon for real wear, is there? This is the fourth season, you have worn that frock, and it positively looks almost as well as when you first got it."

But, disagreeable as a good memory is in other people, it is when the matter comes down into our daily lives that we find that there is no other wisdom equal to forgetting things, for memory is only too often nothing but a shirt of Nessus to torture us. A poet, with a poet's divine insight into the human heart, declared that a "sorrow's crown of sorrow is remembering happier things." He might have also added that it is only too often a hoodoo that keeps a person from succeeding in the present.

Among the most pitiful creatures in the world are those unfortunates who

have seen better days, and who, through some shift of ill luck, are thrown out on the world to make their own living. Who has not known the man, doing some small job badly, and eternally apologizing for working at all by saying he was not raised to that kind of thing? Who does not know the woman who keeps a slovenly boarding house and who thinks that the fact that she has a pedigree or used to ride in her own carriage will compensate for mean coffee and unswept rooms? How much wiser, how much happier, how much better it would be if these people, instead of dwelling continually on past grandeur, would, in the slang of the hour, "forget it" and brace up and make something out of to-day, instead of lamenting over yesterday?

Just what a fatal handicap this having-seen-better-days affliction is nobody knows but those who have tried to help some woman who, but for having to always recall that she did not used to have to work, and never expected to come to this, might have gotten along swimmingly. Everybody dreads their reminiscences. Everybody fears them.

Once I went to a shrewd business man, asking for a place in his office for a particularly bright young woman who had suddenly been deprived of fortune and thrown on her own resources. He had virtually promised her the place when I incautiously remarked upon her former exalted state, whereupon he immediately withdrew his offer.

"Not on your life," he said. "I do not want anybody around me with a past. I want people with a future. I want people whose present is the best days they have ever known, who think that to be in my office is a come-up in the world, not a come-down; who are proud to say they are working for me and are not ashamed. Nobody who feels that they have to apologize for the work they are doing is worth their salt. You have got to take pride in your occupation and put your heart in it to succeed."

I went away bitterly disappointed, but I knew that the man was right and I knew that he had put his finger on the very mainspring of women's failures and the very best advice that anybody can offer the working woman of aristo-

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,

Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,

Clerk

cratic lineage is to climb down out of her family tree and try to make something out of herself, instead of supinely and tearfully contemplating the glory of her ancestors.

Another memory that is worse than folly to cherish is the memory of our wrongs. The most beautiful attribute of childhood is that to it has been given the divine power to forgive and forget. To grown people, of strong passions, this is not ever wholly possible. Somewhere deep down in our consciousness there rankles the memory of the unkind word, the cruel deed, the injustice or the wrong. We can never wipe the slate entirely clean and obliterate every trace of it, but we can, if we will, bury it so deep that it will cease to poison our existence.

Not long ago I heard a woman tell this story: "Once in my life," she said, "I had a cruel injustice done me, and I received some letters, every line of which dropped vitriol. For years I let my mind dwell upon the circumstance, and I kept the letters, and every now and then I would read them over again, with the result, of course, that the whole affair, in all its hideousness, would come back to me. Finally one day it occurred to me what a fool I was making of myself. 'Why,' I asked myself, 'should I stir myself over a thing that is past and gone? Why should I, whose days are filled with pleasant things seek out this one unpleasant one? Life is too big and broad and sweet to waste it on resentments and hates, and I am not going to do it any longer.' With that I burned up those letters, and I deliberately forgot, as far as possible, everything connected with the whole affair. I never allow myself to dwell on a wrong, and I am a happier and a better woman for it."

Then there are the inevitable sorrows of life—the bitter-sweet memories of those we have loved and lost. They are sacred griefs, and we would not forget them if we could, but surely we often sin here, too, in remembering them too much. The world is for the living, and not for the dead. God gives us sunshine after rain, light after darkness, the beautiful spring after the blight of the winter's frost, and He means us to set our faces always towards the new day, not that we should always be turning to look backwards with unavailing tears and cries for that which earth can never give us again.

I have seen a mother neglect her living children in her sorrow for a dead one. I have known a wife who, heart-broken over the death of a baby shut all the sunshine out of her house, and made her home nothing but a place of lamentation. Her husband, a gay, pleasure-loving man, grew tired at last of coming home to a wife who was nothing but a hysterical bundle of crepe, and he drifted away from her, and the end was a tragedy far, far worse than the baby's death. There are plenty of women who cherish their griefs, who feed upon them, until they let one sorrow wreck their whole lives. This is all wrong. We owe the world a debt of cheerfulness, and we best pay it when we hide our own secret sorrows out of sight, and let our griefs hallow the temples of our hearts, not darken them.

Finally, beloved, let us forget the little faults and weaknesses of those about us, for in the end that is what we must all ask for ourselves. "Remember thou not our transgressions against us" is the last prayer that all weak, faltering, sinful humanity must ask of its God.

Dorothy Dix.

Serenity Is the Flower of Contentment.

"Serenity," began the woman in goggles, "I suppose you all have your idea about that. Low voice, sleek hair, prunes and prisms and a general air of stilted stupidity. But did you ever take into consideration the serenity of a bull dog that has taken his grip and means to keep it? Blows, kicks, imprecations and coaxings—they are all one and nothing to bull. His grip is what concerns his energies; nothing to be wasted upon growls or snapping at stray flies. He simply holds on, and he is ever so serene."

"It is this serenity of a settled purpose that seems to have faded from among you as the crimson fades out of a winter sunset, leaving the sky a sea of ashes."

"You must have some purpose in life or you must, at least, think that you have, and that it is a good one. Then why, in the name of wonder, don't you stick to it and be done with this senseless yapping at shadows?"

"Imagine, if you can, a woman who has settled to her work, who knows what she wants to do and means, with heaven's help, to do it! What do you suppose she would care for the petty things that harrow up your souls? She is sham-proof. What she does she does for cause. Good cause, it seems to her. Naturally, she expects the same behavior on the part of others; is, therefore, not on a very sharp lookout for meanness and malice. And it is true, you know, we find what we look for. She has made up her mind in the beginning to incur obstacles and defeats pretty much as the bulldog makes up his mind to blows and kicks. To keep her grip is the main matter. She would no sooner think of wasting time and energy upon vexation and self-pity than bull would think of loosening his hold to snap at flies."

"And that woman is your serene woman. Wherever you meet her you will know her by an honest glance and a smile devoid of bitterness. She is not a woman who makes idiotic confidences or asks your advice or tells you her plans. As a rule she is not a rabid talker. So strongly has resolution gained upon her that she can not shake off its settled mien and ever-present hint of earnestness. But the fever seems to go out of life while you are with her, the strain slackens and the galled places ease a bit."

"You explain it all by saying that she is a happy, contented woman. You never stop to think about it, but have an idea that happiness and contentment are mysteriously bestowed, or, at best, that they come from the outside. The poor woman imagines that it can be bought, but the rich woman knows better. It is not to be bought for any money. Far above rubies and all precious stones is this glad, green plant, yet it sprang from a rough-looking seed. 'For she sowed honest endeavor along with her deeds and contentment sprang up and grew to gladden her.'"

"And serenity is the flower of contentment. Some day you may learn that. It will be a glad day for the human race when you do. When you realize that this full flower of the soul is a thing of inward growth, and not of outward pressure. When, instead of striving by main strength to silence the jarring laugh and soften the shrill tone, you will set yourself honestly to take away the cause, you will seek out some purpose to grow as you grow and nourish you with its strength. Anything, so it

be honest—directing a household, running an office, keeping the upper hand of a lot of wild youngsters, or only standing squarely by the man you have sworn to love and honor. Anything will do to start with, so that you keep your grip and do not let go a dozen times a day to snap at flies and snarl at your neighbors. It will grow, and you will grow with it. For its sake you will conquer petulances, set aside sharpness, overcome self-pity. Bit by bit you will grow broader, stronger, kinder. And for its sake you will learn to meet every issue squarely. There will be no more of these silly efforts to lay the blame anywhere save on your own shoulders."

"I tell you, ye women, there is not that thing on earth to-day that you would not make a scapegoat of sooner than say, 'I was to blame.' Cowardice is rampant among you."

"Plausible, and to be eloquent in your own excusing, yes. But to stand up stiff and bear the brunt of your own bad breaks? Not on your life. You have lingered too long in the courts of the bankrupt and among men who make burdens of their failures and bind them upon wives' shoulders. You have caught the cant and whine to perfection. Are you the better for it? Do you suppose that any sane persons credit the cry? That there can be such a thing as sympathy for insincerity?"

"To be honest, it is the beginning of all strength. Your idea of honesty is to tell your neighbor that she has a snub nose. But try telling yourself that you have a snub nose and see if you will not be a bit the braver."

She paused and looked at them for a moment and the expression in her eyes showed that she despaired of being understood.

"If you would only consent to try it. To put petulance out of your life for a year, a month, a day. Ye gods, cannot you understand? 'It is the little foxes that spoil the vines.'"

F. H. Lancaster.

What Brought the Crowd.

"What a crowd of lady shoppers there are in the shoe department to-day," remarked the saleslady. "A marked down sale, I suppose."

"Yes," replied the salesman, "all the ladies' No. 6's are marked down to No. 4, and so on."

THREE GOLD MEDALS PAN-AMERICAN EXPOSITION

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES



Trade-mark.

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

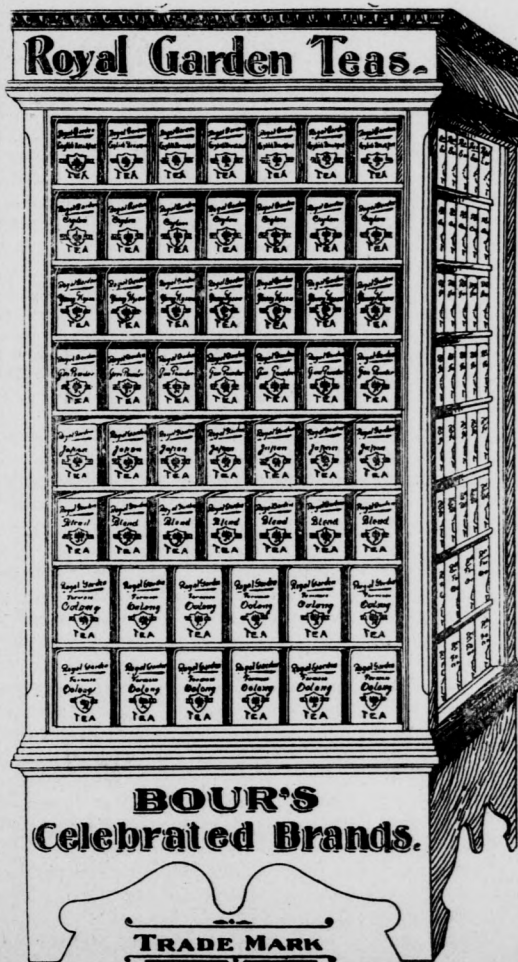
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.



Bour's Cabinet of Royal Garden Teas

In pounds, halves and
quarters.

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

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

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

Write for particulars.

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

Butter and Eggs

Suggestions Regarding Packing and Shipping Butter.

In regard to packing butter for the market it has seemed to me for a long time that the creamery folks were not sufficiently alive to the importance of getting the very best packages obtainable, packing the butter in the neatest and most attractive style and then getting it to market in as perfect condition as possible. If we stop and consider the way butter was made twenty-five or thirty years ago, and the style of packages then used, we see there has been a constant change and improvement. Just as in a collection of firearms, you may see the old-fashioned flintlocks used by the first settlers, then the guns with locks for percussion caps and ramrods for loading, then the double barreled breech loading guns, using central fire cartridges, and now the hammerless guns and smokeless powder. Just so in the buttermaking and packing; there was the old-fashioned churn and the dairy butter packed in uncouth tubs of all styles, sizes and conditions.

The tops covered with cloths—sometimes with seams in them showing they had done duty elsewhere, the covers fastened on sometimes with shingle nails, and sometimes with leather straps, if there was a boot leg handy from which to cut them; in fact, "any old thing" was considered good enough to pack butter in in those days—earthen crocks, kits, half barrels and even water pails were used. It was sent to Boston in that way and brought the old-fashioned profits. It has been a long stride from those times to these days of creamery butter, cold storage facilities for keeping it and close competition and small margins in selling it.

One of the earliest steps that I remember in this process of evolution was by a farmer in Milton, Vermont, who shipped us very nice butter. He arranged a small tread mill in connection with his churn so that his dog should do the churning. The trouble with the scheme was that the dog soon got to know when churning day came and would take to the woods unless tied up the night before. That man used to make fine butter, and it would be called fine now, although he never heard of a separator, or a commercial starter, or the Babcock test, but he took pains to have everything neat and clean in his dairy and used bright, clean tubs for packing, so his butter always brought top prices.

Well, since the creamery system has come in changes have come fast, and the standard of quality has been raised immensely. The proportion of fine butter has also been immensely increased, but now, as then, there are the brands of butter which always bring top prices, and others which always lag behind and sell lower. The main cause of the difference will of course always be found in the quality of the butter, but another cause of great importance will be found in the style and condition of the packages. A tub of butter weighing 50 to 60 pounds and grading extra is worth, say \$12 to \$15. A lot of twenty-five such tubs is worth \$350 to \$400. Now a shipment of this value is surely worth putting on the market in best possible shape; yet I think any Boston dealer will surely bear me out in saying that we all of us at times receive shipments of that size, or larger, in tubs of poor style, stained or dirty, with broken cov-

ers or hoops, and general condition such that a reduction of one-half cent to one cent per pound must be made to effect sale. That means a shrinkage of \$10 to \$15 on the lot, which would go a long way toward paying for good packages.

The old saying is that "the proof of the pudding is in the eating," but we must admit that however good the pudding may be if it is served in cracked dishes of doubtful cleanness, one's appetite is taken away and the pudding is less appreciated.

The railroad companies are largely responsible for broken packages and poor condition of the tubs. They are roughly handled and piled up in the cars so that the jerks of starting and stopping cause the piles to tip over. This past week we received at our store a lot of butter which had evidently come in a coal car. The tubs were black—tops, bottoms and sides—and no amount of scraping could make them look decent. We finally washed and scrubbed them and even then they looked smooched. The transportation service is not what it should be as regards time. We Boston dealers have been greatly annoyed the past two months with the delay in unloading at the freight houses. We send our teams up repeatedly and although the cars are reported arrived, we find they are out on the bridges, or side tracks, and it is anywhere from six to twenty-four hours before we get our butter.

To speak further of packages, we had great trouble for a couple of months the past summer with tubs shipped by two creameries which evidently bought them of the same manufacturer. They were bright, clean and all right, except for the thinness of the hoops about the covers. It is no exaggeration to say that from 20 to 25 per cent. of the covers were broken every week. This caused much annoyance and extra work. The buttermaker at a creamery knows good tubs and boxes and don't want anything else, but it does not always lie with him to do the buying. Let me give you a letter received from a buttermaker, in answer to our protest for having changed from a good make of tubs to a poor one. I will not give his name, but if he reads this he will recognize his own letter, and I ask his pardon for using it without permission:

In regard to the tubs, you did just what I expected you to do. I was so mad when I saw those tubs I have not gotten over it yet. But, Glory to God, we have not got many of them, and as soon as they are gone, we will get some tubs from Stone, and will get good ones, too.

Another point in regard to covers: They should be firmly fastened on with tin straps, three on the smaller and four on the larger tubs; the tacks driven in straight; if driven in slanting they pull out easily and covers get loose. Hook fasteners should never be used, they discolor the tubs and tear the bands, and are conducive to profanity among the boys who work in the butter stores.

Five pound boxes and prints are coming into more general use every year. The boxes should be the best obtainable, made out of clean, bright stock, free from knots and with well fitting covers. The round boxes should be filled full and smoothed off even with the tops. In the square, the paper linings should be neatly fitted, and folded on tops. Crates for both styles should be an exact fit, so there can be no shaking about.

It is needless to say that the boxes should weigh fully five pounds net.

Buy your

EGG CASES AND FILLERS

from

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

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Wholesale Butter, Eggs, Fruits, Produce

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

"WANTED"

**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.

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417 304 & 305 Clark Building,
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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.

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.

We Are Leaders

We buy or handle for shippers' account Poultry, Butter, Eggs, and all Country Products the year round. Coolers and cold storage in building. Correspondence solicited.

GEO. N. HUFF & CO.,

55 CADILLAC SQUARE, DETROIT, MICH.

Nothing else goes now-a-days, and an ounce or two short is not accepted. In both tubs and boxes, every precaution should be taken to prevent the butter from tasting of the wood. Tubs should be well soaked in strong pickle; they should also be held over a steam jet to kill the wood flavor. If soaked with weak pickle, or fresh water, the outside of the butter is bleached by the action of the water and shows white, when it is turned out to be wired. All these things count with the retailer. Go into a modern grocery store in any of our large cities, and you will find a refrigerator with a glass front, and handsome as a roll top desk. That grocer wants nice butter, in clean, bright packages, and sixteen ounces to the pound, and will have it if it is to be found.

The creameries that make the sterilized or renovated butter know the importance of neatness and style. There are no handsomer lots of butter come to market than those which they send. They are the perfection of neatness. The crates in some cases are lined with stout brown paper, and a stout cord is tied about the center of the crate so no slats can work loose. I do not believe the Vermont people realize how this sterilized butter is pushing in on the market and taking the place of dairy butter, and of the creamery butter, which is "a little off" as the saying is.

Every month its sale is increasing, and I have read the prediction that eventually there will be only two kinds of butter sold—fancy creamery and fancy sterilized. All dairy butter, ladle packed butter and cheap grades of creamery will fall out because it will not pay to make them.

However that may be, it is evident that we can not depend so much as formerly on the English market to take our surplus stock of medium and low grades, or even of the best butter.

Australia has for some time been our competitor. Within a few years the creamery system has been established in Russia. It is subsidized by the Government and its progress is immense.

Refrigerator trains are run to the seacoast in the summer time and Russia must be reckoned with in exporting dairy products to the English or Continental markets.

In the beginning I compared the present method of making and packing butter, with those of twenty-five years ago. There is no doubt but that in the year 1925 our methods will seem to our successors as antiquated and "way-back" as those of the past do to us.

It seems to me the greatest room for improvement lies in the care and quality of the milk before it is delivered to the creamery. If some ways are not devised to avoid stale, bad flavored milk in the winter and sour milk in the summer, the butter of the future can not be much better than ours.

W. R. Brackett.
Boston, Mass.

My Symphony.

To live content with small means; to seek elegance rather than luxury, and refinement rather than fashion; to be worthy, not respectable; and wealthy, not rich; to study hard, think quietly, talk gently, act frankly; to listen to stars and birds, babes and sages, with open heart, to bear all cheerfully, do all bravely, await occasions, hurry never; in a word, to let the spiritual, unbidden and unconscious, grow up through the commonplace. This is to be my symphony. William Henry Channing.

Peculiarities Pertaining to the Handling of Poultry.

"There seems very little chance for low prices on poultry the balance of this season," remarked a poultry merchant. "It is just as some one said in your gossip column some time ago: Grain has been so high that farmers have worked off their poultry until they have none to spare now for shipping, notwithstanding the high prices lately prevailing, and I think we will have a good market from now on, which will allow frozen poultry to work out nicely. I only wish I had plenty of frozen as it looks like very good property." Another receiver speaking on the same subject took a somewhat different view of it and said: "I don't consider poultry so short in the country. I think the light receipts of late have been due largely to wintry weather which has interfered with collections in the country. Then eggs have been high and many farmers have wanted to keep their poultry until the egg market declined. I have advices from shippers indicating plenty of poultry in some sections and I have been expecting the market to weaken for some time and still think there will be enough poultry to keep prices within reason during the balance of the season."

* * *

Snow storms again interfered with the delivery of poultry last week, some stock coming in several days late. It seems that shippers can not depend much upon the transportation companies to deliver their poultry promptly at this time of year as heavy storms make it impossible for the trains to get through on time. While the weather is cold the stock is apt to carry through in pretty good shape, but mild weather would cause it to deteriorate in quality.

* * *

Considerable frozen poultry has been offering for sale of late, nearly all holders taking a little stock out of the freezers owing to the moderate offerings of fresh poultry and the importance of selecting stock, especially when put up to freeze, is very clearly demonstrated by the appearance of the stock shown. Nearly all sellers have had more or less frozen stock which runs irregular, the poor thin birds freezing up dark and unattractive while the good stock shows up light colored and inviting to buyers. After it is frozen solid of course it can not be sorted and often a few dark colored fowls will spoil the sale of a whole package. It would certainly give shippers a fine idea of the necessity of careful sorting and packing to take a trip through the market at this time. Most of the large shippers or packers visit the market at this season, but there are many that do not and it would certainly pay them to come on and investigate the methods of handling poultry. If shippers could only be here and see their stock sold and have the commission man point out the defects it would take very little time to improve the quality of the offerings. The many little defects in dressing—in all its branches—are what lower the selling price. A receiver, speaking about these little things said recently: "It is almost impossible to get shippers to remedy many of these little evils. We write them and write without effect and at times we feel that they do not appreciate our efforts. In fact, we have lost many a shipper because we have insisted on more care in dressing, packing, getting the animal heat out more thoroughly and a hundred and one other things. We have lots of marks which are not quite good enough for our best trade and while some few shippers

will give our advice attention and improve their poultry so that we can average a little better price for it, most of them pay no attention to our instructions and we have to let their poultry go to regular buyers at the market prices, whereas if it was only a little above the average in quality we could place it in special channels at a premium most of the time."—N. Y. Produce Review.

Excessive use of salt paralyzes the nerves of taste, and is a tax on skin and kidneys in removing it from the blood.

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.

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. SCHAFFER & CO.,
EASTERN MARKET, DETROIT, MICH.
WRITE FOR REFERENCES

JACOB HOEHN, JR.

Established 1864

MAX MAYER

HOEHN & MAYER
Produce Commission Merchants

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

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COMMISSION MERCHANT
175-177 Perry Street, BUFFALO, N. Y.

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.

New Silver Leaf Flour

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

Muskegon Milling Co.,
Muskegon, Michigan

AFTER THE POSTOFFICE.

How the Contest Finally Ended at Kelly Center.

Written for the Tradesman.

Sometime ago old man Rutter, who has been postmaster at Kelly Center ever since Charlie Smith ran away with Sim Jones' youngest daughter, announced that he intended to retire from the postmastership. This at once produced a flutter in the bosoms of several of Kelly Center's seven leading citizens. Bill Blivens got the bee in his bonnet and figured if he could get the job he would move into the town and open sort of a department store—a barber shop and blacksmithing establishment, in both of which professions he claimed to be an adept and, incidentally, the postoffice. Hiram Plunkard also got the idea that he would be a good man to pass out stamps at Kelly Center. There were a number of other candidates.

Strange to say, the matter had been in the air for some time before Hank Spreet got the idea that the postoffice should be located in his grocery. He thought it over several nights in the solitude of his room before he dared mention it to anybody. When he finally decided to get the advice of a confidant he had some difficulty in thinking of one to whom he could confide his ambitions. At last he hit upon Eli Grasslot. Not that Eli was any great friend of his; but Eli was the one person in the village he could think of who did not also desire to be postmaster.

When Hank mentioned the matter to Eli that worthy took several puffs at the cigar Hank had given him before he ventured a reply. Then he said dubiously:

"I don't want to discourage you, Hank, but I guess you're too late to land that job now. Looks like it lays between Bill Blivens and an old man Plunkard."

"But Bill can't hardly read or write and an old man Plunkard never voted the ticket in his life."

"I know, but Bill figures that his oldest daughter kin look after the post-office and as for old man Plunkard, he's been a good Republican ever since Postmaster Rutter gave it out that he was a-goin' to quit the job. Anyhow, you wouldn't stand no ghost of a show, because Bill and Plunkard has sent two long petitions to Washington. Pretty nigh every man in the township that isn't after the place himself has signed one or the other of them petitions. Now, a man can't sign more'n one petition, so who'd you git to sign your'n?"

"Can't a man get a job without a petition?"

"I never heard of one that did."

"Say, Eli, do you know what a petition is? It's a congressional cigar-lighter."

"Maybe. But you've got to have the cigar-lighter."

Eli got up, yawned and left the store. Ten minutes later it was known throughout Kelly Center that Hank Spreet was a candidate for postmaster, and Kelly Center held its sides and laughed. Meantime Hank was writing a letter to his Congressman, announcing his candidacy.

The contest between Bill Blivens and Hiram Plunkard waxed warmer as the days went by. As for Hank's boom, that was lost in the shuffle. One day Hiram dropped into Hank's store and found Bill Blivens sitting on a cracker barrel. Hiram drew an important looking letter from his pocket.

"Well, Bill," he said, "I got a letter from Congressman Rivers that says he's coming home on business and 'll run over to Kelly Center to see me before he goes back to Washington. That looks pretty good for me, don't it?"

"An' fer me," replied Bill. "I got the same kind of letter."

Hank said nothing.

A week later Congressman Rivers drove into town and met Bill Blivens and Hiram at Hank's store by appointment. Bill decided to score a point at once by buying the Congressman a cigar. It was a "Hodcarrier's Pride" and, as the Congressman lighted it, Bill thought to himself, "That ought to help my boom a little." Hank, who knew the brand, thought it might not.

With Hank's permission, the Congressman took Bill into Hank's private office. The private office was where Hank kept his books, his molasses and his kerosene. Bill and the Congressman conversed for some time.

"Of course," said the Congressman, as the conversation drew to a close, "I can only recommend; some one else may be appointed after all."

"Well, that's your lookout," replied Bill, deciding to make a bold stroke, "but if some one else is, I may have to do to you what I done to Bob Cramer the first time he was a candidate for the nomination for County Treasurer. Bob wouldn't agree to app'int my Mary a clerk, and you know what happened to him."

"Yes, I know," said the Congressman, "and I will remember."

When the Congressman came out of the room he was a little pale. It may have been the "Hodcarrier's Pride" that did it. He beckoned Hiram into the private office next. The session was short and eminently satisfactory to Hiram. He told the Congressman if he was appointed he would throw the whole Populist vote of the county to him next fall. When the two came back into the store again the Congressman made no motion to hold a conference with Hank and the grocer saw his last hope go as the Congressman walked out, escorted by Hiram and Bill, both smiling and confident.

Ten minutes later the Congressman reappeared to get a cigar. He turned his head away when Hank offered him another "Hodcarrier's Pride," but Hank produced a brand from his desk that seemed to suit the distinguished visitor better.

"Mr. Spreet," asked the Congressman, "you're a pretty good Republican, are you not?"

"I don't deserve any credit for that. I was born that way and have never been anything else."

"I am sorry your application was not accompanied by a petition. Pretty nearly every man in the township seems to be for Blivens or Plunkard."

The Congressman drew two petitions from his pocket.

"Here's Bliven's, for instance," he said, "headed by William Smythe. I don't know him, but I judge he's a man of some prominence. Do you know his writing?"

"I've got a sample—but it outlawed."

"Well, here's Sim Jones. Know his writing?"

"It's on the back of the sample."

"Perhaps we'd better try Plunkard's petition. I'm surprised to find Walter Stubbs on here. He used to be quite a friend of yours."

"So am I surprised—he's been dead a year."

The Congressman whistled.

"Perhaps you can tell me who some of the others are," he said.

"Perhaps I could," replied Hank, "but I won't. It wouldn't be fair. But I'm sorry I didn't have a petition."

"I wouldn't let it worry me," said the Congressman. "Petitions, some petitions, are not everything. Good day."

If you want to mail a letter in Kelly Center now, you must go to Hank Spreet's grocery. Douglas Malloch.

Cause and Effect.

"John," she said to her husband, who was grumbling over his breakfast, "your love has grow cold."

"No, it hasn't!" he snapped, "but my breakfast has."

"That's just it. If your love hadn't grown cold you wouldn't notice that your breakfast had."



That's the One!!



The Ann Arbor Quick Lighting Gasoline Lamps

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

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

The Imperial Lighting System

Patents Pending



Economical, brilliant, durable, reliable and simple to operate. A light equal to an electric arc at a very low cost. The Imperial Lighting System is far superior to the Electric Arc, being softer, whiter and absolutely steady. From a tank the gasoline is conveyed through an entire building through a flexible copper tube that can be put through crevices, around corners and concealed the same as electric wires, and as many lights as may be desired can be supplied from the same tank. The Imperial System burns common stove gasoline, gives a 1,200 candle power light, and one gallon of gasoline burns 16 hours. All lamps are fully guaranteed, and are trimmed complete with full instructions as to installing and operating the system.

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



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

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

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

Easter Eggs

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

Putnam Candy Co.

Grand Rapids, Michigan

Commercial Travelers

Michigan Knights of the Grip

President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saginaw; 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. S. BURNS; Secretary-Treasurer, L. F. BAKER.

Annual Banquet of Grand Rapids Council.

Grand Rapids, Mar. 3.—March 1 will be a date long to be remembered by the members of Grand Rapids Council, No. 131, for it was positively one of the best meetings and a time of good fellowship ever participated in since the organization of No. 131.

The meeting was called to order with Senior Counselor Compton in the chair, this being the last meeting for him to preside over before stepping down and out of that important office to make room for each of the other officers to be advanced one chair higher for the coming year. It was truly gratifying to Brother Compton to look over the very large attendance of a Council numbering 161 and then glance back to one year ago when he took the chair as presiding officer of a Council of 107 members. During the past year a few have been suspended for various reasons, but many have come back, gladly paying their arrears and being re-instated. At the right and left of Senior Counselor Compton were seated Past Senior Counselors John C. Emery and John D. Martin, ever ready to offer a word of advice or a helping hand whenever it was needed. Very expeditiously the business was gotten through with, including the obligating of the following men, good and true: Henry S. Holden, Fred I. Niles, E. S. Weisman, O. E. Jennings, Richard Warner, Jr., and Charles S. James. The regular initiation was not given, much to the regret of many to whom it had been given on former occasions, as there was yet a large amount of work to be done and in the adjoining room the banquet table was waiting, loaded with all kinds of good things eatable and drinkable.

Under the head of new business came the election and installation of the following officers:

Senior Counselor—W. S. BURNS.
Junior Counselor—W. B. HOLDEN.
Past Counselor—W. R. COMPTON.
Secretary-Treasurer—L. F. BAKER.
Conductor—S. H. SIMMONS.
Page—FRANKLIN PIERCE.
Sentinel—A. T. DRIGGS.
Executive Committee—HENRY SNITZER, T. E. DRYDEN.

By virtue of retiring from the Past Counselor's chair, that being the last of the succession of offices in the gift of the Council, and becoming a Past Senior Counselor, John G. Kolb, under special dispensation from Grand Counselor H. E. Bartlett, proceeded with the installation of the newly-elected officers, each in turn being conducted to their stations by Past Senior Counselor John D. Martin; and, after the transaction of such business as was yet to be done, the meeting was duly closed by Senior Counselor W. S. Burns and all gathered around the banquet table at the head of which was seated Toastmaster Harry C. Wagner, looking fit to wear a crown, and which before the close of the evening he was presented with. For the next few minutes not a sound was heard except such as one usually can hear when a hungry crowd sit down to a well-loaded table of every conceivable thing good to eat—a special officer was on duty in the banquet hall (Franklin Pierce, in full policeman uniform) to preserve order, make arrests when necessary and collect fines whenever imposed by Toastmaster Wagner. Among some of the amusing arrests made and fines imposed was that of John C. Emery for wearing a silk hat to church on Sundays and, when he protested, saying he did not go to church, he was again fined for not going to church. F. H. Spurrier was fined for

peddling goods without a license; Byron Davenport, for cruelty to animals; F. M. Lee, for trying to look like Prince Henry; C. J. Wormnest, for wearing whiskers and Howard Rutka, for shaving his off. The toastmaster asked Sam Simmons if he was a pretty good billiard player and, being answered in the affirmative, fined him for it. About this time officer Pierce, who was having a whole barrel of fun making arrests and collecting fines, was called before the judge and requested to remove his hat and the charge was made against him of using "kybosh" on his hair and his star was removed from his coat and he was fined and placed on half pay. "Tunny" Driggs was fined for eating with his fork; R. E. Grooms, for selling flour in carlots; John D. Martin, for not sending reports on the doings of the traveling men to The Youth's Companion. Toastmaster Harry C. Wagner was made to look just like a real live king when he was coronated and crowned by John C. Emery. The guest of the evening was D. E. Burns, whose address on fraternalism was heartily received and appreciated by all present, and Mr. Burns will ever find a warm and welcome spot in the hearts of the traveling men. On behalf of the Council, Toastmaster Wagner presented retiring Senior Counselor Compton with a beautiful U. C. T. charm, which was feelingly accepted by Brother Compton in his retiring address to the Council. Senior Counselor Burns, in accepting the gavel from the installing officer, gave the members a very eloquent address on the work that had already been done by our order since first organized, and the future possibilities of what is the only secret fraternal organization in the world to-day for traveling men exclusively. Secretary Baker, in his own happy way, expressed his thanks to the members for electing him to succeed himself to the very responsible and important office of Secretary-Treasurer. Just so long as Roy Baker will accept the office just so long will he be re-elected to fill it.

Master of Ceremonies, John C. Emery, now announced that all was in readiness in the other room for the remainder of the evening's fun, which was opened by the Heald family. Their music was fine and they responded willingly to a very hearty encore. Next came the imitable Bert B. Rice in coon songs, who responded to the last encore and request for a whistling solo and it was great. The well-known Dominick, with his harp, gave two selections and next to follow was John D. Martin in an Irish character song, who responded to an encore by singing the "Belle of Belle Isle." S. H. Simmons and Ned Delano, with mandolin and guitar, made some very pretty music, which was heartily encored, and Howard Rutka, with a baritone solo, caught everything in sight. Howard responded to encores until there was nothing left for accompanist Dan Bill to play. While preparations were being made for the last act, the three rounds between two well-known featherweights of this city, Brother A. T. Driggs entertained with selections on the phonograph. The ring being pitched, W. D. Simmons, as timekeeper, and L. F. Baker, as referee, took their respective positions, and for the next few minutes fun and excitement ran high. For any further particulars of this part of the programme ask "any of the boys." Ja Dee.

He Laughs Best Who Laughs Last.

Grand Rapids, March 4.—In the beautiful village of Lakeview and for many miles in the surrounding country no man is better or more favorably known than the genial proprietor of the Enterprise drug store. For the past few weeks congratulations have been coming from all quarters to Mr. Vining on the event of a "new arrival" in the family. The "new arrival" is a baby calf. Wonder if Cary is really going into raising stock or is he profiting by the experience of the fellow who a few years ago could not get married because it had taken all his money to buy a calf, and thinks it cheaper and will prove productive of better results to raise one? Ja Dee.

Quarterly Meeting of Directors M. K. of G.

Saginaw, March 3.—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Lansing March 1. All were present except C. W. Hurd, L. J. Koster and James Cook.

Secretary Brown reported the receipts since the last meeting as follows:

General fund.....\$71 00
Death fund.....69 00
Deposit fund.....20 00

Treasurer Schram reported total receipts of \$3,328.44 and disbursements of \$2,875.84, leaving balance on hand of \$452.60. The disbursements from the death fund were \$1,500—\$500 each to Frank P. Rogers, Alice M. Way and Sarah E. Eaton.

Both reports were inspected and approved by the Finance Committee.

The following bills were allowed:

M. S. Brown, salary, stamps, freight, etc.....\$89 39
Wm. K. McIntyre, printing.....76 75
J. W. Schram, salary.....2 78
Manley Jones, Board meeting....4 60
M. S. Brown, Board meeting....5 60
Geo. H. Randall, Board meeting 6 08
J. W. Schram, Board meeting....5 52
M. Howarn, Board meeting.....5 52

Moved that the letter of Mrs. Alice M. Way be received and placed on file. Carried.

Moved—That Manley Jones telephone the Livingston Hotel and find out if E. F. Coon left his address for forwarding his mail to Chicago between Oct. 4 and Nov. 1, 1901. Carried.

Mr. Jones reported that Mr. Coon had left no forwarding address.

Moved—That Manley Jones be made a committee of one to further investigate the claim of E. F. Coon. Carried.

Moved—That the claim of E. F. Coon be carried over to next Board meeting. Carried.

Moved—That the death claim of Alois Hoerner be referred to a committee composed of M. S. Brown and Geo. H. Randall, to report at the next meeting. Carried.

Moved—That the death claim of J. S. Chitterling be allowed. Carried.

Moved—That the death claim of John B. Chapman be allowed. Carried.

Moved—That the death claim of Aaron J. St. Clair be allowed. Carried.

Moved—That a vote of thanks be given Brother Hammell for his kindness in calling on the Board while in session, accompanied by a box of Regalia cigars. Carried.

Moved—That a vote of thanks be extended to Mr. and Mrs. John A. Weston for the very hospitable manner in which they entertained the Board at their reception. Carried.

Moved—That a warrant be drawn in favor of Secretary Brown for \$50 for stamps. Carried.

Moved—That the next meeting of the Board of Directors be held in Detroit June 7, 1902. Carried.

Moved—That we adjourn. Carried.
M. S. Brown, Sec'y.

Inaugural Letter From President Weston.

Lansing, March 1.—I wish to take this opportunity to thank you for honoring me with the presidency of the Michigan Knights of the Grip, and my only wish is that I may so conduct myself that you may have no cause to regret my election. My dear brother, we have one of the best associations in this land and every traveling man in Michigan should be a member. Will you be one that will see that your brother traveler becomes a member? I know if you will stop just a minute and explain what we have done for the traveling men of Michigan, and how we have helped our worthy brothers, widows and children, that such an explanation will help us to new members.

We have just passed through a very hard year, but we come to you in 1902 with not one death claim unpaid and one year ago we had eight unpaid at our January Board meeting. So, I think, brother, you will have great reason to be proud of our record and will say, on receiving this notice, that you will be one that will help to increase our membership in 1902. We want to make 1902 a banner year and our wish is to

increase our membership to 2,000. We can do it if you will help us.

To the Post getting the largest number of new members for 1902 we decided to offer a prize of \$25. We know this will help increase our membership; also, brother, just see that all hotels are honorary members and that our certificate is hanging in the office. Remember the Michigan Knights of the Grip are here to stay. Their record for thirteen years is a grand one and we come to you to-day with a record to be proud of, and the only way that we can keep up our good record is to have all members enthusiastic and put their shoulders to the wheel and say we will join our officers and work for the M. K. G. in 1902 as we have never done before.

J. A. Weston, Pres.

Have Not Affiliated With Other Organizations.

Saginaw, March 5.—By a unanimous vote of the Board of Directors, held at Battle Creek, January 24, I was instructed to inform you that the Michigan Knights of the Grip have not affiliated or joined forces with any other accident or life insurance company whatsoever.

At our annual convention held in Lansing, Dec. 26 and 27, 1901, it was unanimously voted that the Secretary request an expression concerning the best time of the year for holding the annual State convention. Your interests and the good of the order demand the largest possible attendance at our annual convention, so please acquaint the Secretary with your preference in the matter.
M. S. Brown, Sec'y.

M. K. Walton, who has covered Michigan territory for the past thirteen years for Felix & Marston, of Chicago, has concluded to change his line and field of usefulness and has accordingly signed with the Columbian Stamping & Enameling Co., of Terre Haute, Ind., to cover the jobbing trade of New England, New York and Philadelphia. He will necessarily take up his residence in Brooklyn, but will not undertake to remove his family to that city before fall. Mr. Walton has traveled for twenty consecutive years in this State, having put in two years for L. Gould & Co. and five years for Curtis & Dunton. Mr. Walton has established an enviable reputation as a courteous, conscientious and successful salesman and his removal from the State is a serious loss to the traveling fraternity.

Every girl imagines she can sing—and so does every frog.

Livingston Hotel

Grand Rapids, Mich.

Modern Equipment.
Artistic Furnishings.
First-Class Service.
Unexcelled Cuisine.
All the Comforts of Home.
Prices to correspond
with accommodations.

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
WIRT 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.

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. SEELEY, Detroit.
Treasurer—D. A. HAGENS, Monroe.

Turning Theoretical Training to Practical Account.*

It is my deep conviction that the pharmacist is and will for generations remain a mixture of tradesman and professional man. He is a sort of professional amphibian. To be successful he must be equally at home in two elements—capable of swimming in the water of professional life, and, at the same time, capable of making his way on the cold, hard, dry land of commercial competition. To a certain extent the pharmacist, or let us say simply the druggist, is just as much a member of a learned and liberal profession as is the physician or the lawyer or the analytical chemist. He is a professional man every time that he tests a chemical or assays a pharmaceutical preparation, every time that he compounds a prescription, every time that he performs an analysis, every time that he uses his knowledge of the toxic materia medica in dispensing a powerful remedy, every time that he applies the scientific knowledge which you have here acquired. To some of you I dare say this side of your training appeals so powerfully that you will endeavor to cultivate it altogether in your life-work. Some of you, profiting by your knowledge of pharmaceutical chemistry, will seek to enter the manufacturing and chemical laboratories as analytical chemists. Then your work will be purely professional. Some of the members of these classes will endeavor to find employment as traveling agents or representatives, applying their scientific knowledge to the task of introducing and selling goods. In that case the work will be principally commercial. A few of you may drift into the job of foreman, directing the manufacturing operations of some extract department, or pill or elixir or tablet department. In that event your work will be half professional and half executive or commercial. Others among you may teach. For some of you a mournful destiny may reserve the unhappy fate of a pharmaceutical editor. But the majority of you I take it will follow the drug business first as clerks, later on I hope as proprietors on your own hook. Now it is only to that majority that my message is addressed. To those among you who intend to teach or write or practice analytical chemistry my words may be of without meaning certainly without benefit.

Assuming, then, that the majority of you are going into the drug business, and if you are wise, into the drug business as it is conducted, not in the large cities, but rather in those of moderate size or in the smaller towns, it must be plain to you that fully half and more of your time and attention will be claimed by the regular ordinary duties of retail business life. That means that certain

*Address before the graduating class Michigan School of Pharmacy by Joseph Helfman.

important business arts you will have to cultivate and master, whether you work for yourself or for others. There is the immensely important art of buying goods. How is the druggist going to buy intelligently unless he not only studies the market, but knows almost to a dot what he has in stock—unless he takes a regular inventory and keeps a careful record, which enables him to see at a glance by referring to a book or a card system how much he has bought of each article, the cost, the freight, the sales or output, the margin of profit? Those of you who have worked behind the counter know how seldom the druggist is a scientific or systematic buyer, and how often his hit-or-miss, happy-go-lucky methods of replenishing stock are calculated to make an up-to-date business man tear his hair!

There is the art of salesmanship. You can not learn it in any university—you have got to master it behind the counter. To read faces, to judge human nature, to command one's temper and one's tongue, to possess the fullest knowledge of one's goods, to persevere without boring or irritating one's customer, to persuade the reluctant purchaser without misrepresenting, to exhibit always that politeness to young and old, poor and rich, which is the best of investments and pays the biggest dividends—these things the druggist must know as well as his Pharmacopoeia.

There is the art of advertising. The drug business is like any other retail occupation; much can be done for it by a judicious use of printer's ink. The advertisement in the paper, the skillfully written circular, the convincing letter, the bulletin board outside the door, the clever card—all these things may be erroneously regarded as beneath the dignity of university men; but I assure you that they can all be made to pull a powerful stroke for you, if you will use them diligently.

But nowhere does the average druggist show his weakness more painfully than in the important art of book-keeping. How many druggists in your acquaintance are able to keep a set of double entry books? How many record faithfully every sale made on credit? Even in this first year of the twentieth century are not fully half of the retail druggists of the country unprovided with cash registers, hence really unable to tell what the daily cash sales may be? Think of the proportion of druggists who are unbusinesslike and slovenly in their collections. Only the other day an expert credit man who has spent pretty much his whole life in the drug business expressed to me the deliberate opinion that half the failures and bankruptcies in the retail drug trade may be attributed to reckless credits and faulty collections.

Now, these things which are taught in the school of life are just as necessary to your success in the drug business as the sciences and arts which are taught you in this university. Do you suppose, gentlemen, that because you are good chemists you can afford to be poor salesmen? Not if you mean to succeed in the drug business! Do you flatter yourselves that because you can make every pharmacopoeial preparation, you are dispensed from the duty, nay the sheer necessity, of buying stock as becomes a keen, shrewd, long-headed merchant? Not if you mean to succeed in the drug business! Will your skill as compounders and dispensers of difficult prescriptions exempt you from master-

ing the art of advertising and the art of book-keeping—from becoming, in short, a wide-awake business man? Not if you mean to succeed in the drug business! The truth is—and I can not repeat it too earnestly or forcibly—that with all the useful and valuable knowledge you have here acquired you must combine the methods and the faculties of the business man, if you expect to work out a success. And why should you protest or consider my unpalatable facts a hardship? The lawyer, the doctor, the dentist, all professional and business men, are in the same boat with you. They must be able to do their work, and at the same time be able to get the work to do. To secure clients or patients or customers is in every occupation harder than to please them after you have them. To win the business is more difficult than to attend to it. The one gift is no less needful than the other. The successful man unites them both. The young pharmacist may indeed disregard the commercial side of his calling if he choose; he may lull himself to sleep in a fool's paradise of professionalism; but there waits for him a bitter awakening in a purgatory of failure and disappointment.

Other things being equal, such a man you will properly prefer and seek out the work which brings into play the skill and learning gained at college. If a \$2,000 education is sometimes wasted on a \$20 boy, it is also true that a young man who is wise enough and ambitious enough to crave and get a college education will want to use it and apply it after he gets it. Now, in the past, that kind of employment used to come unsought in the form of physicians' prescriptions. Formerly competition was not so keen—and doctors, with few exceptions, wrote prescriptions, of which the new druggist, especially if a college man, was pretty sure to get his share at profitable prices. With the prescriptions came the doctor's orders for the medicine used in his emergency case, for his office supplies, for his instruments, for his ether and chloroform and vaccine virus and antiseptics. With the prescriptions came likewise the family custom—the purchases of the dozen and one things used in the household, especially for the children—purchases running as high as \$100 and \$125 a year from families of average size and moderate means. But all this business with medical men, these various benefits, direct and indirect, are no longer to be had by whistling for them—you have to go gunning for them. To-day there is unfortunately for pharmacy a large body of doctors who dispense their own medicine and write few prescriptions, their trade being solicited by the so-called "physicians' supply houses." These houses send their traveling men out among the dispensing doctors, secure their orders for tablets, fluid extracts in bulk, alcohol, surgical dressings, antiseptics, instruments, electrical apparatus, and even their books. Now, if you are in the drug business and want the doctor's prescriptions as well as his

orders for office and dispensing supplies, you have got to study the methods of those who have made that work a success.

The Drug Market.

Opium—Is dull and lower.

Morphine—Is as yet unchanged.

Quinine—Powers & Wightman have advanced their price 1c per ounce, and other manufacturers will no doubt follow, as bark sold at an advance of about 15 per cent. at the Amsterdam auction.

Cod Liver Oil—Has advanced, and the import cost would be above the present price here. A report from the fisheries says that the livers are lean and quantity of oil will not be as large as usual.

Prickly-ash Berries—Are still very scarce and high. There are a few small lots on the market.

Oil Lemon—Is weak and lower.

Gum Camphor—Is very firm and in good seasonable demand.

Linseed Oil—Demand has started up and prices are lower.

To Be Honest—To Be Kind.

To be honest—to be kind—to earn a little, and to spend a little less, to make upon the whole a family happier for his presence, to renounce when that shall be necessary and not be embittered, to keep a few friends, but these without capitulation—above all to keep friends with himself—here is a task for all that a man has of fortitude and delicacy.

Robert Louis Stevenson.

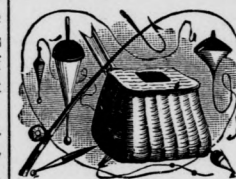
SEE OUR WALL PAPERS

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.



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

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers **CRYSTAL ROCK FINISH** for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

WHOLESALE DRUG PRICE CURRENT

Advanced—Quinine.
Declined—Gum Opium.

Acidum		Conium Mac.		Sella Co.		Menthol		Seidlitz Mixture		Linseed, pure raw	
Aceticum	60¢ 8	Copaiba	1 15¢ 1 25	Tolutan	50¢ 50	Morphia, S. F. & W.	2 25¢ 2 50	Sinapis	20¢ 22	Linseed, boiled	65 68
Benzolium, German.	70¢ 75	Cubeba	1 30¢ 1 35	Prunus virg.	50¢ 50	Morphia, S. N. Y. Q.	2 15¢ 2 40	Sinapis, opt.	20¢ 18	Neatfoot, winter str	66 69
Boracic	17¢ 17	Exechthitos	1 00¢ 1 10			Morphia, Mal.	2 15¢ 2 40	Snuff, Macaboy, De	20¢ 20	Spirits Turpentine	43 70
Carbolicum	24¢ 31	Erigeron	1 00¢ 1 10	Tinctures		Moschus Canton	40¢ 40	Voes	41¢ 41		
Citricum	43¢ 45	Gaultheria	2 00¢ 2 10	Aconitum Napellis R	50¢ 50	Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41¢ 41	Paints BBL. LB.	
Hydrochlor.	3¢ 5	Geranium, ounce	75¢ 75	Aconitum Napellis F	50¢ 50	Os Sepia	35¢ 37	Soda, Boras	9¢ 11	Red Venetian	13¢ 2 28
Nitrosum	8¢ 10	Gossypii, Sem. gal.	50¢ 60	Aloes	50¢ 50	Pepsin Saac, H. & P.	1 00¢ 1 00	Soda, Boras, po.	9¢ 11	Ochre, yellow Mars	13¢ 2 24
Oxalicum	12¢ 14	Hedeoma	1 50¢ 2 00	Aloes and Myrrh	50¢ 50	D Co.	1 00¢ 1 00	Soda et Potass Tart.	23¢ 25	Ochre, yellow Ber	13¢ 2 24
Phosphoricum, dil.	15¢ 15	Juniper	1 50¢ 2 00	Arnica	50¢ 50	Piels Lq. N.N. 1/4 gal.	2 00¢ 2 00	Soda, Carb.	14¢ 22	Putty, commercial	24¢ 24 23
Salicylicum	50¢ 53	Lavendula	90¢ 2 00	Assafoetida	50¢ 50	doz	2 00¢ 2 00	Soda, Bi-Carb.	3¢ 5	Putty, strictly pure	24¢ 24 23
Sulphuricum	13¢ 5	Limonis	1 15¢ 1 25	Atropine Belladonna	50¢ 50	Piels Lq., quarts	2 00¢ 2 00	Soda, Ash	3¢ 4	Vermilion, Prime	13¢ 15
Tannicum	1 10¢ 1 20	Mentha Piper	2 10¢ 2 20	Aurant Cortex	50¢ 50	Piels Lq., pints	2 00¢ 2 00	Spts. Sulfur	50¢ 55	American	70¢ 75
Tartaricum	38¢ 40	Mentha Verid.	1 60¢ 1 70	Baronina	50¢ 50	Pil Hydrarg. po. 80	50¢ 50	Spts. Ether Co.	50¢ 55	Vermilion, English	14¢ 18
Ammonia		Morruha, gal.	1 10¢ 1 20	Cantharides	50¢ 50	Piper Nigra, po. 22	18¢ 18	Spts. Myrcia Dom.	2 00¢ 2 00	Green, Paris	14¢ 18
Aqua, 16 deg.	4¢ 6	Myrcia	4 00¢ 4 50	Capicum	50¢ 50	Piper Alba, po. 35	30¢ 30	Spts. Vini Rect. bbl.	50¢ 55	Green, Peninsular	13¢ 16
Aqua, 20 deg.	6¢ 8	Olive	75¢ 3 00	Cardamon	50¢ 50	Plix Burgun	7¢ 7	Spts. Vini Rect. 1/2 bbl	50¢ 55	Lead, red	5¢ 6 54
Carbonas	13¢ 15	Pisls Liquida	10¢ 12	Cardamon Co.	50¢ 50	Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10gal	50¢ 55	Lead, white	6¢ 6 54
Chloridum	12¢ 14	Pisls Liquida, gal.	1 00¢ 1 06	Castor	50¢ 50	Pulvis Ipecac et Opil 1	30¢ 1 50	Spts. Vini Rect. 5 gal	50¢ 55	Whiting, white Span	8¢ 9
Aniline		Rosmarin	1 00¢ 1 06	Catechu	50¢ 50	Pyrethrum, boxes H.	75¢ 75	Strychnia, Crystal	80¢ 1 05	Whiting, gliders	8¢ 9
Black	2 00¢ 2 25	Rosa, ounce	6 00¢ 6 50	Cinchona	50¢ 50	& P. D. Co., doz.	25¢ 30	Sulphur, Subl.	24¢ 4	White, Paris, Amer.	8¢ 9
Brown	80¢ 100	Succin	40¢ 45	Cinchona Co.	50¢ 50	Pyrethrum, pv.	25¢ 30	Sulphur, Roll	24¢ 34	Whiting, Paris, Eng.	8¢ 9
Red	45¢ 50	Sabina	90¢ 1 00	Columba	50¢ 50	Quassia	8¢ 10	Tamarindis	8¢ 10	Universal Prepared	1 10¢ 1 20
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Cubeba	50¢ 50	Quassia, S. P. & W.	30¢ 40	Terebinth Venice	28¢ 30		
Bacca		Sassafras	55¢ 60	Cassia Acutifol	50¢ 50	Quassia, S. German	29¢ 39	Therobromæ	50¢ 55		
Cubeba, po. 25	22¢ 24	Sinapis, ess., ounce	65¢ 65	Cassia Acutifol Co.	50¢ 50	Quassia, N. Y.	29¢ 39	Vanilla	9 00¢ 16 00		
Juniperus	6¢ 8	Tigil	1 50¢ 1 60	Catechu	50¢ 50	Rubia Tincturum	12¢ 14	Zinc Sulph.	7¢ 8		
Xanthoxylum	1 70¢ 1 75	Thyme	40¢ 40	Catechu	50¢ 50	Saccharum Lactis pv	20¢ 22				
Balsamum		Thyme, opt.	1 60¢ 1 60	Catechu	50¢ 50	Salicis	4 50¢ 4 75	Oils			
Copaiba	50¢ 55	Theobromas	15¢ 20	Catechu	50¢ 50	Sanguis Draconis	40¢ 50	Whale, winter	70 70		
Peru	2 00¢ 2 00	Potassium		Catechu	50¢ 50	Sapo M.	12¢ 14	Lard, extra	85 90		
Terabin, Canada	60¢ 65	Bi-Carb.	15¢ 18	Catechu	50¢ 50	Sapo W.	12¢ 14	Lard, No. 1	50 55		
Tolutan	45¢ 50	Bichromate	13¢ 15	Catechu	50¢ 50						
Cortex		Bromide	52¢ 57	Catechu	50¢ 50						
Abies, Canadian	18¢ 18	Carb	12¢ 15	Catechu	50¢ 50						
Cassia	12¢ 12	Chlorate, po. 17@19	16¢ 18	Catechu	50¢ 50						
Cinchona Flava	18¢ 18	Cyanide	34¢ 38	Catechu	50¢ 50						
Eunonymus atropurp.	30¢ 30	Iodide	2 30¢ 2 40	Catechu	50¢ 50						
Myrica Cerifera, po.	20¢ 20	Potassa, Bitart, pure	28¢ 30	Catechu	50¢ 50						
Prunus Virgin.	18¢ 18	Potassa, Bitart, com.	7¢ 15	Catechu	50¢ 50						
Quillaja, gr'd	12¢ 12	Potass Nitras, opt.	7¢ 10	Catechu	50¢ 50						
Sassafras, po. 15	12¢ 12	Potass Nitras	6¢ 8	Catechu	50¢ 50						
Ulmus, po. 18, gr'd	20¢ 20	Prussiate	23¢ 26	Catechu	50¢ 50						
Extractum		Sulphate po.	15¢ 18	Catechu	50¢ 50						
Glycyrrhiza Glabra	24¢ 25	Radix		Catechu	50¢ 50						
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Catechu	50¢ 50						
Hæmatox, 15 lb. box	11¢ 12	Althæa	30¢ 33	Catechu	50¢ 50						
Hæmatox, 1s	13¢ 14	Anchusa	10¢ 12	Catechu	50¢ 50						
Hæmatox, 1/4s	14¢ 15	Arum po.	25¢ 25	Catechu	50¢ 50						
Hæmatox, 1/4s	16¢ 17	Calamus	20¢ 40	Catechu	50¢ 50						
Ferru		Gentiana, po. 15	12¢ 15	Catechu	50¢ 50						
Carbonate Precip.	15¢ 15	Glycyrrhiza, pv. 15	18¢ 18	Catechu	50¢ 50						
Citrate and Quinla	2 25¢ 2 25	Hydrastis Canad.	75¢ 75	Catechu	50¢ 50						
Citrate Soluble	75¢ 75	Hydrastis Can.	80¢ 80	Catechu	50¢ 50						
Ferrocyanidum Sol.	40¢ 40	Hellebore, Alba, po.	12¢ 15	Catechu	50¢ 50						
Solut. Chloride	15¢ 15	Inula, po.	18¢ 22	Catechu	50¢ 50						
Sulphate, com'l.	2¢ 2	Ipecac, po.	3 60¢ 3 75	Catechu	50¢ 50						
Sulphate, com'l, by	80¢ 80	Iris plox, po. 35@38	35¢ 40	Catechu	50¢ 50						
Sulphate, pure	7¢ 7	Jalapa, pr.	25¢ 30	Catechu	50¢ 50						
Flora		Maranta, 1/4s	25¢ 30	Catechu	50¢ 50						
Arnica	15¢ 18	Podophyllum, po.	22¢ 25	Catechu	50¢ 50						
Anthemis	22¢ 25	Rhel.	75¢ 1 00	Catechu	50¢ 50						
Matricaria	30¢ 35	Rhel, cut.	75¢ 1 00	Catechu	50¢ 50						
Folia		Rhel, pv.	75¢ 1 00	Catechu	50¢ 50						
Barosma	36¢ 38	Spigelia	35¢ 38	Catechu	50¢ 50						
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria, po. 15	50¢ 55	Catechu	50¢ 50						
nevelly	25¢ 30	Serpentaria	60¢ 65	Catechu	50¢ 50						
Cassia, Acutifol, Alx.	25¢ 30	Senega	60¢ 65	Catechu	50¢ 50						
Salvia officinalis, 1/4s	12¢ 20	Smlax, officinalis H.	10¢ 12	Catechu	50¢ 50						
and 1/4s	8¢ 10	Smlax, M.	10¢ 12	Catechu	50¢ 50						
Uva Ursi	8¢ 10	Sella	10¢ 12	Catechu	50¢ 50						
Gummi		Symplocarpus, Foeti-	25¢ 30	Catechu	50¢ 50						
Acacia, 1st picked	4¢ 45	us, po.	25¢ 30	Catechu	50¢ 50						
Acacia, 2d picked	4¢ 45	Valeriana, Eng. po. 30	25¢ 30	Catechu	50¢ 50						
Acacia, 3d picked	4¢ 45	Valeriana, German	15¢ 20	Catechu	50¢ 50						
Acacia, sifted sorts	45¢ 65	Zingiber a.	14¢ 16	Catechu	50¢ 50						
Acacia, po.	12¢ 14	Zingiber j.	25¢ 27	Catechu	50¢ 50						
Aloe, Barb. po. 18@20	12¢ 14	Semen		Catechu	50¢ 50						
Aloe, Cape, po. 15	12¢ 14	Anisum, po. 18	4¢ 15	Catechu	50¢ 50						
Aloe, Socotri, po. 40	12¢ 14	Apium (graveleons)	13¢ 15	Catechu	50¢ 50						
Ammoniac	55¢ 60	Bird, 1s	4¢ 6	Catechu	50¢ 50						
Assafoetida, po. 40	25¢ 40	Carul, po. 15	10¢ 11	Catechu	50¢ 50						
Benzolium	50¢ 55	Cardamon	1 25¢ 1 75	Catechu	50¢ 50						
Catechu, 1s	6¢ 13	Coriandrum	8¢ 10	Catechu	50¢ 50						
Catechu, 1/4s	6¢ 13	Cannabis Sativa	4 1/2¢ 5	Catechu	50¢ 50						
Catechu, 1/4s	6¢ 13	Cydonium	75¢ 1 00	Catechu	50¢ 50						
Camphora	64¢ 69	Chenopodium	15¢ 16	Catechu	50¢ 50						
Euphorbium, po. 35	40¢ 40	Dipterix Odorata	1 00¢ 1 10	Catechu	50¢ 50						
Galbanum	1 00¢ 1 00	Feniculum	7¢ 10	Catechu	50¢ 50						
Gamboge, po	75¢ 80	Lini	3¢ 5	Catechu	50¢ 50						
Gualacum, po. 35	75¢ 80	Lini, gr'd	3¢ 5	Catechu	50¢ 50						
Kino, po. 30.75	75¢ 80	Lobelia	1 50¢ 1 55	Catechu	50¢ 50						
Mastic	60¢ 60	Pharlaris Canarian.	4 1/2¢ 5	Catechu	50¢ 50						
Myrrh, po. 45	60¢ 60	Rapa	4 1/2¢ 5	Catechu	50¢ 50						
Opil, po. 4.40@4.30	35¢ 35	Sinapis Alba	9¢ 10	Catechu	50¢ 50						
Shellac, bleached	40¢ 45	Sinapis Nigra	11¢ 12	Catechu	50¢ 50						
Tragacanth	70										

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

DECLINED

Sugars

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By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
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Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	1
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Candles.....	14
Canned Goods.....	2
Catsup.....	2
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocanut.....	3
Cocoa Shells.....	3
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Condensed Milk.....	4
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Twine.....	12
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Vinegar.....	12
W	
Washing Powder.....	13
Wickling.....	13
Woodenware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	1

1

AXLE GREASE

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



Mica, tin boxes.....75 9 00

Paragon.....55 6 00

BAKING POWDER

1 lb. cans, 4 doz. case.....	3 75
1 lb. cans, 2 doz. case.....	3 75
1 lb. cans, 1 doz. case.....	3 75
5 lb. cans, 1/2 doz. case.....	8 00

JAXON

Royal

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

BATH BRICK

American.....	70
English.....	80

BLUING

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

JENNINGS

CONDENSED PEARL

BLUING

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

BROOMS

No. 1 Carpet.....	2 70
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 50

BRUSHES

Milwaukee Dustless.....	1 00
Fiber.....	1 00
Russian Bristle.....	3 00
Discount, 33 1/3% in doz. lots.....	
Scrub.....	
Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85
Shoe.....	
No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90
No. 2.....	75
No. 1.....	1 10
No. 1.....	1 75

BUTTER COLOR

W., R. & Co.'s, 15c size.....	1 25
W., R. & Co.'s, 25c size.....	2 00

CANDLES

Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wickling.....	23

CANNED GOODS

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

2

Blackberries

Standards.....	80
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Beans

Baked.....	1 00
Red Kidney.....	1 30
String.....	70
Wax.....	70

Blueberries

Standard.....	90
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Brook Trout

2 lb. cans, Spiced.....	1 90
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Clams

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

Clam Bouillon

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

Cherries

Red Standards.....	
White.....	

Corn

Fair.....	80
Good.....	85
Fancy.....	1 00

French Peas

Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11

Gooseberries

Standard.....	90
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Hominy

Standard.....	85
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Lobster

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

Mackerel

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

Mushrooms

Hotels.....	18 20
Buttons.....	22 25

Oysters

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

Peaches

Pie.....	1 65
Yellow.....	1 85

Peas

Standard.....	1 00
Fancy.....	1 25

Pineapple

Grated.....	1 25
Sliced.....	1 35

Pumpkin

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

Raspberries

Standard.....	1 15
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Russian Caviar

1/2 lb. cans.....	3 75
1 lb. cans.....	7 00
1 lb. can.....	12 00

Salmon

Columbia River, talls.....	@ 85
Columbia River, flats.....	62 00
Red Alaska.....	1 30
Pink Alaska.....	1 00

Shrimps

Standard.....	1 50
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Sardines

Domestic, 1/2s.....	3 1/2
Domestic, 3/4s.....	5
Domestic, Mustard.....	6
California, 1/2s.....	11 1/4
California, 3/4s.....	17 1/4
French, 1/2s.....	7 1/4
French, 3/4s.....	18 1/2

Strawberries

Standard.....	1 25
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Succotash

Fair.....	95
Good.....	1 00
Fancy.....	1 20

Tomatoes

Fair.....	1 25
Good.....	1 30
Fancy.....	1 35
Gallons.....	3 40

CARBON OILS

Barrels.....	
Ecene.....	@ 11
Perfection.....	@ 10
Diamond White.....	@ 9
D. S. Gasoline.....	@ 12 1/4
Deodorized Naphtha.....	@ 10 1/4
Cylinder.....	@ 29
Engine.....	@ 34
Black, winter.....	@ 10 1/4

3

CATSUP

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

CHEESE

Acme.....	@ 13
Amboy.....	@ 13
Else.....	@ 12
Emblem.....	@ 13
Gem.....	@ 13
Gold Medal.....	@ 12
Ideal.....	@ 12 1/4
Jersey.....	@ 13
Riverside.....	@ 12 1/4
Brick.....	14 @ 15
Edam.....	@ 20
Leiden.....	@ 17
Limburger.....	13 @ 14
Pineapple.....	50 @ 75
Sap Sago.....	19 @ 20

CHEWING GUM

American Flag Spruce.....	55
Beeman's Pepsin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55

CHICORY

Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	6 1/4
Schener's.....	6

CHOCOLATE

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

CLOTHES LINES

Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 50 ft. per doz.....	80
Jute, 72 ft. per doz.....	95

COCOA

Cleveland.....	41
Colonial, 1/2s.....	35
Colonial, 3/4s.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/2s.....	12
Van Houten, 3/4s.....	20
Van Houten, 1s.....	70
Webb.....	30
Wilbur, 1/2s.....	41
Wilbur, 3/4s.....	42

COCOANUT

Dunham's 1/2s.....	26
Dunham's 3/4s and 1s.....	26 1/2
Dunham's 1s.....	27
Dunham's 3/4s.....	28
Bulk.....	13

COCOA SHELLS

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

COFFEE

Roasted

A.T.C.

HIGH GRADE

COFFEES

German Sweet.....	23
Premium	31

6

FRESH MEATS

Beef	
Carcasses	5 @ 2 1/2
Forequarters	5 @ 2 1/2
Hindquarters	6 1/2 @ 2 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	9 @ 9
Boston Butts	9 @ 9 1/2
Shoulders	8 @ 8
Leaf Lard	9 @ 9
Mutton	
Carcass	6 @ 7
Lambs	7 1/2 @ 9 1/2
Veal	
Carcass	6 @ 7 1/2

GRAINS AND FLOUR

Wheat	
Winter Wheat Flour	80
Local Brands	
Patents	4 60
Second Patent	4 10
Straight	3 90
Second Straight	3 60
Clear	3 30
Graham	3 60
Buckwheat	4 90
Rye	3 20
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Bail-Barnhart-Putman's Brand	
Diamond 1/2s.	3 85
Diamond 1/4s.	3 85
Diamond 1/8s.	3 85
Worden Grocer Co.'s Brand	
Quaker 1/2s.	4 10
Quaker 1/4s.	4 10
Quaker 1/8s.	4 10

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s.	4 50
Pillsbury's Best 1/4s.	4 40
Pillsbury's Best 1/8s.	4 30
Pillsbury's Best 1/4s paper.	4 30
Pillsbury's Best 1/8s paper.	4 30
Bail-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.	4 50
Duluth Imperial 1/4s.	4 40
Duluth Imperial 1/8s.	4 30
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.	4 50
Wingold 1/4s.	4 40
Wingold 1/8s.	4 30
Olney & Judson's Brand	
Ceresota 1/2s.	4 50
Ceresota 1/4s.	4 40
Ceresota 1/8s.	4 30
Worden Grocer Co.'s Brand	
Laurel 1/2s.	4 40
Laurel 1/4s.	4 30
Laurel 1/8s.	4 20
Laurel 1/2s and 1/4s paper.	4 20
Meal	
Bolton	2 60
Granulated	2 80

Feed and Millstuffs

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

Car lots.	46
Car lots, clipped.	48 1/2
Less than car lots.	

Corn

Corn, car lots.	58 1/2
No. 1 Timothy car lots	10 00
No. 1 Timothy lot lots	11 00

HERBS

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

INDIGO

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

JELLY

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

KRAUT

Barrel	4 75
1/2 Barrel	3 25

LICORICE

Pure	30
Calabria	23
Sticky	14
Root	10

LYE

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

MEAT EXTRACTS

Armour & Co.'s, 2 oz.	4 25
Leibig's, 2 oz.	2 75

MOLASSES

New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	26
Good	22

Half-barrels extra

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

OLIVES

Bulk, 1 gal. kegs.	1 35
Bulk, 3 gal. kegs.	1 20
Bulk, 5 gal. kegs.	1 15
Manzanilla, 7 oz.	80
Queen, pints.	2 35
Queen, 19 oz.	4 50
Queen, 28 oz. doz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 80

7

PICKLES

Medium	
Barrels, 1,200 count	7 75
Half bbls, 600 count	4 38
Small	
Barrels, 2,400 count	8 75
Half bbls, 1,200 count	5 00

PIPES

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

POTASH

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

PROVISIONS

Barreled Pork	
Mess.	15 75
Back	18 25
Clear back.	18 50
Short cut.	17 25
Pig	10 00
Bean	15 75
Family Mess Loin	17 50
Clear	17 80

Dry Salt Meats

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

Smoked Meats

Hams, 12 lb. average.	11 1/2
Hams, 14 lb. average.	11 1/2
Hams, 16 lb. average.	11 1/2
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 @ 11 1/2
California hams.	7 1/2 @ 8
Bolton Hams	16 @ 16 1/2
Picnic Boiled Hams	12 @ 12
Berlin Ham pr's'd.	9 1/2 @ 9 1/2
Mince Hams	9 1/2 @ 9 1/2

Lard

Compound	7 1/2
Pure	9 1/2
60 lb. Tubs, advance	1 1/2
80 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2

Vegetole

Cottolene	8 1/2
Large tins, 6 in case.	6 00
Medium tins, 15 in case	6 00
Small tins, 30 in case	6 00

Sausages

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

Beef

Extra Mess.	10 00
Boneless	10 75
Rump	10 50

Pigs' Feet

1/2 bbls., 40 lbs.	1 60
1 bbls., lbs.	7 50

Tripe

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

Casings

Pork	24
Beef rounds	25
Beef middles	12
Sheep	65

Butterline

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

Canned Meats

Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	17 50
Roast beef, 2 lb.	2 50
Potted ham, 1/4s.	50
Potted ham, 1/2s.	50
Deviled ham, 1/4s.	50
Potted tongue, 1/4s.	50
Potted tongue, 1/2s.	90

RICE

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

Strips	14
Chunks	15 1/2
No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	59

Mackerel

Mess 100 lbs.	11 00
Mess 40 lbs.	4 70
Mess 10 lbs.	1 25
Mess 8 lbs.	1 03
No. 1 100 lbs.	9 10
No. 1 40 lbs.	4 10
No. 1 10 lbs.	91
No. 1 8 lbs.	80
No. 2 100 lbs.	3 50
No. 2 40 lbs.	1 5
No. 2 10 lbs.	9

Herring

Holland white hoops, bbl.	10 25
Holland white hoops, 1/2 bbl.	5 25
Holland white hoops, 1/4 bbl.	75 @ 25
Holland white hoop mechs.	85
Norwegian	
Round 100 lbs.	3 35
Round 40 lbs.	1 65
Sealed	11 1/2
Bloaters	1 50

Whitefish

No. 1 No. 2 Fam	
100 lbs.	8 00
40 lbs.	3 50
10 lbs.	95
8 lbs.	79

SEEDS

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

100 lbs.	8 00
40 lbs.	3 50
10 lbs.	95
8 lbs.	79

100 lbs.	8 00
40 lbs.	3 50
10 lbs.	95
8 lbs.	79

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40 lbs.	3 50
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8 lbs.	79

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10 lbs.	95
8 lbs.	79

100 lbs.	8 00
40 lbs.	3 50
10 lbs.	95
8 lbs.	79

100 lbs.	8 00
40 lbs.	3 50
10 lbs.	95
8 lbs.	79

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.
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 1/2s.....3 00

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

SALT
Buckeye
100 3 lb. bags.....3 00
50 6 lb. bags.....3 00
22 14 lb. bags.....2 75
In 5 bbl. lots 5 per cent. discount.

Diamond Crystal
Table, cases, 24 3 lb. boxes.....1 40
Table, barrels, 100 3 lb. bags.....3 00
Table, barrels, 40 7 lb. bags.....2 75
Butter, barrels, 280 lb. bulk.....2 75
Butter, barrels, 20 14 lb. bags.....2 85
Butter, sacks, 28 lbs.....27
Butter, sacks, 56 lbs.....67

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

Warsaw
56 lb. dairy in drill bags.....40
28 lb. dairy in drill bags.....20
Ashton
56 lb. dairy in linen sacks.....60
56 lb. dairy in linen sacks.....60
56 lb. sacks.....25

Common
Granulated Fine.....85
Medium Fine.....90

SALT FISH
Cod
Georges cured.....@ 6 1/2
Georges genuine.....@ 6 1/2
Georges selected.....@ 7
Grand Bank.....@ 6
Strips or bricks.....6 1/2 @ 10 1/2
Pollock.....@ 3 1/2

Halibut.
Strips.....14
Chunks.....15 1/2

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

Mackerel
Mess 100 lbs.....11 00
Mess 40 lbs.....4 70
Mess 10 lbs.....1 25
Mess 8 lbs.....1 03
No. 1 100 lbs.....9 10
No. 1 40 lbs.....4 10
No. 1 10 lbs.....91
No. 1 8 lbs.....80
No. 2 100 lbs.....3 50
No. 2 40 lbs.....1 5
No. 2 10 lbs.....9

Herring
Holland white hoops, bbl. 10 25
Holland white hoops, 1/2 bbl. 5 25
Holland white hoops, 1/4 bbl. 75 @ 25
Holland white hoop mechs. 85
Norwegian
Round 100 lbs. 3 35
Round 40 lbs. 1 65
Sealed 11 1/2
Bloaters 1 50

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

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

100 lbs. 8 00
40 lbs. 3 50
10 lbs. 95
8 lbs. 79

100 lbs. 8 00
40 lbs. 3 50
10 lbs. 95
8 lbs. 79

100 lbs. 8 00
40 lbs. 3 50
10 lbs. 95
8 lbs. 79

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40 lbs. 3 50
10 lbs. 95
8 lbs. 79

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40 lbs. 3 50
10 lbs. 95
8 lbs. 79

100 lbs. 8 00
40 lbs. 3 50
10 lbs. 95
8 lbs. 79

100 lbs. 8 00
40 lbs.

12

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

Smoking

Hand Pressed	40
Ibex	28
Sweet Core	36
Flat Car	35
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
1 X L, 6 lb.	31
1 X L, 16 oz. palls	27
Honey Dew	37
Gold Block	37
Flagman	41
Chips	34
Klin Dried	22
Duke's Mixture	38
Duke's Cameo	40
Murtle Navy	40
Yum Yum, 1 1/2 oz.	40
Yum Yum, 1 lb. palls	38
Cream	37
Corn Cake, 2 1/2 oz.	34
Corn Cake, 1 lb.	22
Flow Boy, 1 1/2 oz.	40
Flow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. 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

TWINE

Cotton, 3 ply	16
Cotton, 4 ply	18
Jute, 2 ply	12
Hemp, 3 ply	12
Flax, medium	20
Wool, 1 lb. balls	7 1/4

VINEGAR

Malt White Wine, 40 grain	8
Malt White Wine, 80 grain	11
Pure Cider, B. & B. brand	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	
Rub-No-More	3 50
Scourine	3 50

WICKING

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

WOODENWARE

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

Butter Plates	
No. 1 Oval, 250 in crate	45
No. 2 Oval, 250 in crate	50
No. 3 Oval, 250 in crate	55
No. 5 Oval, 250 in crate	65

Egg Crates

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

Clothes Pins

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

Mop Sticks

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

13

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

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

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

Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 25
Single Peerless	2 50
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	2 1/4
Wax Butter, short count	13
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.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50

FRESH FISH	
White fish	92 10
Trout	92 9
Black Bass	102 11
Halibut	102 15
Ciscoes or Herring	5
Bluefish	12
Live Lobster	20
Boiled Lobster	20
Cod	10
Haddock	7
No. 1 Pickerel	9
Pike	8
Perch	8
Smoked White	11
Red Snapper	11
Col River Salmon	13 1/2
Mackerel	15

Oysters	
Can Oysters	40
F. H. Counts	38
Selects	27

Bulk Oysters	
Counts	1 75
Extra Selects	1 60
Selects	1 50
Standards	1 35

HIDES AND PELTS	
Hides	
Green No. 1	6 1/4
Green No. 2	5 1/4
Cured No. 1	7 1/4
Cured No. 2	6 1/4
Calfskins, green No. 1	9
Calfskins, green No. 2	7 1/4
Calfskins, cured No. 1	10
Calfskins, cured No. 2	8 1/4

Pelts	
Pelts, each	50 1/2 1 00

Furs	
Beaver	1 00 26 00
Wild Cat	10 25
House Cat	10 25
Red Fox	25 50
Grey Fox	50 24 00
Cross Fox	15 23 00
Lynx	20 12
Muskrat, fall	25 22 25
Mink	10 20
Raccoon	19 61 15
Skunk	19 61 15

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

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

CANDIES	
Stick Candy	
Standard	7 1/4
Standard H. H.	7 1/4
Standard Twist	8
Cut Leaf	9
Jumbo, 32 lb.	7 1/4
Extra H. H.	10 1/4
Boston Cream	10
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	8
Cut Leaf	8 1/4
Kindergarten	9
Bon 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	9
Sugared Peanuts	11
Salted Peanuts	12
Starlight Kisses	10
San Blas Goodies	12 1/2
Lozenges, plain	9 1/4
Lozenges, printed	10
Choc. Drops	11 1/4
Eclipse Chocolates	13 1/4
Choc. Monumentals	14
Victoria Chocolate	15
Gum Drops	5 1/4
Moss Drops	9 1/4
Lemon Sours	9 1/4
Imperial	9 1/4
Ital. Cream Opera	12
Ital. Cream Bonbons	12
20 lb. palls	12
Molasses Chews, 15 lb. palls	13
Golden Waffles	12

Fancy-In 5 lb. Boxes	
Lemon Sours	2 55
Peppermint Drops	2 60
Chocolate Drops	2 65
H. M. Choc. Drops	2 85
H. M. Choc. Lt. and	
Dk. No. 12	2 1 00
Gum Drops	2 35
Licorice Drops	2 75
Lozenges, plain	2 55
Lozenges, printed	2 60
Imperial	2 60
Motatoes	2 50
Cream Bar	2 55
Molasses Bar	2 55
Hand Made Creams	80 2 90
Cream Buttons, Pep.	
and Wint.	2 85
String Rock	2 85
Wintergreen Berries	2 80

Caramels	
Clipper, 20 lb. palls	9
Standard, 20 lb. palls	10
Perfection, 20 lb. palls	12 1/4
Amazon, Choc Cov'd	15
Barker 2 for 16 pr bx	2 55
Dug 2 for 16 pr bx	2 60
Favorite, 4 for 16, bx	2 60
AA Cream Car's 3 lb	2 50

FRUITS	
Oranges	
Florida Rut.	3 25
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
Rodl	2

Lemons	
Verdelli, ex fcy 300	2
Verdelli, fcy 300	2
Verdelli, ex chco 300	2
Verdelli, fcy 300	2
Call Lemons 300	3 56
Messinas 300s	3 50 3 00
Messinas 360s	3 50 3 75

Bananas	
Medium bunches	1 50 2 00
Large bunches	2

Foreign Dried Fruits	
Figs	
California, Fancy	2
Cal. pkg. 10 lb. boxes	2
Extra Choice, Turk.	12
10 lb. boxes	12
Fancy, Turk.	12
boxes	14
Pulled, 5 lb. boxes	2
Naturals, in bags	2

Dates	
Fards in 10 lb. boxes	2
Fards in 60 lb. cases	4 1/2 5
Hallowi.	4 1/2 5
lb. cases, new	4 1/2 5
Sals, 60 lb. cases	4 1/2 5

NUTS	
Almonds, Tarragona	16
Almonds, Ivica	16
Almonds, California	15 1/2 16
soft shelled	15 1/2 16
Brazil	13
Filberts	13
Walnuts, Grenoble	12 1/4
Walnuts, soft shelled	11 1/4 12 1/4
California No. 1	11 1/4 12 1/4
Table Nuts, fancy	13 1/4
Pecans, Med	10
Pecans, Ex. Large	13
Pecans, Jumbos	14
Hickory Nuts per bu.	2
Ohio	2
Cocoanuts, full sacks	2
Chestnuts, per bu.	2
Peanuts	5
Fancy, H. P., Suns	6
Fancy, H. P., Suns	6
Roasted	6 1/2 6 1/4
Choice, H. P., Extras	6
Choice, H. P., Extras	6
Roasted	6
Span. Shld No. 1 in w	5 1/4 6 1/4

15

STONEWARE	
Butters	
1/2 gal., per doz.	48
1 to 6 gal., per gal.	5 1/4
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 12
20 gal. meat-tubs, each	1 50
25 gal. meat-tubs, each	2 12
30 gal. meat-tubs, each	2 55

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

Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6

Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7

Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50

LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 38
No. 1 Sun	1 54
No. 2 Sun	2 24

Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp	1 50
No. 1 Crimp	1 78
No. 2 Crimp	2 48

First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 85
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	2 90

XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled	4 00
No. 2 Sun, wrapped and labeled	5 00
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "Small Bulb," for Globe	
Lamps	80

doz.....	1 00
doz.....	1 60
Rochester	
doz).....	3 50
doz).....	4 00
doz).....	4 60
Electric	
doz).....	4 00

**Why the Hardware Dealer Should Cur-
tail His Credits.**

The subject of credits, as applied to every day-business life, is one that appeals to every hardware dealer more forcibly than any other branch of his business. His success or failure depends largely on the proper solution of this always present and troublesome question.

Failures in business are due to several causes, not the least being the unwise granting of credits. A man starting in business with a limited capital and little knowledge of his business may succeed by close application and a careful nursing of his limited resources, by refusing to extend credit only where the party asking it is known to him or can furnish good references.

Let us figure a little and see what the unwise granting of credit on a limited capital may cost. It means, first, the loss of interest on the amount of credit extended; it nearly always means interest paid on money borrowed to meet bills when due; it more than likely means loss of cash discounts on entire purchases. Business, so far as the manufacturers and jobbers are concerned, is getting more nearly on a cash basis each day and the dealer who does not take his cash discounts or at least meet his bills promptly at maturity is not considered a desirable customer and, as a result, is sure to pay a long price for his goods. To sum it all up he both loses and pays interest; loses his cash discount; pays a premium on goods bought—all this as a result of too much credit. Does it pay? Is this statement extreme? Apply the parts that fit to your own business. You may gain thereby both profit and wisdom. In the above summary nothing has been allowed for bad accounts or additional expense in the shape of book-keeper's salary, which should properly be considered a part of the credit system.

Let us consider, briefly, some of the reasons for the granting of credit. A question probably every merchant doing a credit business asks himself a good many times each year is, How can I extend less credit and still maintain my present volume of business? I am inclined to the opinion that this one idea that we must get the volume of business is directly responsible for the granting of credit a great many times against our better judgment. In our efforts to keep up or increase the volume we are not apt to often overlook the question of profit, thus extending credit at a sacrifice of profit. Perhaps the most common reason given for extending credit is that all our competitors are doing a credit business and we must or lose trade. As there are, perhaps, as many other reasons as there are individual dealers, I will not attempt to give more.

Associations of retail dealers have done a great deal of good for their members along the line of getting dealers together, thereby reducing to a minimum the fierce and unwarranted competition and cutting of prices. Why not extend the good work to the question of credits? Why not exchange with our competitors a list of doubtful or non-paying customers and make it the business of our credit man to consult these lists before extending credit, thus not only protecting ourselves but convincing our neighbors that we are not only willing but anxious to work with them in every way to make our business as well as his more profitable? Why not get together on the question of credits? We can safely do this. While getting to-

gether to fix prices is not only not feasible, but in many states it would be considered a combination and thus contrary to the laws of the State, it is not now nor is it ever likely to be contrary to the laws of any state for merchants to agree on a limit of time to which they will extend credit to a customer. If we are united on this subject our chances of getting business will be equal, there would be no need of secrecy on this score for fear of driving our customers to the catalogue houses, as we are very sure it takes cash to buy goods there.

Has it ever occurred to you that the credit system is, in a large measure, responsible for the existence and growth of the catalogue house? Put the entire country on a cash basis and I do not believe the catalogue houses would be nearly as numerous or prosperous.

Are credits given the time and consideration they should be? Are we always careful in extending credit to know as much of the party asking it as we should? Would it be practical to ask for a property statement before extending credit, the same as we are asked to give before we are able to buy goods? You will say our customers are not used to this kind of treatment and would not submit to it. Why not start in now to educate them to it? Should not the credit business be handled entirely by one man? Make that man feel that he is responsible just as much as the man that buys your goods. Devote more time in the granting of credits and you will not have to devote nearly so much time to collections.

The extending of credits, to a greater or less degree, seems to be a part of the retail hardware business to-day and a great many dealers would not do a cash business if they could, believing they can do enough more business by extending credit to justify the risk. The theory is, they can get more for their goods than for cash. Years ago this might have been true; to-day it is open to question.

How many merchants have a cash and a time price? Is it not a fact that your goods are marked at a profit that should mean cash? How many of you, in marking your goods, forget your competitor and mark your goods at a reasonable percentage of profit above their invoice value, adding freight and drayage and actual cost of doing business?

It is not my purpose to maintain that the system of extending credit to customers is wrong. I simply question the careless and indifferent way into which the retail trade has drifted, in the handling of a subject of such vital importance to their interests. Can we afford to continue in the same channel? I have not attempted to give you any new theories on this subject—I have none to give—but if I have made any statement that will provoke a discussion of the subject I am sure that something will be evolved that will be of value to every merchant. S. R. Miles.
Mason City, Iowa.

Didn't Want the Job.

A bookseller in Cleveland advertised for a porter. A big, muscular Irishman walked into the shop and glanced around; finally his eye rested on a big sign over a table with books: "Dickens works all this week for \$4." The Irishman eyed it thoughtfully, then edged toward the front door. The floorwalker asked pleasantly if there was something he wanted; and the applicant remarked with a backward glance toward the sign: "Oi come in t' git the' job, but Oi'll not care for it. Dickens kin wurrick all th' week f'r four dollars if he wants to. Oi'll not." And the visitor strode vigorously out.

Hardware Price Current

Ammunition				Levels	
Caps				Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....	40			Mattocks	
Hicks' Waterproof, per m.....	50			Adze Eye.....\$17 00..dis	65
Musket, per m.....	75			Metals—Zinc	
Ely's Waterproof, per m.....	60			600 pound casks.....	7 1/2
Cartridges				Per pound.....	8
No. 22 short, per m.....	2 50			Miscellaneous	
No. 22 long, per m.....	3 00			Bird Cages.....	40
No. 32 short, per m.....	5 00			Pumps, Clatern.....	75&10
No. 32 long, per m.....	5 75			Screws, New List.....	85&20
Primers				Casters, Bed and Plate.....	50&10&10
No. 2 U. M. C., boxes 250, per m.....	1 40			Dampers, American.....	50
No. 2 Winchester, boxes 250, per m.....	1 40			Molasses Gates	
Gun Wads				Stebbins' Pattern.....	60&10
Black edge, Nos. 11 and 12 U. M. C.....	60			Enterprise, self-measuring.....	30
Black edge, Nos. 9 and 10, per m.....	70			Pans	
Black edge, No. 7, per m.....	80			Fry, Acme.....	60&10&10
Loaded Shells				Common, polished.....	70&25
New Rival—For Shotguns				Patent Planished Iron	
No.	Drs. of Powder	oz of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/4	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/2	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
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.....				5 50	
First Quality, D. B. Bronze.....				9 00	
First Quality, S. B. S. Steel.....				6 00	
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					
Com.....	7 c.	5-16 in.	5 c.	4 1/2 c.	
BB.....	8 1/2	7 1/4	6 1/2	6	
BBB.....	8 1/2	7 1/4	6 1/2	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.....net				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 17	
Discount, 65.....					
Gauges					
Stanley Rule and Level Co.'s.....				60&10	
Glass					
Single Strength, by box.....dis				85&20	
Double Strength, by box.....dis				85&20	
By the Light.....dis				85&20	
Hammers					
Maydole & Co.'s, new list.....dis				33 1/2	
Yerkes & Plumb's.....dis				40&10	
Mason's Solid Cast Steel.....30c list				70	
Hinges					
Gate, Clark's 1, 2, 3.....dis				60&10	
Hollow Ware					
Pots.....				50&10	
Kettles.....				50&10	
Spiders.....				50&10	
Horse Nails					
Au Sable.....dis				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 0 Tubular, Doz.....				5 00	
Warren, Galvanized Fount.....				6 00	
Boiler Size Tin Plate					
14x56 IX, for No. 8 Boilers, } per pound..				13	
14x56 IX, for No. 9 Boilers, }					
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.....				90	
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, Nickeled.....				30	
Coe's Genuine.....				30	
Coe's Patent Agricultural, Wrought.....				30	
Roofing Plates					
14x20 IC, Charcoal, Dean.....				7 50	
14x20 IX, Charcoal, Dean.....				9 00	
20x28 IC, Charcoal, Dean.....				15 00	
14x20 IC, Charcoal, Allaway Grade.....				7 50	
14x20 IX, Charcoal, Allaway Grade.....				9 00	
20x28 IC, Charcoal, Allaway Grade.....				15 00	
20x28 IX, Charcoal, Allaway Grade.....				18 00	
Ropes					
Sisal, 1/4 inch and larger.....				10	
Manilla.....				14 1/2	
Sand Paper					
List acct. 19, '86.....dis				50	
Sash Weights					
Solid Eyes, per ton.....				25 00	
Sheet Iron					
Nos. 10 to 14.....com. smooth. com.				\$3 60	
Nos. 15 to 17.....				3 70	
Nos. 18 to 21.....				3 90	
Nos. 22 to 24.....				4 10	
Nos. 25 to 26.....				4 20	
Nos. 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	
Solder					
1/2@1/4.....				19	
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—Allaway 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 Boilers, } per pound..				13	
14x56 IX, for No. 9 Boilers, }					

Late Business Changes.

Saginaw—The Brewer-Pryor Piano Co. has doubled its capital stock from \$15,000.

Bishop—The Bishop Creamery Co. has been organized with a capital stock of \$2,500.

Howard City—Burton Gates has sold his meat market to Ed. Labaron, of Newaygo.

Ypsilanti—The Ypsilanti Canning Co. has been organized with a capital stock of \$12,700.

Eureka—A new enterprise has been established at this place under the style of the Eureka Cheese Co. The capital stock is \$1,500.

Brant—The South Branch Cheese Co. has been incorporated with a capital stock of \$1,000.

Saginaw—The Wolcott Windmill Co. has increased its capital stock from \$10,000 to \$30,000.

Saginaw—The Saginaw Hardware Co. has increased its capital stock from \$100,000 to \$112,000.

Detroit—The capital stock of the Enterprise Foundry Co. has been increased to \$30,000 from \$5,000.

Manistee—The stockholders of the Manistee Knitting Co. have voted to transfer their property at the corner of Cedar and First streets to the Manistee Shoe Manufacturing Co. The knitting works stockholders will take stock in the shoe factory.

Traverse City—Jos. Sleder has resigned his position with Frank Stepan and purchased the meat market of M. E. Greenough, at 546 E. Eighth street, and will continue the business at the same location under the firm name of Jos. Sleder & Co.

Lansing—Northrop, Robertson & Carrier have merged their business into a corporation under the style of the Northrop, Robertson & Carrier Co., with an authorized capital stock of \$100,000, of which \$45,000 is paid in, as follows: B. D. Northrop, Dr. E. L. Robertson and M. R. Carrier, 1,500 shares each, and M. R. Carrier 5,500 shares.

Detroit—The Commercial Credit Co. has re-elected Edwin Fernald President; Rolland J. Cleland, Secretary, and L. J. Stevenson, Treasurer and Manager. A successful year's business was reported at the annual meeting on Feb. 28, the membership having been more than doubled, and the company now has thirty-nine persons on its pay roll.

Detroit—The owners of the Pingree & Smith shoe factory have decided to merge their business into a stock company under the style of the Pingree Co., with \$500,000 capital—\$100,000 preferred and \$400,000 common. The preferred stock is divided equally between Geo. Peck and Mrs. H. S. Pingree. The common stock is held by five stockholders as follows: Mrs. H. S. Pingree, \$76,700; Frank C. Pingree, \$110,000; John B. Howarth, \$60,000; Hazen S. Pingree, Jr., \$76,670; Hazel H. Pingree, \$76,660. The officers are as follows: President, Frank C. Pingree; Vice-President, Hazen S. Pingree, Jr.; Secretary and Treasurer, John B. Howarth.

Mercantile Movements at Alpena.

Alpena, March 3—Geo. Fav has charge of the shoe department in Greenbaum Bros.' department store.

Will Seguin is employed in Monaghan Bros.' grocery store.

Henry Beebe has purchased the store buildings and property on Chishohn street, owned by Mrs. Johnrowe. It is his intention to build a handsome brick block.

Thos. McCabe has moved his tailoring establishment into the Chishohn store on South Second av.

The Keston bakery is now located on Miller street.

Arthur Deming, who started a hand laundry in Onaway some time ago, is enlarging and putting in a steam plant.

Thomas Sandham, the clothier, has admitted his head clerk, Walter A. Thorne, to partnership. The new firm will be known as the Sandham Co.

Joseph La Brecque has resigned his position with the Cheney Shoe Co. and is now window dresser in the shoe department at Greenbaum Bros.

The firm of Lewis & Broad, bicycle and sporting goods dealers, has been dissolved. Harry Broad will continue, while Chas. Lewis will devote himself to his outside business.

Capt. Louis Ludington is now a member of the firm of Gould & Gehlert, of Detroit.

Will Foley, for the past year with C. N. Ware, druggist, has resigned and is going to college.

Chas. W. Hurd, formerly on the road for the Hazeltine & Perkins Drug Co., is now traveling in Eastern Michigan for Foote & Jenks, of Jackson.

It is a wise mother-in-law who knows her own daughter's husband.

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.

WE SELL BOOKS, OR GIVE THEM AWAY. Catalogue free. Howard Book House, Windfall, Ind. 318

SHOE STOCK. THE BEST PAYING SHOE store in the State of Michigan. For sale if taken at once. Stock is in A1 condition. Address E. B. Mowers, Eaton Rapids, Mich. 337

WE HAVE FOR SALE: 336 DRUGGISTS' labeled shop bottles for \$35; one \$82 National Computing Scale, almost new, \$55; one \$2.5 National Cash Register, 40 keys, in perfect order, for \$75. Address Cardoza & Leonard, Manistee, Mich. 338

DRUG FIXTURES FOR SALE, SHELVING, shelf bottles, prescription case, scales, etc. G. A. Johnson, 431 W. 7th St., Traverse City, Mich. 335

FOR SALE—GOOD STOCK AND FIXTURES. Involving about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

FOR SALE—MY STOCK HARDWARE, stoves, implements, etc., in good farming country. I have a good established trade and paying business. Stock is in fine shape. Have legitimate reason for selling. This is a good chance for right man. Address W. V. Britton, Hudson, Ind. 333

DRUG STORE FOR SALE IN GOOD LIVE town. Stock invoices about \$2,800. Sales, \$27 per day. Expenses low. Owner wishes to go into manufacturing business. Address No. 332, care Michigan Tradesman. 332

FOR SALE—A GOOD RESTAURANT PROPERTY in East Jordan, doing a good business. For particulars, prices, etc., address Lock Box 83, East Jordan, Mich. 331

FOR SALE CHEAP IF TAKEN BEFORE April 1, 1902—New 30 inch squaring shears and full set tinner's tools, some tinware and tinner's stock; also full set plumber's tools, pipe pumps and water works goods and fittings and new 14 foot eavetrough wagon. Best of reasons for selling. This is worth investigating. Address W. G. Andrus, Otsego, Mich. 330

FOR SALE—GENERAL STOCK AND store building, well located in center of populous neighborhood. Stock and fixtures will inventory about \$3,500. Will sell building for \$3,500. Annual sales, \$12,000, mostly cash. Reason for selling, owner compelled to go to Europe. Address No. 335, care Michigan Tradesman. 335

FOR EXCHANGE—CITY PROPERTY in Newark, Ohio, for stock of groceries. Address W. Lock Box 273, Utica, Ohio. 343

FOR EXCHANGE—BOOT AND SHOE stock to exchange for farm or renting property. Lock Box 273, Utica, Ohio. 344

HAS YOUR TOWN A NEWSPAPER? IF not, do you want one? Address No. 342, care Michigan Tradesman. 342

PARTNER WANTED TO TAKE HALF interest in an old-established business in a thriving Southern Michigan town of 1,200 inhabitants. For particulars address No. 344, care Michigan Tradesman. 344

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

WANT TO EXCHANGE BRICK BLOCK and three houses in West Bay City for stock general merchandise. Address A. N. B., care Michigan Tradesman. 340

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. 343, care Michigan Tradesman. 303

FOR SALE—STOCK OF GENERAL MERCHANDISE, invoicing 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 GENERAL 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, Kearsaer, 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—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. 318, 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 Eli Runnels, 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

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. 328

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 COUNTERS, good ones, for sale at a bargain. Write Parrish & Watson, Ithaca, Mich. 326

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

FOR SALE—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 Lodge, Mich. 296

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 \$1,800. If you mean business, answer. Address No. 286, care Michigan Tradesman. 286

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

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

FOR SALE OR TRADE FOR FARM—a country store and dwelling combined, with good barn; inventory of general merchandise and fixtures about \$2,500; or will rent reasonably. Full particulars on application. Address box 37, New Salem, Mich. 252

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

WANTED—TO SELL STOCK AND BUILDING or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C. W., Box 4/3, Crystal Falls, Mich. 133

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

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

MISCELLANEOUS

WANTED—SITUATION BY A REGISTERED assistant pharmacist of ten years' experience. Can give good references. Address L. E. Dockes, Central Lake, Mich. 341

WANTED—A NO. 1 DRY GOODS SALESMAN. Must be good window trimmer, decorator and stockkeeper. State salary. Country town. Address No. 339, care Michigan Tradesman. 339

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—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. 262

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



Merit will not introduce any goods, but once introduced its merit keeps this Coffee going.

OLNEY & JUDSON GROCER CO., Grand Rapids, Michigan