

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, MARCH 12, 1902.

Number 964

## 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, 1987.  
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: Widdicombe 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.**

Widdicombe Bld'g., Grand Rapids, Mich.  
Books arranged with trade classification of names.  
Collections made everywhere. Write for particulars.

**C. E. McCrone, Manager.**

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## 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



### IMPORTANT FEATURES.

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### THE AMERICAN ATMOSPHERE.

In Germany, we are told, there is as-  
tonishment that Prince Henry, during  
his tour of this country, permitted  
such familiarity with his royal person.  
He has not only allowed ordinary in-  
dividuals to approach him, but has freely  
shaken hands and conversed with them.  
He has ridden in the cab of a locomotive  
and has deported himself on many  
occasions as though he had forgotten  
that he was not as other men and must  
keep his personality sacred from contact  
with the common. The Prince may have  
been coached as to the best way to play  
his role in America, and if so he has to  
thank his advisers for the favorable im-  
pression he has created in this democ-  
ratic land. But it would be almost im-  
possible for any man of sense to have  
appeared among Americans in any other  
way. He found here some distinctions  
in the way of wealth and influence and  
culture, but he found no distinctions  
founded on birth or name. American  
citizens are all on an equal footing when  
they meet in the highways of national  
life. Men are respected for their own  
achievements rather than for those of  
their ancestors. There is something in  
the American atmosphere that every  
foreigner at once feels on coming here.  
Royal ways are not our ways. The  
etiquette of rank is something that  
Americans have never learned and will  
never need to learn. The only way to get  
American favor is by personal conduct  
that deserves it. Americans have been  
pleased with Prince Henry because he  
has not paraded among them as a su-  
perior being, but acted as though Amer-  
ican citizenship was as much a badge of  
honor as German royalty. Perhaps  
Prince Henry will take some of the  
American atmosphere into the German  
court when he returns. There are ele-  
ments in the German nation that would  
welcome a little less austerity and  
haughtiness among the representatives  
of royalty.

### A MODERN HERO.

The people of New Rochelle, N. Y.,  
turned out en masse Sunday afternoon to  
welcome home a humble hero named

Peter Murphy. He was one of the vic-  
tims of the horrible wreck in the Park  
avenue tunnel, New York, two months  
ago. When the trains collided, Murphy's  
head and shoulders were pushed through  
a window, but his legs were caught. He  
worked one leg free and was about to  
get the other free when the roof fell  
upon him, leaving him hanging in a  
most painful position. When a fireman  
came along Murphy asked him to raise  
the timbers which held his legs. It  
was explained to Murphy how, if that  
was done, the roof would fall upon others  
inside the car, including several women.  
"I didn't think of that," said Murphy.  
"Let it stay. I'll stand the pain." He  
endured the suffering for fully half an  
hour without complaint. When removed  
to Bellevue Hospital his injuries were  
found to be so severe that it was con-  
sidered doubtful if his life could be  
saved. One of his legs was amputated  
and his entire left side became par-  
alyzed. Still Murphy maintained the  
utmost cheerfulness and finally became  
strong enough to stand the journey to  
New Rochelle.

During his stay at the hospital,  
Murphy was the recipient of many at-  
tentions from his friends and from those  
who admired and appreciated his heroic  
conduct. When he was taken from the  
special car that conveyed him to New  
Rochelle he was greeted with cheers and  
showered with flowers and escorted to  
his home with honors that any man  
might envy. No hero coming home  
with laurels won in the midst of the  
wild alarms of war could have been  
received with more applause for his  
deeds. Murphy did not do anything  
spectacular. He just exhibited a will-  
ingness to suffer for others. This is  
often called a selfish world, but those  
who do things in the spirit of sacrifice  
find that human hearts are still touched  
when that spirit is manifested. Murphy  
will be compensated by the railroads for  
the injuries he has sustained, but his  
best reward will be the knowledge that  
in a supreme moment he played a hero's  
part.

### GENERAL TRADE REVIEW.

The general public is still keeping  
out of Wall Street, leaving the profes-  
sional speculators to manage things  
their own way. Thus there have been  
several unaccountable advances in cer-  
tain securities on small trading, usually  
followed by prompt reaction, showing  
the work of professional operators. The  
price changes in the general list have  
been upward on account of the general  
underlying strength in all business  
lines. Continued export of gold,  
threatened hardening of money rates  
and occasional signs of serious labor  
disturbances, together with the British  
reverse in Africa, are not enough to of-  
set the pressure of activity and unprece-  
dented demand everywhere.

Bright prospects for the coming yield  
of wheat tend to keep the grain situation  
normal in spite of the fact that all records  
have been broken in both corn and oats  
as to the reserve kept in hand by the  
growers. There is a less percentage of

either of these grains in first hands than  
has ever been known.

In spite of the serious interference of  
storms, railway earnings maintain their  
favorable showing; in spite of the fact  
that the volume of speculation is only  
about one-half of what it was at this  
time last year, payments through the  
clearing house remain about the same;  
mercantile payments are notably prompt  
—all tending to show the increase in the  
volume of legitimate business.

Such price changes as occur in the  
iron and steel products are upward.  
There is no prospect of abatement in  
the pressure of demand, the difficulty  
in securing prompt delivery is still seri-  
ous and little encouragement can be  
given of an improvement in this regard.

The activity in the textile field is  
likely to be increased by the forced clos-  
ing of many mills on account of the  
floods. Prices are firmly held for all  
products and sellers are slow about mak-  
ing sales. Apprehension of higher raw  
materials is still a factor in the situa-  
tion, especially in cotton lines. Buy-  
ers are slow in placing orders for boots  
and shoes on account of high prices, but  
rubber footwear sales at the East have  
reached unequaled figures.

### RIGHT ABOUT FACE.

The sweeping decision of the Supreme  
Court in the case of John Skillman, ap-  
pealed from the Muskegon Circuit,  
holding that a traveling man who takes  
orders for goods can not be held respon-  
sible for mistakes made by his house or  
its employes in filling his orders, is  
good sense as well as good law, and it  
naturally affords the Tradesman much  
pleasure to be the first publication to  
present the full text of the decision,  
which will be found on the eighteenth  
page of this week's issue.

The decision knocks one of the  
strongest props out from under the Dairy  
and Food Commissioner, because it nec-  
essarily compels him to hold the retail  
dealer responsible for any infraction of  
the food laws, where he is dealing with  
jobbers outside the State. When im-  
pure or adulterated goods are purchased  
of Michigan wholesalers, the Food  
Commissioner can proceed against the  
jobber, but where the goods are shipped  
from another state, the retailer must be  
doubly sure that he receives goods which  
are not under the ban of the Depart-  
ment, because in such cases he must be  
held personally responsible for any in-  
fraction of the law. This will, in many  
cases, impel the cautious retailer to in-  
sist that the traveling salesman notes on  
every order that the goods represented  
thereon are pure and are labeled to con-  
form to the Michigan laws.

The Weissinger Tobacco Company,  
controlled by the Universal Tobacco  
Company, has declared a 30 per cent.  
dividend for the last six months of 1901,  
making 60 per cent. for the year. In  
1900 and 1899 the company paid 50 per  
cent. per annum.

Salt, slightly moistened, will remove  
the stains at the bottoms of your tea  
cups.



## Getting the People

The Established Newspaper the Best Advertising Medium.

There is no other branch of trade in which it is so difficult to determine as to the actual or relative value of the goods sold as in advertising space. Not only must the purchaser take into consideration the quantity of the circulation—not always easy to learn—but he must know the kind of people reached, how much of the circulation is in his territory, whether the medium commands attention, etc., etc. There is great variation as to the readiness with which the publisher gives information on such points, a few even going so far as to say the circulation is nobody's business, while a vastly greater number express a willingness to give all information but fail to substantiate their statements with reasonable assurance of correctness.

There are some publications whose management withhold information as to circulation and yet command a wide advertising patronage. These claim that their rates are based on results and that they consider these a sufficient criterion of value. This is a business question with them and the correctness of their position is no doubt determined by their degree of success. It does not follow, however, that a similar policy would be the best in all cases.

As a general rule, most reliable newspapers give a correct statement of their circulation. If the paper is a well-established one the advertiser can determine pretty accurately as to whether the circulation is the best for his business. In towns where the newspaper serves a constituency covered by the natural trading territory it is the ideal advertising medium. There is no other way by which the people can be so effectually reached. Under these conditions every possible encouragement should be given to the publication, as it is of the greatest importance to the hustling trade of the locality.

There is no comparison between a good live newspaper and any other way of publicity. There are various other schemes clamoring for recognition, but the successful merchant need not fear to pass them by. The claims of some, such as the programme, may be urged strongly and plausibly, but I can hardly conceive a case where the scheme really pays. If it is a charity to be supported it is better to meet it on that basis and not on the theory of value received, for it is the experience of all who have tried it that such advertising does not pay.

Then as to the special or "fake" schemes, as biographical and other special enterprises are generally classed, when the engagements entered into are carried out they do not pay as trade getters. If they serve as interesting those who know the individuals described such never give attention to the pages carrying advertising. This is the experience of so many who have tried such schemes and noted results that it is safe to class them all as practically worthless. Such engagements are not carried out in the great majority of cases. Enough copies are printed to supply and show the ones interested and that is all; but really this does not signify, as it does not make the honesty of the ones professing to do the work of circulation any greater.

There is a natural tendency for the inexperienced advertiser to try other than the well-established and most reliable

## SOO HARDWARE CO.

WHOLESALE AND RETAIL.

Sole Agents For...

**Jewel Stoves and Ranges.**

EVERY STOVE FULLY WARRANTED

**Complete Stock of Shelf and Heavy Hardware.**

Our prices are always the lowest. Never undersold.

Retail Store, 224 Ashmun St.

## Don't Be Afraid To Send the Children

When you want anything in Groceries from our Store. They will be waited upon just as promptly and just as carefully as you would if you came yourself. They will get just as much for the money. And we have some very cheap prices on Groceries just now. Don't let anyone get away with us on same quality of goods.

**THE KNAPP GROCERY CO.**

## To The Public

A well stocked grocery store is prepared to supply everything called for in the regular order of business. We can do this at a minimum of cost to the purchaser, relying for our profits upon increased sales and quick returns. Especially for the Lenten season we draw your attention to our Mackerel, Cod Fish, Salt Water Herring. Have you sampled our White House Coffee?

**WING & BROWN**

Opposite Merchandise Dock St. Ignace, Michigan

## Morgan's Corner



..TRY OUR FLOUR..

## AT COST!

We are closing out a number of the articles on our second floor at cost.

These include barrel churns, crokinole and carrom boards, lamps, paper racks, chamber sets and 56-piece tea sets.

Here are a few articles that will be closed out regardless of cost, as we will carry this line no more. Bed blankets, comfortables, towels, stockings, suspenders, gloves, mittens, clocks, finger rings, handkerchiefs, thimbles, etc.

If you need anything in this line, drop in.

**N. C. MORGAN**

## Wall Paper

Little early, you think?

Oh, no! it isn't. It's time to plan ahead, and come to some conclusion as to how many of the rooms you will paper, and how many.

## Window Shades

You will need to match the new paper as well as the old. We want a chance to bid on both the Wall Paper and Window Shades, and just now will make it interesting in the way of prices and patterns.

## Wilcox & Godding

Druggist.

## When you want to buy Furniture

Then we want to see you. Our line is constantly being added to so we have always a new stock for your inspection.

Sideboards, Rockers.

Secretaries Bedroom Suits, Diners, Center Tables

Whatever you want we know we can suit you in price and quality.

How about an odd pair of Trousers? A good pair cheap this month.

**C. E. HAMMOND.**

## Gas Announcement.

FOR THE FIRST "30"

**Gas Stoves Sold THIS SPRING**

We will pipe in and connect Free. Get in your order quick to insure Free Piping.

**JOHN J. FOSTER, GAS WORKS.**

## WALL PAPER.

Prices 1/2 cheaper this year.

Stock larger than ever.

THINK OF IT.

Papers that were 40c and 50c, this year 20c and 25c.

Don't buy until you have seen our line, or you will regret it.

We can save you money on Furniture, if you buy now.

**C. E. HAMMOND.**

media. If such trials are to be made the time to do so is not at the beginning of the advertiser's career. Such quickly become skeptical as to the value of any advertising. There should be no experiments as to facts that are well demonstrated by general practice. Not all new newspapers are "fake" enterprises by any means, but the judicious advertiser will judge whether the character of the publication, the work it proposes to do and the business standing and ability of its projectors warrant its existence. The establishment of a new periodical is becoming more and more difficult, for the discriminating advertiser is learning to wait for assurance as to its right of existence.

\* \* \*

The Soo Hardware Co. shows a good general advertisement, making a specialty of stoves and ranges. The printer shows excellent judgment in the way he has divided the display so as to really make two advertisements in the same space. The result is a success.

The Knapp Grocery Co. has an interesting and well-displayed advertisement, but one of the kind which should be changed every week. The different use of the word "don't" in the first sentence and in the last leaves a question as to whether the last means, "We do not," or is a request that the readers shall not. The printer's display is excellent and the advertisement, as a whole, is good for a change.

I do not like the main display line in the grocery advertisement of Wing & Brown, for the reason that it has no relation to the business. The printer has done his work well, but there should be something to suggest table supplies in some way in the lines intended to catch the eye. So important a word as Lenten should be spelled correctly.

N. C. Morgan has material for two or three advertisements and the different subjects are so run together that the force is largely lost. Thus there is no separation between the articles to be sold at cost and those to be sold regardless of cost. There should be other display lines and the use of dash rules to bring out the parts more strongly.

An attractively written and displayed wall paper announcement is that of Wilcox & Godding. The display is calculated to catch the eye of those interested in room decoration. The printer has done well to keep unity of style and in giving good white spaces in his display.

C. E. Hammond presents an advertisement which has some noticeable features. The printer's work is good and the writing and display are calculated to attract trade, but a remarkable incongruity is the odd pair of trousers. The last four lines would constitute a good advertisement in some other part of the paper, but the sudden transition here from furniture to this department of wearing apparel is startling if not ludicrous.

John J. Foster words his stove announcement just right for his space and his work is well seconded by his printer, although he puts a small cap. "O" in "Stoves."

The manner of breaking the border for the wall paper announcement of C. E. Hammond is noticeably good. The period might be omitted after the last word. The reference to furniture would constitute a good advertisement by itself and leave the remainder stronger, still the relation is such as to make it admissible. As a whole, the effect is exceptionally good.



#### She Was Waiting For Her Change.

The frail looking young matron stood in the swirl in front of the flannelette shirt waist bargain counter.

Her arms were full of bundles. There were dark circles under her eyes caused by extreme weariness.

Observing her closely, however, you could perceive that she didn't appear to be interested in the stacks of flannelette shirt waists heaped upon the counter.

She just stood there, with a pained, weary, half-expectant look on her face.

A large woman with huge gilt hoops in her ears butted into the frail looking young matron, almost taking her off her feet, but she didn't even look around.

A dwarfish, hatchet-faced woman, seeing the young matron standing there with apparently no business in hand, probably concluded that the young woman was unwarrantably usurping floor space that belonged of rights to flannelette shirt waist bargain hunters. The dwarfish, hatchet-faced woman, therefore, deliberately stepped upon the right great toe of the young matron.

Still the frail looking young matron paid no attention.

She was swooped upon by four girls of athletic build, and almost tossed into the air, so eager were the skirted athletes to get at the bargain flannelette shirt waists, but when she came down once more on her feet she only leaned on the other limb, sighed and continued to wait, with her tired-looking eyes cast upward.

A bundle boy hustling through the store at top speed bumped squarely into the frail looking little woman, but she quickly recovered her equilibrium and made an effort to look composed.

Three women who were all but fighting over the possession of a nile green flannelette bargain shirt waist, one of them hanging onto one sleeve of it, another to the other sleeve, and the third to the collar, trampled unmercifully upon the toes of the weary looking young matron, who only withdrew her feet as far as possible out of the way, sighed heavily, clutched her armful of bundles a bit tighter and continued to wait.

What was she waiting for? For what purpose was she enduring all this misery?

She had purchased a \$2.99 flannelette bargain shirt waist and had given the salesman \$3, and she was waiting for her change.

#### Elastic Bands Cheaper Than String.

"No," said a rubber goods dealer, who had been asked about the sale of elastic bands, "we don't exactly sell them by the ton, but there are tons of them sold in the course of the year.

"Originally designed more especially for a convenient binder for bundles of documents and that sort of thing, they are now used for a great variety of purposes in place of string. They are used to put around packages and bundles in stores, more especially small packages, as in drug stores.

"They are used by many manufacturers to put around things of various kinds, which otherwise would be tied up. In many of these uses, aside from their convenience and their attractiveness as a part of the parcel, they are cheaper than string, because the use of them saves so much time. A rubber band can be wrapped around a package in much less time than it can be tied up.

"Rubber bands in old times used to

be sold by the dozen, now, as you know, they are sold by the pound, but you do not have to buy a pound; you can buy an ounce, or a half an ounce, for that matter.

"How many bands to a pound? Well, that depends, of course, on the size of the bands. The biggest, heaviest bands used run only twelve bands to the pound; the smallest, a tiny little band called an election ring, from their use around bunches of ballots, number thousands to the pound. Most people buy bands of gray rubber but nowadays there are not a few who prefer the bands of the more modern terra cotta color.

"I never heard an elastic band play, but there's sure to be music in the air when the small boy gets out with his bean shooter, which he makes by attaching a rubber band to the prongs of a wishbone shaped handle; this being one of the uses of elastic bands that I forgot to mention."—New York Sun.

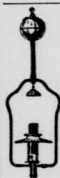
#### Slightly Nervous.

Everything was in readiness. The groom, the best man and the minister were gathered in the vestry. The organist began to play and the minister started for the door.

"Wait one moment, doctor," called the nervous groom. "Is it the right or left hand the ring goes on?"

"The left," hurriedly replied the minister.

"And, doctor, is—is it kisttermery to cuss the bride?" But the minister had fled.



#### The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency

The Imperial Gas Lamp Co.  
132 and 134 Lake St. E., Chicago

#### 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.

## Nearly Every Town

contains one live, energetic, hustling merchant who is up to the times.

We want him.

He can make money selling our Sanitary Dustless Floor Brushes.

Good things—sweep without raising dust—sweep faster, better.

Saves the trouble of dusting afterwards.

Let us tell you more about it.

Milwaukee Dustless  
Brush Co.,

121 Sycamore Street,  
Milwaukee, Wis.

## 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.

## 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.



## Around the State

### Movements of Merchants.

Hart—C. W. Noret will open a furniture store.

Vanderbilt—Wm. Berry has opened a candy and bazaar store.

Bennington—O. F. Harryman has sold his hardware stock to W. L. Howard.

Leslie—J. L. Torrey has sold his lumber interests to G. E. Lamb & Son, of Saginaw.

Marquette—A. T. VanAlstyn, dry goods dealer, has added a millinery department.

Caledonia—Snyder & Henderson succeeded Schiedel, Snyder & Co. in the lumber business.

Webberville—J. Frank Cook, dealer in hardware and lumber, has sold out to L. S. Allchin.

Flint—Hascall, Banton & Co. succeeded Edwin R. Banton in the musical instrument business.

Ortonville—Robert Hewitt has sold his general merchandise stock to Ernest W. Scranton.

Tekonsha—Wolf & Clark have sold their grocery stock to H. N. Randall and H. B. Williams.

Ann Arbor—Cender & Neff succeed Frederick J. Gerstner in the confectionery and bakery business.

Battle Creek—Brewer & Moody, jewelers, have dissolved partnership, Sherman W. Moody succeeding.

Caro—J. R. Herman will open his new crockery and wall paper store in the Herman block on March 15.

Comstock—C. H. Lawrence has engaged in the grocery business. B. Desenberg & Co. furnished the stock.

Williamston—J. N. Leasia, of the drug firm of Leasia & Headley, is spending a few months in Colorado for his health.

Reed City—P. M. Lonsbury has sold his drug stock to Arthur Mulholland, formerly engaged in general trade at Ashton.

Traverse City—Chas. Rosenthal & Bro., dealers in dry goods, clothing and boots and shoes, have dissolved, Chas. Rosenthal succeeding.

Portland—S. Brooks & Son have sold their grain elevator and produce and coal business at this place to John W. Smith and Orra C. Allen.

Ceresco—An independent telephone system has been organized at this place under the style of the Ceresco Telephone Co. The capital stock is \$800.

Howard City—Lyman Townsend has sold his bakery and restaurant to Fred Watson, of Belding, who will continue the business at the same location.

Nashville—D. Wells and F. G. Baker have formed a copartnership under the style of Wells & Baker and engaged in the general merchandise business.

Calumet—Miss C. Krug, of South Lake Linden, has leased the Stack building, formerly occupied by Alex. Laroux, and will open a millinery store.

Kalamazoo—W. A. Cackler has purchased from S. O. Bennett his meat market on West Main street. Mr. Bennett will make no change in his grocery business.

Charlotte—Fred Stocking has sold his interest in the grocery firm of F. H. Stocking & Co. to Mrs. Newton and has purchased the grocery stock of J. A. Hageman.

Owosso—John Cook, a former shoe merchant of this city, has purchased the remainder of the E. L. Brewer stock and will merge it with the stock of the Boston racket store. He will occupy the Brewer store building.

Woodville—Martin Holland, general dealer, has purchased a residence in Big Rapids, which he will shortly occupy in order to give his children the benefit of the schools at that place.

Pentwater—Fred H. Smith, who for several years past has been with the Sands & Maxwell Lumber Co. in the grocery department of their store, will shortly open a grocery store of his own.

Dollar Bay—Jacobson & Levitan, dealers in general merchandise here and at L'Anse, have dissolved partnership. Sol. Jacobson will continue business at this place, while D. Levitan has become owner of the L'Anse stock.

Portland—Messrs. Webster Peake and George A. Snyder have purchased the meat market of Orra Allen, Mr. Snyder moving his stock from his market to the building recently occupied by Mr. Allen and which the new firm will occupy.

West Bay City—S. M. Lampke, dealer in dry goods, boots and shoes and men's furnishing goods at 509 East Midland street, has purchased the stock of dry goods and shoes of B. Lampke & Marks at Millington and has removed to that place.

Lowell—Fred B. McKay, formerly a member of the hardware and implement firm of McMurray & McKay, of Ada, has purchased a half interest in the branch agricultural establishment of Brown & Sehler here. The new style is Brown, Sehler & Co.

Lake Linden—At a meeting of the stockholders and directors of the Lake Linden Co-operative Association, it was decided to purchase the real estate stock of the Poull Mercantile Co., on Calumet street. The capital stock will be increased from \$20,000 to \$40,000.

Kalamazoo—M. S. Scoville, who for the past sixteen years has been engaged in the grocery business here, has decided to retire on account of ill health. With the exception of J. J. Van Kersen, Mr. Scoville has been in the grocery business in Kalamazoo longer than any other person now in the business here.

St. Johns—O. P. DeWitt has sold his retail grocery stock to Hoyt E. Pierce, of Belding, who will continue the business at the same location. Mr. DeWitt has been engaged in the grocery business here nineteen years and during the past half dozen years has gradually worked into the wholesale grocery trade, which he will give his entire attention hereafter.

### Manufacturing Matters.

Saginaw—The Feige Desk Co. has been incorporated, with capital stock of \$125,000.

Morenci—The Chappell Furnace Co. has been organized with a capital stock of \$15,000.

Detroit—The American Vapor Stove Co. has increased its capital stock from \$100,000 to \$150,000.

Jackson—The capital stock of the Magic Foot Draft Co. has been increased from \$5,000 to \$6,250.

Pontiac—The Hodges Vehicle Co. has filed articles of incorporation with a capital stock of \$15,000.

Buchanan—The Buchanan Creamery Co. has been organized at this place. The capital stock is \$4,350.

Caledonia—The Caledonia Cheese Manufacturing Co. has filed articles of incorporation, with a capital stock of \$1,650.

Holly—The Holly Wagon Co. has engaged in the manufacturing business and incorporated with capital stock of \$50,000.

Detroit—The Detroit Pure Food Co., Ltd., has been organized with a capital stock of \$100,000, of which \$17,000 is paid in.

Detroit—The American Harrow Co. has filed articles of association, reducing its capital stock from \$300,000 to \$250,000.

Marion Springs—A cheese factory has been located here, with a capital stock of \$1,000. The style is the Spring Cheese Association.

Whiteville—A new cheese enterprise has been established here under the style of the Union Cheese Factory of Isabella County. It has a capital stock of \$1,140.

Lansing—A. T. Van Dervoort has merged his special tool business into a stock company under the style of the Western Tool Co. The authorized capital stock is \$10,000.

Kochville—Charles Burger has leased the cheese factory here for a term of years. He will put in a separator and expects to have the plant ready for operation about April 1.

Ann Arbor—Elmer L. Brown, of Ypsilanti, and George Gaudy, the William street candy merchant, will engage in the candy manufacturing business in the building formerly occupied by the Ann Arbor Music Co. The company will reserve a part of the first floor as a retail department.

Traverse City—The Jackson Candy Co. has been formed to engage in the manufacture of confectionery. The members of the new concern are J. W. Jackson, Mrs. J. W. Jackson and Harry Harris, for the past six years candy-maker for George McLellan and formerly with Huyler, of New York.

Detroit—The Gem Fibre Package Co., with a capital of \$20,000, has filed articles of association. The stock is divided into 2,000 shares of the par value of \$10. The stockholders are: H. K. White, Jr., 750 shares; H. K. White, trustee, 750 shares; James M. Carmichael, 250 shares; James C. Miller, 250 shares.

### The Boys Behind the Counter.

Traverse City—Albert Globensky, accompanied by his bride, has returned from Big Rapids, where he has been taking a course in chemistry. He took the examination as registered pharmacist in Grand Rapids recently and passed with a very high average. He has resumed his old place in Jas. G. Johnson's drug store.

Alpena—Chas. Richel has been elected President of the Retail Clerks' Association, to fill the vacancy caused by the resignation of Frank White, who expects soon to remove from Alpena to West Bay City, where he has taken a position in the dry goods department of the Thompson department store. Mr. White has for several months been in the employ of the Sinclair Dry Goods Co.

Traverse City—Frank Miller, formerly with S. Benda & Co., has taken a position in the clothing and men's furnishing department of the Boston store.

Alpena—Joseph Huott is now with the Cheney Shoe Co.

Hancock—Excitement prevailed in Hancock a few evenings ago when a hundred or more people assembled in front of N. A. Metz's store which was kept open after the time agreed upon for closing.

Most of those assembled were clerks in Houghton and Hancock who took this means of manifesting their indignation at the action of the management of the store. This is the first attempt made in some time to disrupt the movement and it naturally caused considerable commotion. At 6 o'clock Mr. Metz gave orders to his clerks to remain at their posts as he intended to keep the store open until the customers had all gone out and further that it was pay day at several of the factories and he intended to keep open to accommodate the trade. He did so, notwithstanding the remonstrances of the clerks. The store was closed at about 8 o'clock after all of the customers had gone. Mr. Metz figures that his business comes first and the consideration of the unions second. He was assured that there would be a good trade that evening and he wanted to accommodate his customers by keeping open. It was soon discovered by the clerks that the store was open and they assembled in scores in front of the place of business remonstrating vigorously. Several of their members approached Mr. Metz on the matter, but he gave them little satisfaction and concluded with the statement that he would close as soon as the customers were all out. He states that he is not at loggerheads with labor unions, neither will he make a practice of keeping the store open after the hours agreed upon, but last evening there were some customers in the store and he had assurances there would be more, so he kept it open to accommodate them.

Traverse City—C. H. Salisbury, of Detroit, has taken a position with the Boston store as general salesman on the basement floor.

Alpena—E. T. Jones is now head pharmacist at J. T. Bostwick's.

We marvel at the ignorance of our neighbors, but our own intellectual shortcomings are attributed to a poor memory.

## If You Want

intelligent activity in your behalf, ship your Butter, Eggs and Cheese to

**Stephen Underhill,**  
Commission Merchant,  
7 and 9 Harrison Street,  
New York City.

Ship me your Fresh Butter and Eggs. Old established; thoroughly reliable; strong financially. Reference: Any Bank or Commercial Agency.

## 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.

**WANTED!** POTATOES, CABBAGE, ONIONS.  
**M. O. Baker & Co.,**  
WHOLESALE FRUITS AND PRODUCE

Bell Phone Main 1870  
Brown 541

119-121 Superior St., Toledo, O.



# Grand Rapids Gossip

## 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—\$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. Receipts are heavy, but the demand is greater than the supply, which keeps the market well cleaned up.

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.

Dressed Lamb—Very scarce, receipts having been nil for several days. Dealers pay 10c.

Dressed Veal—7½c for No. 1 and 5@6c for No. 2.

Eggs—More money was lost than made by country merchants who purchased eggs last week. The price weakened every day and on Friday the New York market slumped 5@6c per doz., which compelled local buyers to drop their paying prices to 12c. If the New York market continues to weaken, local handlers will drop to 11c—and possibly to 10c—before the end of the week. On the basis of the present market no country merchant should pay over 9c if he expects to get a new dollar for the old one. Arrivals in Chicago show an enormous increase. Freight receipts alone were 23,235 cases last week, as compared with 15,222 cases the previous week and 24,016 cases the corresponding week of last year. The increase is even larger than the figures show, as fully 60 per cent. of the receipts during the early portion of the week were by express and none of the express companies make reports of their arrivals.

Figs—Five crown Turkey command 14c.

Grapes—\$4.75 for Malagas.

Green Onions—20c a doz.

Honey—White stock is in ample supply at 15@16c. Amber is in active demand at 13@14c 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 Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Onions—The market is strong at \$1.50@1.75 for common and \$2 for extra fancy.

Onion Sets—Top, \$1.25 per bu.; yellow, \$1.75; red, \$2; white, \$3.

Oranges—California navels fetch \$3.25 per box for fancy and \$3 for choice.

Parsley—30c per doz.

Parsnips—\$1.75 per bbl.

Pieplant—9@10c per lb.

Potatoes—The market is in good shape and shipments are as active as the car situation permits. Local jobbers pay about 65c, which enables the country buyer to pay 57@60c. The market is so sensitive that any attempt to boost prices results in a temporary setback.

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 12@13c, and geese 8@9c. Live pigeons are in moderate demand at 50@60c and squabs at \$1.20@2.

Radishes—30c per doz.

Spinach—75c per bu.

Strawberries—35c for Floridas.

Sweet Potatoes—Kiln dried Jerseys have advanced to \$5.

Vegetable Oysters—20c per doz.

## How He Got an Umbrella.

A Monroe street merchant entered his store the other day with an umbrella in his hand and, sitting down on the nearest stool, burst into a roar of laughter.

In response to queries as to the character of the joke the merchant said, after a few minutes of hilarity.

"Well, you know, when I started out in the rain I had no umbrella. I started over on the West Side, debating whether I shouldn't invest, but was deterred by the thought that I already have three umbrellas kicking around somewhere. When I got over on West Bridge street I spied a man I presumed to be Dick Wilson. I don't believe you know Dick, but he is an old friend of mine. The man I thought to be Dick was carrying a fine silk umbrella. It's mine, now," he added fondly, as he gazed on the work of art he held in his hand.

"As soon as I saw the man I presumed to be Dick I was so overjoyed that I rushed on him from the rear and, slapping him hard on the back, exclaimed: 'Look here, old man, give me that umbrella!'"

"The man turned and, to my amazement, I discovered that he was not Dick, but someone I had never seen before. I was covered with confusion and was about to apologize, when I observed that he was even more confused than I. He hastily closed the umbrella and pressed it into my hand with the remark:

"'I—I beg your pardon; I didn't know it was yours,' and vanished around the corner, leaving me standing with open-mouthed astonishment."

After the outburst of merriment from the assembled clerks had subsided, the merchant said:

"Well, I've got a fine, new umbrella anyway and they say the second thief is the best owner."

A good story is told of a bright lad who lived in a certain town in Southern Michigan. Like the other boys, he built a bird box high on a pole in the back yard for whatever birds might come. His box was thronged every day and the birds from the neighbor boys would flock to his place. It puzzled the envious lads and they could not divine the cause. They asked the proud boy how it was. What attracted the birds? Was he a charmer? and many such questions. He refused to answer and then the boys were all the more curious. Finally, he told them if they would gather close around him and listen quietly, he would tell them his secret. When all were ready he only said, "I feed 'em." This simple story illustrates our idea of a trade paper. If each week it has something new, something bright; has a clean face and pure tone, has English fit for the critics, yet is devoid of bombast and verbosity; if, indeed, it shall suggest new thought that shall be food for the merchant and his family, then shall it succeed and it will have flocks of eager readers. The very first essential to a good, vigorous circulation is a good paper. You can fool a part of the people all the time, but not all of them all the time, especially merchants. There is a field for a weekly journal that shall take broad views of life and launch out and say and do something—that is food for the people.

P. H. Fahey, whose drug stock was recently destroyed by fire, has re-engaged in the business. The stock was furnished by the Hazeltine & Perkins Drug Co.

A. Crittenden, dealer in groceries and flour and feed at Sears, has added a line of shoes. Geo. H. Reeder & Co. furnished the stock.

W. H. Smith has re-engaged in the grocery business at Wallin, purchasing his stock of the Lemon & Wheeler Co.

The ambitious cobbler keeps pegging away to the very last.

## The Grocery Market.

Sugar—The raw sugar market is quiet, with very few sales reported. On account of the slow demand for refined sugar, refiners continued out of the market for the present. This indifference caused holders to weaken and prices declined 1-16c for 96 deg. test centrifugals. The world's visible supply of raw sugar is 3,810,000 tons, showing an increase of 790,000 tons over the same time last year. The refined market is also very quiet. The decline in the market for raws caused a feeling of uncertainty in the trade and orders are only for small quantities for immediate use. The general impression is that there will soon be a reduction on all grades of refined.

Canned Goods—The canned goods market is in good condition, with a fairly active demand in almost all lines. Considerable interest is still centered in tomatoes, particularly on account of the fact that the Indiana Packers' Association has named prices on futures which are about 10c per dozen higher than last year's opening prices. These prices are what a good many have been waiting for before making their purchases of future goods, and it is expected there will be considerable buying by those who have delayed doing so until these prices were named. The market for spot tomatoes shows decided strength. Stocks are very light and, notwithstanding the high prices, the demand has not been reduced, as was expected would be the case. Early in April dealers usually experience a good active trade in all kinds of canned goods, and particularly tomatoes, and in view of this and the light stocks now on hand, prices may show a further advance shortly. There is an unusual interest taken in corn just now and this article has at last taken on some of the activity noted in tomatoes. Packers are much firmer in their views and a number of large orders have been turned down. During the past week packers have been indifferent sellers and have seemed anxious to discourage buying. Peas, both spot and future, are practically unchanged, with a very fair demand noted for both. Gallon apples are quiet, with very little demand at any price. Sardines are firm and in somewhat better demand. Salmon is moving out well at unchanged prices.

Dried Fruits—The dried fruit market is quite active in practically all lines and prices have an upward tendency, with the exception of currants, which show some weakness. Considerable interest is still reported in prunes and they are being cleaned up at gradually improving prices. Large sizes, 40-50s and 50-60s, are in most request, but a good demand is felt for the entire line. The general impression is that there will be a general advance on all sizes shortly. Raisins are in fair request and the tendency is upward on seeded. Apricots meet with a good trade at gradually improving prices. Stocks are light and are being rapidly reduced. Peaches are in much the same position as apricots, demand at full prices being quite active. Dates are in a very strong statistical position and are meeting with good demand at unchanged prices. Figs are also selling well at previous prices, with the supply on hand very light. Currants are quiet, with very light demand. Prices have declined ¼c per pound. Evaporated apples are very quiet. Stocks are exceedingly light, but there is only a very small demand and prices show some easiness.

Rice—There is a slight improvement

in the demand for rice. Business, however, is confined to small lots, but is sufficient to keep prices steady. The general condition of the market is one of firmness and a general advance on all grades is predicted to take place shortly.

Tea—The general position of the tea market is a strong one and the outlook is promising for a general advance. Owing to the small supply of green teas, offerings are only moderate and some holders are asking a slight advance on same.

Molasses and Syrups—The feature throughout the week was the decided firmness in prices, which was sustained by the strong statistical position and a further advance in the New Orleans market of about 1c per gallon. It is claimed that the trade in general have very light stocks and a further advance seems very probable. The corn syrup market continues very strong and prices show an advance of ½c per gallon and 3c per case on cans.

Fish—Trade in fish is rather quiet at present, the trade being well supplied for all demands during the Lenten season. In consequence of light stocks, however, prices remain firm and some grades show a slight advance. It is said that very little, if any, mackerel will be carried over the present season, beyond a limited quantity to supply the usual small spring demand.

Nuts—Nuts are quiet. The only article in the list that has shown any particular change is Brazils, which have declined 1½c per pound. Walnuts meet with a fair demand, owing to the small supply on hand. Other varieties are selling fairly well at moderate prices.

Rolled Oats—Contrary to expectations, the rolled oats market has weakened and prices show a decline of 25c per bbl., 10c on competitive cases and 20c on Banner Oats. The market is very sensitive, however, and any material change in the grain markets will affect the price of rolled oats.

## Hides, Pelts, Furs, Tallow and Wool.

The hide market has firmed up a little and assumed a steady tone. Much as yet depends on the time of take-off or quality. Trade is active and there are no accumulations. Prices are likely to remain firm.

Pelts remain firm, with light offerings. Prices are fully up to where pullers want to pay and, on dull wool market, hang off. No advance is looked for.

Furs are nominal, awaiting the outcome of the March sales in London, where the outlook on some grades is not bright.

Tallow and grease are firm, with light offerings.

Wools are weaker and trading is light. Sales are small, while stocks are strongly held. Manufacturers are well supplied and are not anxious buyers, although stocks in sight are likely to be wanted before the new clip comes in.

Wm. T. Hess.

The Miles Hardware Co. has purchased the hardware stock of A. M. Maris, 115 Monroe street, and has leased the store building for a term of five years. Inventory is now in progress and from present indications the formal transfer will occur about Monday of next week.

The stockholders of the Grand Rapids Bark and Lumber Co. have voted to increase the capital stock of the corporation from \$100,000 to \$200,000.

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



### Lively Town in California Where 500,000 Cacklers Live.

The town of Petaluma is ruled by 500,000 hens. But for these half million hens the town would never have been what it now is, and the egg and poultry raising industry of Petaluma would never have hatched, so to speak, and reached its present immense proportions. The hens know it, and hence there is no spot in the place that is forbidden to them.

They greet the visitor as he steps from the train and they cluck at him as he departs—that is, if he does not stay and go into the poultry business in this favorable spot, which many finally do. Twenty-three years ago there were not more than a hundred or two chickens to be found in or around Petaluma. Now more eggs and poultry are shipped from that point than from all the other towns of the State combined, and the poultry ranches vary in size from a back yard to a hundred acres or more. No person having a scrap of land to spare is without a flock of hens.

The few figures following make the egg business appear a very much more dignified occupation than it is popularly supposed to be:

The shipments from Petaluma last year were 2,600,000 dozen eggs and 30,000 dozen of poultry. As high as 14,000 dozen eggs have been shipped out in one day from the Petaluma market alone.

Petaluma's proud position as the egg center of the Pacific coast is not the result of accident, but is due to a combination, viz., right soil, cool summers and favorable location. Nearness of the San Francisco market and the extremely low freight rates afforded by reason of the competition between water and rail transportation are other important factors in its development. The poultry industry has been the means of making much otherwise worthless land much more valuable. The big Cotati ranch of 10,000 acres has recently been subdivided and sold out in small holdings. To drive through it now is to find a veritable poultry city.

The White Leghorn fowls, among the best layers known, are kept to nearly the entire exclusion of other breeds, for the egg business is really more promising here than the poultry side of the industry.

It is a pretty sight at the feeding time—6,000 or 7,000 hens on a many-acred ranch. Perhaps the chicken houses, each with its nearby colony of 100 or 150 chickens, are scattered over many acres, sometimes amid the green of a foothill orchard.

There is a rush and a flutter of a living cloud of white as the man starts out from the feed house with horse and sled and makes the round of the tiers of houses, scattering feed and gathering the harvest of eggs as he goes. The length of this trip varies, of course, with the amount of land occupied, but the feeding sled sometimes makes a circuit of a mile.

The hens are fed generally only once a day, with the addition of a lunch of green feed at night. The sled is loaded with four barrels of water, five sacks of wheat and a mash composed of three sacks of coarse middlings and forty pounds of either cut green bone or ground fresh meat, which is mixed with skim milk that has been allowed to sour. On a big ranch it takes from 6 a. m. until 11 o'clock to complete the feeding and watering, and a sufficient quantity is put out to last twenty-four hours. Seventy-five hens are roosted in each house, and the houses are built on runners. The colonies are from 400 to 500 feet apart, and the hens being well supplied with feed, are content and do not wander from one colony to another.

An interesting feature of this open colony system is that each fowl knows and goes unerringly to its own particular colony house for roosting at night.

In 1900 \$20,000 was spent with the merchants of the town for chicken feed. This was outside and above the feed stuff which some of the large poultry raisers import from San Francisco. Small oyster shells are brought in this town of hens by the schoonerload to furnish the biddies with the lime wherewith to produce a proper eggshell. The cost of feeding one hen well, and strike the happy medium of success in feeding is about 65 cents per year—from that to \$1. A man will go into a store in Petaluma and buy \$500 worth of chicken feed and pay cash for it as readily, and perhaps more so, than he would buy his wife a silk gown.

The best argument as to profits is the fact that everybody in the town is in the poultry business in some form and they all stay in it and enlarge each year. The average profit per hen is \$1 to \$1.50 net per annum. One man about three miles from Petaluma has succeeded by special care, neatness and good selection of fowls, in making his hens pay a trifle over \$2 each per annum. If the eggshells were only as valuable as the eggs, what a duplicate store of riches would accrue to many. The incubators leave behind them a vast number of shells, which are carted away by the wagonload for use in the tanneries, or are crushed and fed to their near relatives, the chicks.

Perhaps the biggest wagonload on record was made by the shells left by 45,000 chicks hatched by incubator. Incased in wire netting, they resembled a case of huge popcorn.—San Francisco Call.

A fool girl often encourages a fool man for the purpose of bouncing him.

You ought to sell

## LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.

## WANTED

To contract one or two creameries of fancy butter for the year or season. We want only No. 1 goods. Prices based on N. Y. quotations.

**Rea & Witzig,**

96 West Market Street, Buffalo, N. Y.

Commission Merchants in Butter, Eggs, Poultry, etc.

Best of references given.

## A Flour Proposition

We make the best straight roller flour in Western Michigan. It is our specialty. Only one grade and that the best. A few more dealers can get a chance to handle it if they write at once.

**Brownell Milling Co.,**

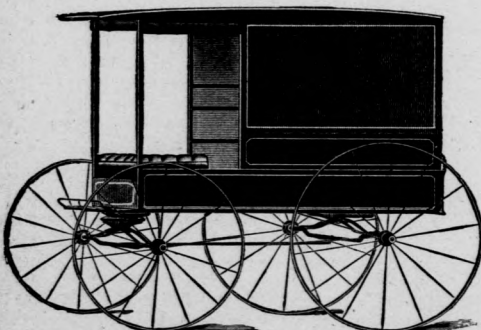
G. R. & I. and L. S. & M. S. Rys.

Plainwell, Mich.

## Fairbanks' Standard Scales

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

**Fairbanks, Morse & Co.,**  
Chicago Detroit



No. 246. Delivery Wagon, with shafts. Price, \$60; same as sells for \$25 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 New Postal Card.

A new one-cent postal card is now being printed at the Bureau of Engraving and Printing and when the first issue of 4,000,000 has been counted and bundled the new card will be placed on sale. Its distinctive feature is that the card contains a vignette of President McKinley in lieu of President Jefferson's portrait. The issue of the Jefferson card will be discontinued when the present stock on hand is exhausted.

When desired by purchasers the new postal card will be furnished in sheets of forty cards each. It is expected this arrangement will effect a large saving to purchasers who have their messages or addresses printed on postal cards. In order to avoid the heavy black device at the top of the Jefferson card and leave a clear space for the postmark the new postal card has three lines of small type printed about an inch below the top of the card. The card is thus divided laterally into two sections—one for the postmark and one for the address. The official description of the new card is as follows:

"In the upper right hand corner is a portrait of the late President McKinley, three-quarters face, looking to the left, with the words: 'Postage One Cent' above and '1843-McKinley-1901' below the stamp and following its elliptical contour. The portrait used for the subject of the stamp is one which was preferred by Mr. McKinley himself. The stamp is practically devoid of ornament. To the left of the portrait are three straight lines of lettering, the top line being one and one-sixteenth inches below the upper edge of the card and containing in small capital letters the words, 'The Space Above is Reserved for Postmark.' The second line is made up of the words 'Postal Card' in large plain capitals. The third line is in the same type as the first, and reads 'The Space Below is for the Address Only.' In the upper left-hand corner is a coat-of-arms of the United States, its position balancing that of the stamp in the upper right hand corner. Above the coat-of-arms in the same style of capital letters used above the stamp are the words, 'United States,' and below it the words 'of America,' following the contour of the coat-of-arms. Black ink will be used in printing this card. The card will be the same size, 3 1/4 by 5 1/2 inches, as the old one bearing Jefferson's portrait."

### Shipping Poultry Not Properly Fattened.

Chicago, March 8—You can do raisers and shippers of poultry no greater service than to warn them against shipping poultry, either dead or alive, not properly fattened. Take capons, for instance. A thin capon is not as good as an ordinary chicken, because if not large or a proper capon they are not wanted as capons or chickens either. At ordinary chicken weight they are worth scarcely one-half what they will bring if properly fattened. In any kind of poultry the fat, heavy stock is what is wanted. It is a good investment for any shipper to properly fatten any stock that comes into his hands before sending it

to market. Take a hundred hens in ordinary condition, give them an abundance of pure water, good feed at regular intervals and within ten days or two weeks they will bring enough more than if shipped at first to pay for all feed three times over. And while I am in the advice-giving business it would be well to add the important fact that many a shipment fails to bring a satisfactory return through having mixed in with it poor, thin, scraggy stock, even if there is not much of it. A buyer judges a lot of dressed poultry by the poorest specimens not the best, and many a good sale is spoiled by the presence of a few low grade pieces. Just one more hint and I am done. Shippers should not kill poultry that has been fed during the previous eighteen or twenty hours. If the crop of an undrawn fowl is full it sours and many buyers will not take them at all, no matter how fine they may otherwise be. No, no charge, but the above would be worth dollars to those who would bear it in mind.

Thomas Ohearn.

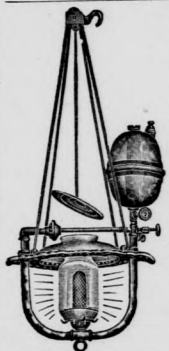
### Expensive Chicken Potpie.

From the Philadelphia Record.

Eating \$50 worth of chicken potpie at one meal is an extravagant way of living, especially for a resident of West Manayunk, where millionaires are scarce articles. A few years ago there lived at Pencoyd a young man who was just making his start in the world, but has since become one of the moneyed men of the country. In his early career he became very fond of game chickens and invested \$50 in a gamecock of the choicest fighting strain. He turned the cock loose with a lot of common hens, and in his idle hours enjoyed many battles with birds owned by neighbors. He came home from a business trip one day and enjoyed a chicken dinner prepared by his wife that he thought was the best meal he had eaten for many days. "Nice chicken," he remarked. "Yes," replied the wife. "I got James to kill a couple of old roosters down at the barn."

He finished his meal, took a stroll out to the barn and found his pet had disappeared and that he had eaten a \$50 potpie.

Sympathy is all right in its proper place, but there are times when a kick would be far more effective.



Halo Lamp, 400 Candle Power

## IF YOU ARE NOT SATISFIED

with the light or the

### Gasoline Gas Lamps

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

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

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

George Bohner



100 Candle Power

BRILLIANT

# SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

### FINE CUT

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SWEET SPRAY.

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

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

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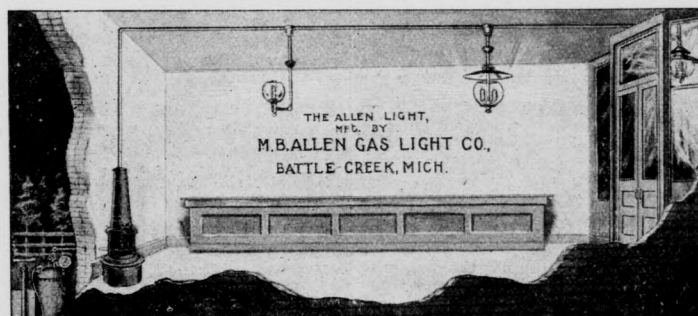
## FREIGHT TRACERS

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

BARLOW BROS.,

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## The Little Giant Generator



Up to date gas plant. Takes the lead. Generates in cylinder. Has automatic feed. Give length, width and height of store for estimates.





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Published at the New Blodgett Building,  
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**TRADESMAN COMPANY**

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

Entered at the Grand Rapids Post Office as  
Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 12, 1902.

## STATE OF MICHIGAN } ss. County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of March 5, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County,  
Mich.

## THE PARLIAMENT OF NATIONS.

Even before Tennyson's time great poets dreamt of a time

When the war drums throb no longer  
And the battle flags are furled  
In the Parliament of Man.  
The Federation of the world,

and prophets have foretold a coming period of peace and friendship among all the nations; but time has been long since this blessed vision of peace was first seen and its realization by men promised.

Despite the length of the ages that have been passed in unceasing human discord, the divine promise holds, although the prospect of any early glorious fulfillment is far from encouraging. Nevertheless, there have not been lacking those who sought and wrought to bring it directly into being. "The kingdom of Heaven is at hand," but with our feeble and corrupt vision we can not see it.

An interesting movement towards the shaping of human events, towards the bringing about of a millennial state, is proposed by John Brisben Walker, owner and editor of the Cosmopolitan. In the March issue of that periodical Mr. Walker presents a prospectus of a "World's Congress," or parliament of the nations, to be composed of one hundred members, who shall represent the most important peoples of the globe. It is proposed that it shall be held either at Washington or Paris, in 1903.

Mr. Walker claims that heretofore all attempts at holding an international congress have failed because its members were chosen for diplomatic, political or personal reasons. He proposes to try a different method. According to the proposition he sets forth, five hundred names will be put in nomination, representing the highest thought and most practical statesmanship of all nations. There will be no personal, political or diplomatic reasons guiding the

final selection. The hundred will be chosen by a consensus of the ablest opinions obtainable among the peoples to be represented and elsewhere. The qualifications sought for in the selection will stand in the following order of relative importance: First, sincerity of purpose; second, earnestness; third, clear thinking—that is, ability to see the truth; fourth, broad experience in affairs.

Representation will be given to nations as nearly as possible in proportion to their importance in international affairs, in population, and in the world of intellect. Great Britain, with her position in this world of thought, in population, and especially in view of the necessity of having well represented such masses of humanity as India and governments of such advanced ideas as New Zealand—Great Britain, with her states of Canada, India, Australia and New Zealand, together with Scotland, Ireland, Wales and England—will, without doubt, be assigned a larger representation than any other nation. Germany, France, Russia and the United States will come next, and to these five countries will be assigned a little more than one-half the entire number of seats.

China and Japan will have large recognition, and various small nations will be represented. All or any questions involving international issues may be discussed, and it is taken for granted that arbitration or other peaceable methods of settling international disputes will be in high request.

The idea is grand, and the object in view is lofty and beneficent in the extreme. But will any international congress of nations having conflicting objects or interests in view be able to bind the principals represented? It has been found possible to unite nations against a common danger, or to assemble them to accomplish some enterprise of great moment to all, but even under such conditions allies can not always be sure, each of the other.

If all international relations were based on the principles of divine justice and benevolence, there would be some rule of action to follow, and some authoritative standard to be guided by, but we have only human justice, which is, at best, lame and halting, as well as blind, and only human benevolence, which is powerfully tintured with considerations of advantage and partiality.

It is, therefore, much to be doubted if any federation or parliament of nations can be brought up to the mark of justice, truth and honesty in international affairs, when such high qualities have comparatively little to do with shaping the governmental affairs of the various states and nations that would be represented in a congress which could not rise to higher moral heights than actuate the nations it would collectively represent.

Nevertheless, the conception is truly grand, and the desire manifested to bring it to a realization is deserving of the highest praise, and, whatever may be the outcome, it is certain that the march of the human race towards a peaceful and happy millennial state is steady and progressive.

Eat apples; they contain a larger proportion of phosphorus than any other fruit—and phosphorus is aiding to the brain.

Advertisers who have made fortunes are those that have catered to the masses, not the classes.

## NOT WHOLLY RELIGIOUS.

A leading periodical tells the story of a young clergyman in a railroad town who asked the chief engineer how to reach railroad men. "Read Lardner's Railway Economy until you are able to ask a question of an engineer and he not think you a fool." Thus instructed, he dropped in, one day, on a group cleaning an engine and asked, "Which do you like the better, inside or outside connections?" A lively discussion in matters pertaining to engines at once took place, at the close of which the minister remarked, "Boys, I have a free church over here in the hall and I should be glad to see you there." The result was that the hall was full the next Sunday of railroad men.

One hardly knows which to commend the more, the wit of the minister or the outspoken candor of the chief engineer, but the fact remains that two earnest characters came together, exchanged civilities and the world was better, furnishing a pretty fair idea of what will be sure to take place when men in other callings will put themselves in contact with the remainder of the world around them.

In a certain town where the Tradesman has a number of subscribers there was a grocery pretty well run down at the heel. Finally, when the shadow of the bankruptcy court fell upon the doorstep, there came along a rather unprepossessing fellow of some twenty odd years who was willing to take the establishment off the owner's hands and finally did so, to the neighborhood's great relief. There was the usual dusting off and sweeping out and the coming in of the curious to see how the new man looked and took hold, to be followed, as it was supposed, by the equally usual stepping back to see him starve to death. That last never took place. He had the spirit of the minister in him and got out among the people. He opened at six and he closed at six and after supper he went knocking about to see, as he said, "what sort of cattle" he had got into. He found out. He looked over the pasturage and the breed. He saw what they would be likely to want and made his purchases accordingly. He let them see that he was one of them and from the start asked such questions that they did not think him a fool. That was not so very long ago; but the tumbled-down grocery has expanded into an establishment that has become the thriftiest in the town, and shows that the clergyman's method can be made available in the realm of trade.

During the last decade a hollow-chested and hollow-eyed cotton mill operative put the little money he had into one of New England's deserted farms. It was simply a question of dying and a choice of place; but, the matter of time in each case being equal, he thought it would be a little better to be nearer the daisies and buttercups and so shorten his final journey to mother earth. He was not much of a farmer. He had milked when a baby and did not believe he had forgotten how. The remainder the neighbors would have to teach him. Anyway, it was the only thing he could do and, with his life literally in his hands, he took possession of what he was pleased to call his graveyard. The abandoned farm, like an abandoned store house, had nothing attractive about it. It was weed-choked and rubbish-heaped. The fences were down and wind and storm had played havoc for two good years with the buildings and had made the most of their

opportunities, and the first thing the faithful wife did when she got out of sight of her husband was to indulge in a good cry. Through her tears, however, she saw rainbows of promise and then, with the housekeeper's weapon of attack and defense, she made a home out of the deserted ruin, and the business of life began. The man's very helplessness was his salvation. Knowing this he set about making a study of his new business until he knew enough to ask sensible questions. That interested his country neighbors. They took him up. They showed him what to do, as well as when and how, and the result was that that old farm, long fallow, had such a tilling as it had not received for years. Better than that, the farmer has not yet "gone to the boneyard," and is ready to testify in season and out of season that the only way to succeed in anything is to get down to business, to be a part of the world you are living in—so much a part of it, in fact, as to know enough to ask questions that will win the respect of those who can best answer them. It is, in fact, following out in farm lines the method of the pulpit and shows conclusively enough that that method is not wholly or essentially a religious one.

Charles Broadway Rouss, whose death occurred in New York about ten days ago, was a prominent and also a picturesque figure of that city. He was also an example of the man of ability and resolution who achieves success in spite of humble beginnings and temporary difficulties. His business career began at the age of 15 at Winchester, Va., where he started to work for a merchant at a salary of \$1 a week. At 18 he had saved \$500 and started in business for himself. At 25 he was the leading merchant of Winchester and was worth \$60,000. Then came the civil war, in which he served four years, being with Lee's army at its surrender. He came out of the war penniless. One year later he arrived in New York with \$1.80. He amassed a considerable fortune which was swept away in the panic of 1873. Then he began over again and became a millionaire, his store being at 551 Broadway. About 1892 his sight began to fail and he made an offer of \$100,000 to any man who would restore it. He was besieged with applications from men who wanted to earn the money and in order to save himself the time and pain, hired a man who was afflicted in the same way as himself to undergo treatment. But no relief was obtained. Mr. Rouss was a man of many eccentricities, but he was also noted for his philanthropy. Chief among his gifts was \$100,000 for a memorial hall to the confederate dead at Richmond.

In Milwaukee a Minnesota man, and he was a Governor, too, slapped the Kaiser's brother on the back and called him "Henry." Yet some people have wondered why the Prince in his trip just ventured to touch the fringe of the West. If he had gotten out into the real "wild and woolly," probably somebody would have called him "Hank," and asked how "Bill" was.

A crow hatchery has been established at Glenwood, Pa., by a farmer, who has stocked it with 220 members of this dark-hued and thievish branch of the feathered tribe. He has contracted to furnish a Philadelphia wholesale millinery establishment with crows' heads at 50 cents apiece and wings at 20 cents.



## LITERATURE IN EDUCATION.

The editor of Harper's Magazine observes that while the education of youth is more general in this country than in any other, the educational methods that have come to prevail here do not develop strength of mental structure or special efficiency of literary expression. He thinks that nowadays the young student is not accorded a sufficient opportunity to profit by the stimulus of difficulty.

The expansion of the kindergarten method does not develop mental muscle. The consequence of the now prevalent system is that the necessity for severe training is felt just when the results of such training would be apparent and helpful—that is after the school has been left behind, and the business of life, in whatever field, has begun. If at this point in his career the youth could become at once a teacher he would have some chance of acquiring what has been denied him as a pupil.

But the author of this criticism is thinking mainly of the interest of literature in education, and he adds:

Not only is our American scholarship defrauded of the re-enforcement due it from our schools and made quite entirely dependent upon those who have the teacher's discipline, but the sound forms of literature are made to suffer corruption at the hands of the newly educated. \* \* \* Perhaps it is just as well that the writer should find his special training in his work and in the discipline of the school of life. What he has chiefly to complain of in our educational system is that, in the multiplicity of studies, literature is so generally ignored; at least it would seem to be little taken account of if we are to judge from such tests as have been recently applied to students sent to our colleges from preparatory schools. \* \* \* Here and there a question may have been too special; we can easily understand that a student fairly familiar with general literature, ancient and modern, may not have given such special attention to the poems of Leigh Hunt that he would attribute to him the authorship of 'Abou Ben Adhem,' even although he might know that poem by heart. But he surely ought to know who wrote 'In Memoriam,' and be able to mention by their titles six of Shakspeare's plays. To some extent he should be familiar with the works of Scott, Dickens, Thackeray and George Eliot.

If it is really true that literature is losing its place in education, the fact deserves to be very seriously considered. Hitherto literature has been regarded both as an end and a means of education. Science has its own place, and no one questions its educative value; but regarded merely as a systematic presentation of truth it lacks an element of interest that only literature can supply. There is no scientist worthy of the name who does not sometimes pause to study the bearing of scientific discoveries and theories upon those immemorial problems of philosophy which underlie all positive truth. Probably it is the philosophic significance of scientific generalizations that has most of all excited the interest of the recognized leaders of modern science. But literature is the common vehicle of science and philosophy when they appeal to the general public. It is to the charm of their literary art that Huxley and Tyndall, for example, owe the greater part of their popularity. If it is philosophy that finds deepest meaning of truth, it is literature that reveals its beauty.

"Literature," said Lamb, "is a very bad crutch, but a very good walking stick." The same thing might be said of all the fine arts—and literature, in the highest sense of the word, is one of them. Regarded simply as a collection

of writings, it is a record of the experience of the most intellectual and cultivated races of mankind. It stores up the wisdom and the sentiment of the past; and it is impossible to make anything like an approach to an intimate acquaintance with the life of any bygone age without some knowledge of its romance and poetry as well as with the details of its public history. Literature is, therefore, essentially instructive in all of its departments. It was mainly because of the wealth of Greek and Latin literature is that the study of the Greek and Latin languages was first generally insisted upon in the schools and colleges of Europe, although Latin retained a separate and special value as the universal language of the learned long after it had everywhere ceased to be used by the common people. Later on a growing importance was attached to the study of those languages because of the peculiar value attributed to it as an intellectual exercise, or it happened that students were trained too often almost exclusively with a view to the mastery of language, and consequently with very little reference to the appreciation of literature. It is for the retention of literature as an indispensable element in education, not for the cultivation of any particular language, that the editor of Harper's Magazine makes the eloquent appeal from which some passages have been quoted in this article. Men will never cease writing and there will always be a more or less eager reading public. The publishing business was never more thriving and the number of readers was never relatively greater than now, while the complaint goes out that literature is neglected in the schools. But what sort of matter is written and read? What can be said of the critical acumen and taste of the average book buyer in America to-day? Let it be remembered that it is what the people read that gives them the greater part of their education—that fixes their point of view in the criticism of life—no matter how much the formal study of literature may be neglected in their schools.

"There's no place like home." People who think of home as a place to which they can go when they can go nowhere else, do not fully appreciate this sentiment. There are persons who can go everywhere else but home, and they realize that there is no more miserable plight. Here, for instance, is the case of B. C. Coffin, whose postoffice address is Pitcairn Island, South Pacific Ocean. He was cast ashore there from a wreck twenty years ago. Pleased with the place and the people he decided to remain and marry one of the women. Three years ago Coffin came to San Francisco on business and when it was concluded he sought a ship to return him to his island home. He got a berth on a British sailer whose captain promised to land him at Pitcairn if possible. But the winds were adverse and Coffin was carried to Liverpool. The man is now back in San Francisco awaiting another chance to reach home. The prospects are not at all encouraging. Pitcairn Island has only 120 inhabitants and ships seldom visit it. There are no cable connections and no way to communicate with it even by mail. It is hardly an ideal place for a home, and yet to Coffin there is no place like it. If he is able to land there again he will never again want to wander.

Never take warm drinks and then immediately go out in the cold.

## THE PASSING OF THE DANAS.

The New York Sun has passed from the control of Paul Dana and has become an adjunct of the Laffan news agency. When the ordinary newspaper changes hands, the public is only slightly interested, but with the Sun the case is different. The dominant individuality of the elder Dana, the uncompromising hatred of his enemies that marked his career, the culture, the news sense and the rhetorical ability that placed him in a class of his own, have made the Sun almost a memory for all time. With the elder Dana the individuality of the Sun passed. Even in the later years of the great editor, the short, crisp, boiled-down newspaper was compelled to bow to the exigencies of the times and to become merged in the blanket sheet.

The fate of the Sun is fraught with lessons for ambitious journalists who are only too prone to believe that their own ideas are of more importance than the news. Proud of the journalistic monument that he had erected with so much care, the elder Dana believed that the possession, which he was about to bequeath to his son, was a possession forever. The old editor, however, had hardly grown cold in his grave before his son began to worship false gods. In spite of numerous errors of policy, in spite of its many vindictive fights, in spite of the immoral burden of Tammany Hall, the Sun, under the elder Dana, had always maintained its independence. The faults of the paper were the faults of the editor. Nobody dictated the policy of the Sun, which in many ways accomplished much good.

The mantle of Dana, the father, however, did not fall on Dana, the son. Under the rule of young Dana, the paper rapidly lost prestige. First, the Sun became the organ of the trusts, and then naturally developed into a clever newspaper adjunct of Wall Street. Young Dana yielded the position of master to become the servant and his paper lost circulation and prestige.

What the Sun will become under the management of Laffan remains to be seen. The newspaper situation in New York is beset with difficulties. Yellow journals have caught the masses with big pictures, rag-time editorials, and the never-ceasing announcements that they are working for the people's interests. Organs like the New York Evening Post and the New York Tribune are content with a limited, but select, circulation. If the Sun is ambitious to occupy the morning Wall Street field, its circulation will be limited and its policy more and more defined.

The vanity of human wishes was never better exemplified than in the case of the elder Dana. No journalist of this or any other age wielded a more trenchant pen, no man was more hated by some, more loved by others. His impress on the journalism of his age was so marked that even the yellow journals bowed before his superior knowledge and writhed under his sarcasm. An individuality such as this could not fail to attract world-wide attention and to compel readers; but this individuality died with the man and left his paper empty.

Journalistic mediocrity can take comfort from this thought and be content with plodding away at the news. The individual, as has been proved in the case of Dana, is a source of danger rather than of help to the perpetuation of a big newspaper property. We might

as well hope for a witticism to emanate from Yorick's skull as to look to-day for the independent spirit of the elder Dana in the editorial or news columns of the Sun.

## JOY IN JAPAN.

The Japs are joyous over the consummation of the alliance with the British in relation to affairs in China and Corea. It puts them in a position to maintain and extend their influence in the Orient. It gives them the strength to oppose and to overcome any efforts of Russia to make China and Corea practically Russian dependencies. The Japanese do not seek for political control in those countries, but desire full opportunities for trade and commerce with them. Were these opportunities to be curtailed, the Japanese would find it difficult to obtain adequate markets for their products, which are constantly increasing in volume and value. With the backing of the British naval power, the Japanese would undoubtedly be able to repel any advances that Russia might make in opposition to the policy of "the open door."

To this policy, although it will enter no alliance, the United States will give its support, for in common with the British and the Japanese, the merchants of this country desire to prevent the erection of any unnatural barriers to their trade in the Far East. The Imperial Chancellor of Germany has just made a declaration that Germany, too, wishes "the open door," and that the German government sees nothing inimical to its interests in the British-Japanese alliance. Russia pretends that it has had no intention of making China and Corea Russian provinces; that there is no occasion for the alliance, and that it will never have anything to do. If that proves to be the fact it will be a happy result, but the existence of an alliance to maintain the status quo is not unlikely to contribute something toward it.

In any event the Japanese are gainers in consequence of this alliance, as it must add to their prestige as it does to their power. The British will profit by the friendship of Japan which this alliance insures. They add to their strength in the Orient, and will increase their interests in Japan itself. Americans may expect, however, to hold their own in that quarter of the world. The Japanese owe much to the Americans, and there are assurances that they are anxious to preserve their friendly relations with us.

The change which appears to have taken place in the climate of one portion of the West after settlement is shown by the fact that the old wind wheel flour mills have ceased operations in South Dakota. When that State was first settled one of its characteristics was the wind, which would sometimes blow the grain out of the ground in the spring and inflict losses in many other ways. It was believed that a fortune would go to the man or men who could successfully utilize this great power in the industries of the country. Many attempts in this direction were made and covered the whole range of farm operations from a threshing machine to running the whole farm from a central station. None of these attempts was more successful than that of milling, and many mills of the wind variety have run continually for years, and made money. The atmospheric conditions seem to have changed, however, and mill after mill lost money and was dismantled.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—The home demand for heavy brown sheetings and drills has been fair and lightweight, low grade goods have been in good request at full prices. Denims are still very strong and a number of bids have been thrown down in different quarters because delivery was requested at certain dates and this could not be promised. Plaids, chevots, ticks and other coarse colored cottons are pretty well sold and hold very firm in price. Medium and fine grade bleached cottons have been in about average demand at regular prices. Low grade, bleached cottons are strong with a fair business.

**Ginghams**—All other descriptions of woven patterned cotton dress fabrics are entirely in favor of the sellers. There is a pronounced scarcity of these goods in all grades from the lowest to the finest. Buyers are having great difficulty in placing orders for deliveries at anywhere near satisfactory dates and this without any regard to prices. The majority of the buyers are short for immediate use, and as the mills are sold up for some time, it places the buyers in a very uncomfortable position and without any prospect of immediate relief.

**Dress Goods**—The fall dress goods season is not yet wide open officially; nevertheless, a very considerable volume of business has been done, and is being done in certain directions. Taken as a whole, things are developing in a satisfactory manner. Buyers are showing an interest in staple goods that speaks well for an active season thereon. Already a number of prominent lines of plain cloth effects are in a well-sold position, and at the rate business is coming forward on certain other lines, it will not be long before the lines that are closely approaching a sold-up position will be considerably increased in number. Despite these reports of good business, however, there are certain lines which so far have not proved very attractive to the buyer, for the orders are accumulating but slowly. Chevots have attracted a good share of the business done. Broadcloths have likewise moved well; the Venetian has been somewhat of a disappointment with certain agents. Thibet cloths and meltons have moved well in certain directions. Some lines, however, have not come up to expectations. The fancy waistings have been the nearest approach to fancy effects to command general interest on the part of the buyer. Orders so far secured on fancy waistings are generally reported satisfactory, and the outlook for a large business, particularly on the low and medium grades, is considered good. Some lines of fancy cheviot and unfinished worsted cloths have attracted very fair orders. Agents are still talking rough-faced goods of the zibeline order, they being prominent in foreign selections, but so far the buyer has shown little sign of enthusiasm in connection with them. Many buyers appear to distrust such goods. At any rate, they want more light before ordering very extensively of them. There is a continued steady demand for cloth effects for current use, and for sheer fabrics on the order of bastistes, eoliennes, veilings, etamines, grenadines, albatross, silk warp sublimés, etc.

**Underwear**—Spring business continues to come to hand from the retailers in fair quantities, but to the surprise of every

one, there has been a continued demand for present season heavyweights. This condition is rich in promise for the next season. It can mean only one thing: that the retailers are so completely cleaned up on present season's goods that they can not even supply the very scattered trade that comes at this part of the year. Stocks are certainly in excellent shape for the next heavyweight season, as far as the retailers are concerned, and the jobbers might take a lesson from this in regard to making their purchases for the coming season, and they undoubtedly would if they could be sure of prices. Lightweight buying on the part of the jobbers has practically closed, and retailers in various parts of the country are making preliminary exhibits of spring underwear. Naturally, not very much business has been accomplished, but a large business was not expected.

**Hosiery**—For some reason a number of importers of hosiery expected and prepared for a heavy business in brilliant fancies, loud effects, such as were popular with certain classes two or three summers ago, and because they find they are neglected, are inclined to "kick" rather violently. We have several times in these columns stated that fancies would have at least one more good season, but that the demand would be for small and neat effects. This is proving very true now, and furthermore, small white figures or stripes on black stockings have received more attention than ever before. This shows the tendency very clearly, and there is no need of analyzing the causes. One reason why many of the lines of fancy goods have not sold faster is that jobbers bought especially heavily a year ago, and have fairly good stocks carried over in a number of cases. The demand for lace effects, on the other hand, continues excellent, and the retailers expect to have a splendid trade in these goods this spring and summer. So good has been the demand, in fact, that deliveries are now behind, and many complaints are being made. There are practically no stocks on hand at the mills or their agents' and the same is true of the secondary market. In regard to open work goods, let us sound a note of warning; buy well, but be careful. Do not speculate too heavily, rather be conservative. This is an extreme style, especially for men, and may die faster than it came in.

**Carpets**—While the carpet trade is essentially unchanged, as compared with a week ago, it is thought that by the end of another week, and possibly sooner, prices at which duplicate orders will have been taken, and those which are likely to govern future business, will be known. At this writing, however, the situation with the manufacturers is a waiting one, although every mill is running at full capacity on orders previously received. The amount of old business on hand can generally be said to be limited, not more than enough to occupy two weeks in fulfilling at most. Many manufacturers, particularly the goods men, are giving some attention to next season's designs, and part of the activity noticed in mill circles just now can be attributed to that fact. The duplicate business, it is expected, will be all that one could wish for. The anticipations of the trade have pointed that way for some time, and, in fact, general business conditions have warranted such expectations. Whether prices change for the better or worse, remains to be seen. This will rest to a considerable extent with certain large mills, and their action will govern the market no doubt, as it has in the past. If prices of carpets were governed by a healthy demand, and the strength of raw ma-

terials, as in other lines, a very material advance in values would be the result, but in carpets it is not so. No matter how high priced wools are, this does not seem to make carpets any higher, unless these certain mills are inclined to advance rates. This was illustrated at the opening of the present season. Wools were much higher than the previous season, and yet prices given out were 5 to 10c lower. Whether better prices will be seen in the duplicate business remains to be seen. Jobbers are doing a very satisfactory business, and have been since their season opened, nearly a month ago. Retailers and others seem to give more than the usual interest to carpets this season, and as the result, some good orders have been obtained. Stocks were unusually low in the retailers' hands at the opening of the buying period, and this factor in the carpet situation has greatly helped to swell the business usually coming at this time in the season. The fine and medium grades of goods have received

more than their usual share so far, and they bid fair to continue to do so if present prospects amount to anything. Wiltons and body Brussels are in good demand, and in fact, all the lines, including velvets and axminsters, are in good call. Tapestries, it can be said, are not showing up as well as other grades, particularly the low tapestries. The better tapestries are receiving the average call, but can not be said to be active. Ingrains are quiet in the jobbing trade, although it is said that the Western trade is beginning to look more towards ingrain than formerly. Ingrain manufacturers as a rule are running on reduced time, but those who make a specialty of any all wool carpet find orders enough to keep their machinery going throughout the week. The difference in price between an ingrain and a tapestry is smaller than in other seasons, and that fact, it is said, causes a good deal of business to pass over in favor of the  $\frac{3}{4}$  business where it would otherwise have gone to the ingrain trade.

## The Correct Shape



Perfect and snug fit. Curves over the hips. Gives the drop effect. Prevents sagging of skirts. Specially adapted for the new style of waists now in vogue. In all the popular leathers and fabrics. Popular prices. Send for samples. Manufactured by

**The Novelty Leather Works**  
Jackson, Michigan

## Dress Goods



We are now in a position to show you one of the most complete lines of plain and fancy dress goods in the State at 7½c, 8c, 10½c, 13c, 19c, 20c, 23½c, 25c, 37½c, 50c, 75c and \$1.00 a yard.

**P. STEKETEE & SONS,**

Wholesale Dry Goods

Grand Rapids, Mich.

Purest in Quality,  
Lasts Longer,  
Goes Farther,  
Strongest in Strength.

Pe-  
tos-  
key  
LIME

ADDITIONAL CAPACITY ENABLES US TO  
GUARANTEE PROMPT DELIVERY

Michigan Lime Company, Petoskey, Mich.



# Clerks' Corner.

Not the Name But the Man Behind It.  
Written for the Tradesman.

When Will Johnson went into the store at Bellville "they" laughed at him. Long and lank were about the only words that could describe him and they seemed to apply to every part and parcel of him. They included his neck as well as his nose and feet, his finger nails and his hair, and the idea was intensified by his teeth that were always in evidence in a mouth that on occasion marked a long line from ear to ear. The only redeeming feature about him was an eye, so black in spite of its flaxen surroundings that it seemed to burn a hole through everything it looked at. That, however, the clerks did not notice as the department head took him to the "doing up corner."

"Haow's yer ma?" asked Jack Harris, unconsciously through his nose, as soon as the boss was out of hearing. "Yer ma-a-a told me to tell ye ba-a-a 'f ye a-a-asked."

That settled Jack Harris for all coming time and there was a something about the tone and the contempt that challenged the rest and they didn't quite like to accept it. The fellow himself never looked to see the result of his reply. He had already taken his first lesson in wrapping and had asked to try the next package. The clerk who had been delegated to teach him had reluctantly consented and for the fun of the thing stood back and let him "sail in." That is exactly what it was—a sailing in. Almost as if he had been doing up goods for the greater part of his life "Cotton-top" sailed in, and with a neatness and a deftness that surprised his teacher he tossed him the bundle with an anxious "Is that all right?"

There didn't seem to be any fun in it—there was no laugh anyway—and after the third success a place was made on the other side of the table and Cotton-top settled down to business. Then was the time when the fun began, for Wittmeyer, the head man, was watching progress from his lookout. Buckworth, the teacher, saw him and it was never going to do to let the fellow do most of the work with those eyes looking at him. Do his best, however, those long arms and nimble fingers beat him, and by noon the man Buckworth was ready to go to luncheon.

That one day's work settled Cotton-top's destiny in the wrapping corner. He was needed somewhere else, and for the rest of that week Buckworth was busy complaining about having a something country gawk "put in right over his head." He was not the only one with a grievance. The man in charge of the lining counter grumbled and kept it up. He wanted no Jake around him. He had more than he could attend to without somebody fussing and wanting to know things. So his answers were short and sharp and finally they ceased altogether. Cotton-top "caught on" and in less than a month knew more than the grumbler, who by that time began to fear that the Jake would worm him out of his place.

There was no danger of that; but there was a man some moves ahead who began to shiver in his shoes, and the changes that were taking place in the "shitepoke" had a tendency to confirm every suspicion. The first thing he did at the end of the first week was to have his hair cut. That made him look like a human being and a first-class one at that. By that time the freckles began

to fade and the hands to look less like claws. At the end of the month he shed his duds and when he came in one Monday morning with one of Blum's suits on—Blum was the boss tailor in Bellville and no snide—there was an active epidemic of the drop-jaw throughout the establishment. Of course a fellow who had wit enough to order that suit knew enough to buy things to go with it and from hat to shootips there wasn't one of them who didn't look and wonder and in his heart admire the fellow he had openly laughed at some few weeks ago.

That wasn't all. Clothes never make a man although they do show pretty plainly the man in them and here is where Will Johnson—the real William—showed himself. The farm he had left had been more than a place to keep body and soul together. It was within sight of a school house and his feet had beaten a path thither across lots. Father and mother alike knew good English and spoke it. They were fond of music and the art and its instruments found a pleasant home there. Thrift was everywhere noticeable and evidences of cultured taste were to be seen outside and in. Care for these had made dress a matter of indifference and had been a leading reason for the boy's leaving the farm. He wanted things—such things—and the best and these he could not have with the income which the not too generous soil yielded. So he came to Bellville; here he was and here he was going to win a place and a position where he could at the same time help on the life at home.

That is how it happened—happened!—that the work low down had been so quickly gotten over. The farm and the management there had made him an expert, had grounded him in the general essentials, and here it was only turning the general to the particular where he had to succeed. He had not done up packages, but he had been taught to be neat and quick. He knew nothing of lining in itself, but he had been trained in system, he had turned it to account and had passed upward. On the farm he had gone through with the drudgery of life and the round of severe exaction there had fitted him for something better for all coming time.

The drudgery over, he was ready for whatever might come after. His first day's experience at his own counter proved this. His dress, his manner, his hearty speech and his evident determination to please told, as they always do, in his favor and while his place was not looked upon by his fellow clerks with favor he made it, apparently, the most important one in the store. The woman with the faded ribbon and the out of fashion gown forgot both as he waited upon her and the real princess, which womanhood always carries with it, went from his counter rejoiced at the recognition she had there received. This condition of things could not go on unnoticed. Wittmeyer had two eyes and two ears and Cotton-top had not been out of range of either. He had not failed to see that order came out of chaos the instant "that fellow" assumed control and that prosperity had followed wherever he had been placed. He seemed to know intuitively what was needed and at once to supply the need; and one day when matters high up in the concern were in a tangle, at his suggestion Cotton-top was called into the office and was asked to straighten things out. Without bluster or brag he took the reins in hand and the team felt the

authority, unassuming as it was, and obeyed it. Not a man was discharged. In one or two instances there was a quiet "showing up," a looking straight through lying and deceit to the bare, uncovered fact, a firm but unmistakable "No more of that" and the evil ended. As he crept to the head of the line his world widened. His friends increased in number and they all wanted him. His invitations to dinner crowded closely upon one another and almost before he knew it he was the young man of the town. That is his condition to-day. If this were a piece of fiction, it would end with his name among the firm and a wedding with the daughter of the "old man." Neither of these is in sight; but of this we may be certain: A young man well brought up will be sure to succeed if he is true to himself, and that he never can be unless he brings to bear upon the work in hand the best that is in him. That is what Cotton-top has done—a name often applied to him by his old associates, but never now in derision. Richard Malcolm Strong.

High and dry—the thirsty giraffe.

**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.

# 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 7½ 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.



# We Are

the only

Exclusively  
Wholesale  
Dry  
Goods  
House

in

Western  
Michigan

Thirty-six years of experience and plenty of cash place us in a position to show the best the market affords. Why not place your next order with us? Our salesman will call if you say so.

Grand  
Rapids  
Dry Goods  
Company,

Grand Rapids,  
Michigan

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.



## Shoes and Rubbers

### How Some Dealers Abuse a Very Perishable Stock.

A shoe manufacturer one day last week, in conversation with the editor, told his experience in a Western shoe store—how he was standing in the rear of the store and a case of patent leather shoes came in. These shoes had been ordered from an Eastern manufacturer, and the moment they were inside the door the lid was taken off, the box opened, and, after a precursory look, the merchant began to stamp and swear, declaring that the goods were not up to sample. Even although the goods were from a competitor, this manufacturer was broad-minded enough to stick up for his brother in time of trouble, and assured the merchant that he was entirely wrong.

Said he: "Just let me put these goods back in the case and place them near the fire, while I show you my samples. We will then take up the matter, and perhaps more to your satisfaction."

After a little persuasion the merchant finally consented to do this, and proceeded to look through the manufacturer's line, which operation, by the way, occupied some twenty or twenty-five minutes. At the end of that time the manufacturer said: "Now we will have a look at those patent leather shoes." Drawing the same carton from the case which the merchant himself had drawn shortly before, he handed the shoe to him and asked him what he thought of it.

The merchant remarked: "This is not the pair I was looking at; this is another pair, and I have no use for a house that can not send in a twenty-four-pair lot without having two or three varieties of stock in one shipment."

"Now," said the manufacturer, "this shows where you are entirely wrong. If you will notice the cross on the front of this carton you will realize that it is the very pair you fumed about."

"The trouble is that after having been on a cold freight train for four days, then in a cold freight shed for another day, then a cold drive through the streets of your city in the middle of winter, you immediately, upon their receipt, pull them out of the box and expect to find them looking fresh and in perfect order. You may not realize it, but it is a wonder to me that you did not crack every bit of the vamp when you ran your fingers across it the first time. That is no way for you to handle patent leather shoes, especially in the middle of winter. You want to give them a chance to thaw out, and if you will do this, there is no doubt but that you will find your shoes molding up as good as the samples that the salesmen have been carrying from one end of the country to the other."

The experience of this manufacturer and the experience of that case of shoes is only too often duplicated in various shoe stores, to the detriment of the maker. The real trouble is that shoe merchants do not appreciate what a delicate stock patent leather is, and are not willing to use the judgment and consideration necessary to keep it perfect.

In shoe factories, during the winter time, when a case of imported patent leather comes in (these, by the way, being shipped in zinc-lined boxes), the manufacturer would not presume to handle same until the case and its contents have been thoroughly heated. Afterward it is taken out and placed in the regular stock bins, and if the room is any way

cold it is never sorted or given to the cutters before it has been thoroughly heated. If it is necessary for a manufacturer to be so careful in handling stock, how much more necessary must it be for the retailers to handle shoes after they are made up, because the shoes have been lasted, the stretch taken out of them, and they are much more liable to break after their long trips on railroad trains and the rough handling in the various parts of the factory outside of the cutting room than before the uppers were stitched. The rules laid down by this manufacturer hold good in all cases, and patent stock of every class and character will be all the better for it if it is handled after that method.

Another thing very necessary in the handling of patent leather shoes in the store is to see that they do not sweat. It is also most important that previous to laying them in cartons a layer of cotton batting or wax tissue paper if possible should separate each shoe. If not possible the ordinary tissue paper should be used. Where the stock is allowed to rest one against the other it will stick, and if it does not peel the bright luster will be removed, and there is no way of replacing it. It is true there is a patent liquid for brightening up patent leathers and replacing the enamel, but it can not be done with such dexterity that it will not be recognized in new shoes. Customers do not care to have patched goods, especially when they pay the price which is usually asked for patent leathers.—Shoe Retailer.

### How to Wait On a Possible Shoe Customer.

This is a much discussed and important problem with the merchant of the twentieth century. The success or failure of the business of to-day is largely regulated by the manner of the employees. Which is the best profit breeding method to employ in the treatment of patrons, is a question which has long occupied the attention of the world's leading merchants. Much sought for information in reference to the subject at issue may be gleaned from the varied experiences of clerks. With this fact in mind I submit the following, which are the opinions formed as a result of seventeen years' experience in the various branches of retail business:

To properly wait on a customer he or she should be briefly but pleasantly greeted upon entrance. Do not, however, make the popular mistake of mixing your "How do," with too much familiarity, regardless of your business acquaintance being of long standing. Next proceed in a manner equally brief to find out the wants of your visitor. If your stock contains the desired articles, all is well; naught remains but to be as courteous and prompt as possible. The sale consummated, it is well to introduce your customer to some other department or show her or him the economy and usefulness of some other article in your own department. By way of special inducement offer any convenience your firm may have at its disposal, such as special delivery, purchase transfers, etc.

If, however, your stock does not contain the required article, other tactics must be employed in order to acquire success. There the salesman is offered an opportunity to display his salesmanship—his earning qualities. Do not at this time make the fatal mistake of substituting a different article, not even if it is just as good. Do not defame the looked-for article. Do not try to hurt

## COMFORTABLE SHOES



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

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

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

## Goodyear Glove Rubber Boots

The season is at hand for the sale of  
**RUBBER BOOTS**

Men's Duck, roll edge, net,	\$2 78
Men's Gum, plain edge, net,	2.55
Men's 2d quality gum, net,	2.20
Child's 2d quality boot, net,	.75

We also carry Women's, Misses' and Boys' Boots.

**Hirth, Krause & Co.,**

Grand Rapids, Mich.

## IT IS SIMPLY IMPOSSIBLE

To build up a good, solid, paying business on cheap, inferior goods. You can't do it. It is like building a large structure on loose, shifting quicksand. The first heavy rain washes away the foundation and the structure falls. So with a business built on shoddy goods. The first wave of competition will cripple or sweep it out of existence.

This will never happen to a shoe business built on our own factory made goods. They are a solid foundation for a solid business. Try our shoes.

**Herold-Bertsch Shoe Co.**  
Grand Rapids, Michigan

Makers of Shoes



## OUR KEYSTONE LINE

Is made of a kangaroo tanned, boarded, leather that looks like oil grain and has all the superior qualities of that leather, including its damp-proofness, in addition that of remaining soft and pliable under conditions that cause oil grain to become hard and stiff. Made in men's, boys' and youths', all styles. Our representative will call with samples any time you say.

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



the reputation of the maker of the sought-for goods. Instead of doing so produce the kind you have that is nearest to the kind wanted, but, if possible, a little cheaper. In presenting this guard against argument of any kind. Permit your customer to have opinions of his own. Allow him or her to make their own comparisons and conclusions, but in your own persuasive way point out the advantages of what you offer by way of style, shape or comfort giving qualities. Strengthen your opinions of the goods in question by the satisfactory experience that Mrs. Smith or Mr. Jones relates in reference to the goods in question. Say as little as possible to a customer whose mind is not yet made up as to what he wants. Answer all questions as concisely as possible and spend your time watching his or her likes and dislikes. Point out the new and novel features of your wares. Continue displaying your assortment until you have attracted your customer's attention toward your particular kind and then dwell strongly upon this line, and in the majority of cases success is insured.

In hearing a complaint from a displeased customer in reference to wear or appearance of goods purchased some time before, guard against being stubborn or defiant. Do not contradict customers, even although they be wrong and the proffered complaint be unfair. Bear with them. Remember, their needs will continue and even an angered customer has many friends whom he can influence and can through them injure your business to a dreadful extent. If you are unable to adjust the claim by repair, replacement or rebate, have them leave the goods in question to be submitted to your employer. By so doing you have relieved yourself of the responsibility resulting from lost patronage, and retained the good will of the customer who appreciates the importance of being put in touch with the proprietor. Experience teaches me that when a cheap replacement or rebate will satisfy it is a good investment; it is profitable to grant it, for you have retained your customers' good will and they will pay you back your loss by future profit on future sales; besides, you have turned a possible enemy into a walking advertisement; even although the circumstances did not warrant any consideration, you have, indirectly, increased your business by these tactics.

In making an exchange do so as pleasantly and promptly as possible. Give in lieu of goods returned as near what is asked for and in every instance an equal value. Remember, the most critical customer one meets is the exchange customer. Even although you make the exchange as requested, if you do it in a glum, offensive way the advertising feature of the deal has been lost.

Do not be hurried or unpleasant to the "only looking" customer. Try to be patient and interesting to them; show them your assortment and point out some good feature of every article displayed. Stay with them as long as your time will permit and remark how satisfied Mrs. Smith or Mr. Jones was with a pair of these or those. This will increase the looker's interest in the goods in question and very often you make a customer of a shopper. This is found money and sound salesmanship. Refund money whenever requested, for to refuse a person this popular privilege means to drive them away from your business. There are lots of legitimate reasons that

warrant the public requesting return of money, and up to date merchants realize this and one by one indorse and advertise it.

Do not abruptly leave a customer as soon as you have consummated a sale, but act as if you were mutually interested in her or his comfort, until she or he has left the premises. Avoid whenever possible orders for specials of any kind for they too often end in loss and dissatisfaction, and rarely are they ever beneficial. You can do your employer more good by selling a dollar's worth of stock than by taking five dollars' worth of special orders. Never promise anything to a customer that your firm would not itself give; this fault very often is the result of earnest ambition and can for this reason be very often excused, but it is foolish in so far as it very often ends in humiliation to the ambitious one. Never feel hard or act rude toward the customer you could not sell. Remember, he still lives after your failure. Let your parting words be carefully said to the man you could not suit and have him understand how unusual it is for you to not have just what he wanted. Express your regret and request him to try again when other needs arise. By the observation of these rules you will find you have done much for yourself and your employer; you have educated a people to feel safe and comfortable and you have taught them to know that you are cautious and fair. You can by these methods school a trade to pass your competitors to come to you, you are by this means building the trade that makes the merchant rich. It is at this juncture that a salesman is brought to realize the result of his industry, and he will here learn to know and appreciate the results of his earnestness; he can here know the value of advancement. It is in this way clerks become managers—yes, even partners—and it is in this way that one can become rich, by the investment of energy instead of gold.—Walter Britchford in Boot and Shoe Recorder.

#### Don't Cater to Misers.

The first consideration with nine-tenths of the storekeepers is cheapness; next comes appearance; after these quantity and—that's all. If the views of nine-tenths of American merchants are correct, then this Republic of ours is composed of the most economical body of people extant.

But is it?

Think not! Think that the masses are spenders—that only the few are miserly. Of course, American women are shrewd—know lots about values, seldom pay exorbitantly for anything—but they are proud, self-respectful. Being so, they are particular about their dress and no garment, no matter how "cheap," appeals to them unless it embodies faultless fashion, durability and true worth. A much better garment at a little higher price is preferable to the majority of women.

The deed of a plucky little Baltimore woman when attacked by a "Jack, the Hugger," may be of interest where complaints have been made regarding women being annoyed on the street. This woman, Mrs. Mary Hobbs, was seized, while walking along one of the streets in the evening, by a man who attempted to kiss her. Although of slender physique she knocked him down with a blow between the eyes, and when he regained his feet and started to run, she followed him until a policeman arrested him. She appeared against him in court the next morning and was complimented by the justice, who imposed a fine upon her assailant.

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

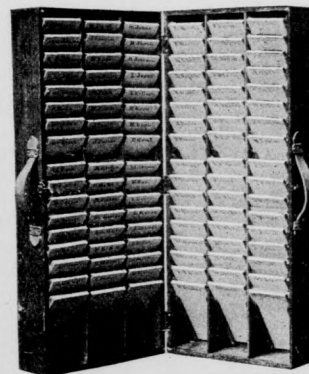
Men's Colt Skin Tipped  
Bal. Jobs at \$1.50.

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

The Western Shoe Co.,  
Toledo, Ohio



## A FEW POINTERS



Showing the benefits the merchant  
receives by using the

### Kirkwood Short Credit System of Accounts

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

For full particulars write or call on

A. H. MORRILL, Agent.

105 Ottawa Street, Grand Rapids, Mich.

Manufactured by COSBY-WIRTH PRINTING  
Co., St. Paul, Minn.

## The Michigan Gasolene Gas Machine

Consists of a Blower or Air Pump, a Mixing Regulator and a Carburetter or Gas Generating Tank. The Air Blower and Mixing Regulator are placed in the basement or in other convenient part of the building. The Carburetter is placed under ground at the rear or side of the building.

The Gasolene is poured into the filler pipes, which are connected to each cell of the Carburetter and extend to the surface of the ground.

The Air Blower is operated by a weight and forces air under steady pressure through piping to and through the Carburetter. This air in passing through the Carburetter becomes impregnated with the Gasolene vapor, and is then Gasolene Gas. This Gas is carried under the same pressure through piping from the Carburetter to the Mixing Regulator, which automatically at all times adds sufficient air to the gas to make it 85 per cent. air. It is then discharged from the Mixing Regulator into the Riser and house piping, under reduced and uniform pressure, and delivered to the Lights, Ranges, Stoves, Grates, Water Heaters, etc.

We guarantee to deliver a gas of uniform quality free from smoke or smell.

Manufactured by

Michigan Brick and Tile Machine Co.

Morenci, Michigan



## Clothing

**Easter Observance and Special Sales Keep Prices Up.**

There are two times in the year when the store should put on a complete change of dress—at Easter and for the Christmas holidays. The Easter dress this season should be put on on the 24th of this month.

To society folk the coming of Easter means the buying of new clothes, from the hat to the shoes. Years ago this applied only to ladies, but that time has long since passed, and men to-day pay as much attention to dress for this event as do the fair sex. This being the case, the retailer must cater to his highest class of trade—the medium class will follow the lead and pay better prices than at any other time during the spring season.

The interior should be rejuvenated throughout, or at least appear to be. The expense of calcimining the side walls and ceiling a delicate green is small but the effect is most refreshing and inspiring, and besides gives the store a clean start off for the spring and summer trade. If the side walls and ceiling are painted, have a coat of varnish put on to give them life, after a winter of dust and smoke. The calcimined sidewalls and ceilings are better than painted ones in one respect, and that is that they can be retinted twice a year at very small cost. Brighten up the woodwork of the shelves, counters and tables. Have a practical man do this—one who knows his business. A furniture store will send you just the man who will do it best, quickest and with the least disturbance of stocks.

Take out all dark, case background and put in either white or a pale green cheesecloth—the latter is better. Pull down any dark drapes and replace them, if necessary, with white or pale green, but take down the dark ones at all events. Nothing sombre should greet the eye when Easter goods are being shown.

Easter decoration calls for palms, Easter lilies and any of the very early blooming plants. The more elaborate floral decoration a retailer puts in, the better the impression and the easier the special goods sell.

A stately palm should ornament the end of each counter case or counter in the store, and two or three should be placed on the tables down the center of the room. Do not set palms on the floor unless at some point where customers can not brush against them. Palms never look as imposing and attractive as they do on tables or counters. Palms can be rented of your florist.

Easter lilies, in the natural flower, would be hard to get, but the artificial ones, now supplied by houses manufacturing interior store decorations, are not only inexpensive, but can be used for years, if put away in dustproof boxes. These should be profusely used in the store, in vases or pots, and on the counter cases and counters. In planning a decoration of flowers remember that one bunch of twelve lilies is fifty times more effective than twelve separate lilies placed here and there. In the window, bunch the lilies in the center, or have a bunch at each side, rather than to stick a single lily on each suit or garment, or here and there in a furnishing goods display.

Small potted blooming plants should be rented of the florist for display on the counter cases and in the windows. Use them in a profuse manner as they give

the life and freshness to the green of the palm and the spotless white of the lily.

Merchandise most appropriate for Easter wear is: The light effects in furnishings and the bright fancies in clothing—the double-breasted frock suit excepted.

In clothing the main things to push are the spring overcoats in the light colors and in the best grades you carry. Advertise them as special Easter styles and lay great stress on the fact. Display them everywhere, but do not have any oxfords or blacks with them; these latter will be called for if wanted and you will not miss any sales on them.

Follow out the same idea with suits. Display the fancies in the bright effects and keep the darker, quieter patterns back. Do not even put a double-breasted frock coat in the window with the bright display. Make your displays, both in the window and in the store as cheerful as light colors will make them.

Neckwear is, of course, the most important in furnishings for Easter. Displays should be made in the light and white goods only. By light goods is meant pale blues, lavenders and evening shades. Go through your neckwear stock

and pick out all the lightest effects—nothing with red in it. Mass these into a display and call it strictly "Easter neckwear." Keep the bright and dark effects in boxes—they will be called for—but do not spoil your Easter color scheme with them.

There is a good business reason for pushing your lightest effects at Easter. The average man seldom buys a very light tie and it is generally the light patterns that are found in stock at the end of the season. These ties can be sold at Easter for good prices and every tie sold means another tie bought by the same customer within a week or so. Light ties are not wearing to the eye and men soon tire of them.

In shirts recommend the white ones for Easter day wear, but make displays of shirts having white grounds and small stripes or set figures. Bring out your light effects only and do not display the pronounced patterns or high colors.

Display only your white and pale blue suspenders, and handkerchiefs with delicately tinted borders, as the lavenders and pale blues.

Bear in mind that your entire interior

## M. Wile & Co.

**Famous Makers of Clothing  
Buffalo, N. Y.**

**Samples on Request Prepaid**

**Ask to see Samples of**

**Pan-American  
Guaranteed Clothing**

**Makers**

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

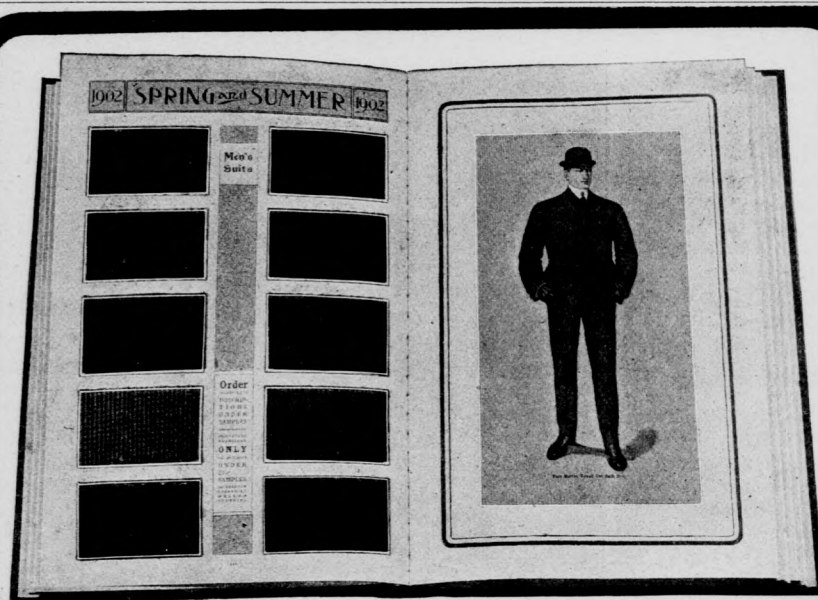
## We'll Give You Fits

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

**MASON, CAMPBELL & CO.,  
JOHNSTOWN, N. Y.**

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

**C. H. BALL,**  
Central and Northern Michigan.  
**P. D. ROGERS,**  
Northern Ohio and Indiana and Southern Michigan.



## 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.**



effect must be composed of colorings or shades most appropriate to commemorate this event. It is not artistic or impressive to intermingle high colors of any kind with the Easter display—the exception being the colors of the blooming plants used in the windows and in the counter cases.

Pick out some particular thing in each line of goods you carry and show it as an "Easter special." If possible let this selection be something out of the ordinary run, or a little different, in some way, from the rest of the stock in that line.

Ask good prices for these specials and instruct the clerks to exercise their skill as salesmen on these goods. Easter is the spring harvest for the merchant who will take advantage of the opportunity and for once lose sight of his competitors and what they are doing.

Begin to advertise your Easter opening about the 10th or 20th, and keep it going briskly during Easter week—24th to 29th. Advance announcements on cards are effective, and, if used, should be mailed on the 21st.

Do not make any attempt to reproduce, in window displays, any of the religious pictures of the Resurrection. It would be harmful to your business. This advice may seem to be far-fetched until one stops to consider to what a degree of perfection expert window trimmers reproduce, nowadays, scenes commemorative of stated events. A display of live white rabbits and a nest of highly colored Easter eggs is an excellent one to attract attention, and it is one that a child will not forget. Grown people will stand a long time in front of a display of rabbits. There is a hidden fascination about them not to be explained.

Do not permit your clerks to dress differently during Easter week. Have them wear shirts and neckwear in keeping with the displays you make and the goods you are recommending. It helps the sales.

Do not, above all things, cheapen the event by announcing cut prices or saying that garments worth \$25 and \$30 will be marked \$15 for this special Easter sale. At this time as well as at Christmas, men will pay better prices than at any other time, and there is no reason why this opportunity to realize satisfactory profits should not be taken advantage of without putting cut prices on goods or lying about them.

Do not put off getting ready for Easter until the last minute. Now is the time to look into your neckwear stock. If you find nothing there suitable for Easter, order at once, so as to have the goods ready for the display. Do the same all down the line of furnishings.

Do not wait to get out your interior show cards until the rush is on. Start to get them out a week in advance. Have special designs on each—of lilies, palm leaves, etc. Have plenty of them.

Do not indulge in Easter souvenirs unless you get something with real artistic merit in it. A handsomely lithographed and embossed card, made especially for Easter, is one of the neatest things that can be given to customers. Souvenirs are rapidly becoming out of date in up-to-date stores. They do not attract trade and the public expects to get something useless and not ornamental for the home when they do go where souvenirs are being given. If you get an Easter card to give away keep your name and address off of the face of it. Put what you please on the back.—Apparel Gazette.

Credo.

I believe in the Motherhood of God. I believe in the blessed Trinity of Father, Mother and Child.

I believe that God is here, and that we are as near Him now as we ever shall be. I do not believe He started this world a-going and went away and left it to run itself.

I believe in the sacredness of the human body, this transient dwelling place of a living soul, and so I deem it the duty of every man and every woman to keep his or her body beautiful through right thinking and right living.

I believe in salvation through economic, social and spiritual freedom.

I believe we are now living in Eternity as much as we ever shall.

I believe that the best way to prepare for a Future Life is to be kind, live one day at a time, and do the work you can do the best, doing it as well as you can.

I believe there is no devil but fear.

I believe that none can harm you but yourself.

I believe that we are all sons of God and it doth not yet appear what we shall be.

I believe in every man minding his own business.

I believe that men are inspired to-day as much as men ever were.

I believe in the sunshine, friendship, calm sleep, beautiful thoughts.

I believe in the paradox of success through failure.

I believe in the purifying process of sorrow, and I believe that death is a manifestation of Life.

I believe the Universe is planned for good.

I believe it is possible that I will make other creeds, and change this one, or add to it, from time to time, as new light may come to me.

Fra Elbertus.

How Siler Got His Check Cashed.  
From the Chicago Tribune.

As a means of proving his identity for the cashing of a check George Siler, the pugilistic referee, was asked by the paying teller at the Fort Dearborn National Bank yesterday to "count out" an imaginary fighter.

When Siler presented a check to secure his money the teller said: "You'll have to be identified, Mr. Siler."

The referee searched through his pockets and offered as evidence several letters, some of which were on boxing club stationery.

"Oh, you are the referee?" asked the teller.

"Yes, I'm the fellow," replied Siler. "Well, I guess it's all right, but I need personal identification. Don't you know some one here?"

The possessor of the check said he did not, but perhaps some one of the force knew him. Thereupon the teller summoned one of the younger clerks, who is known to have a liking for boxing, and to him the situation was stated.

The latter looked doubtful when he confronted Siler. "You look to me to be a bigger man in the ring," said the newcomer, looking suspiciously at Siler's nose glasses.

"That's true figuratively," said Siler. "I am a bigger man in the ring" at the same time removing his glasses.

Still the clerk was not absolutely sure. Suddenly the teller in the midst of the discussion interrupted with a jerky command of "Let me hear you count, Mr. Siler."

The latter instinctively bent half forward, began swinging upward and downward his right arm to a measured "One-two-three."

Before he had reached "four" the teller said:

"That's enough. You're Mr. Siler, and here's your money. Any one but a referee would say: 'Count what?' or would count right along."

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.

Men's Furnishers

Our factory is now running largely in making our fall and winter samples. Short lots of spring and summer goods will be closed out at reduced prices.

The Peerless Manufacturing Co.

When in Grand Rapids call at our wholesale sample room, No. 28 and 30 S. Ionia St., William Alden Smith building, where our Mr. Otto Weber will be pleased to see you. When in Detroit it will pay you to come and see us.

Goodyear's Mackintoshes  
and Cravenettes



BOX COATS  
MARLBORO  
AUTOMOBILE  
SEMI FITTING

Newest fabrics, latest styles, exclusive patterns.

Tailored in a first-class manner.

Write for catalogue and price list.

Goodyear  
Rubber Co.,

W. W. WALLIS, Manager,  
382-384 E. Water St.  
MILWAUKEE



## Hardware

### Importance of Arranging Goods in an Attractive Manner.

The arrangement of goods in such a way as to appeal to the interested and disinterested person is as important to the hardware merchant's success as in any other line of merchandise. It is the captivating form of arrangement that produces sales, to a certain degree, and not the amount of stock carried. A person's interest in buying hardware goods can be aroused as much or even more than any other line.

Why?

Because there is not a person but needs some certain article in your stock nearly every time he enters your store—provided you do not keep too many chairs and benches around.

You ought to arrange your goods to capture his attention with as much interest as the jeweler studies, with dainty trays and various other forms, to charm and beguile the on-looker until the fascination to possess the article lead him to purchase something he may not actually need, but will be happy in the thought of its possession.

You certainly should obtain equally as favorable results in the many profitable lines of goods—which may not be considered necessary, yet useful—but, of themselves, would show a new profit that your books have heretofore failed to show by the sale of standard goods alone. Why should you be second to your next door neighbor, whose main sales are through the attractiveness of display?

You have simply to arouse the interest of the would-be buyer and his surplus change will go as quickly into your cash drawer as that of any other merchant.

The majority of hardware men do not realize or appreciate the high standing their class of merchandise gives them in the community in which they dwell.

You are devoting your life work to a class of goods which is second to none in the employment of the best minds in their artistic design and manufacture.

The one great re-inforcing energy the hardware merchant needs is a correct and true appreciation of the high standard that he represents and is his in the business world to-day.

What industry has more capital, or greater minds at its head than that of iron and steel?

You are a part of the whole and, as a part, equally serviceable, and should be equally proud of the classified merchandise to which you belong.

When the hardware merchant becomes imbued with that thought every day, then the arrangement of his store will become a pleasure and a delight, of which he little dreams; one's success must come, mainly, through an occupation in which his whole soul and energies are aroused, and nothing bespeaks it in stronger words to the public than the appearance and conditions presented by that which represents his occupation. By it, and through it, they judge him.

No newspaper or circular could do as much good advertising as the appearance of one's own store, when kept in a way to excel that of others.

The right arrangement of stock will be in the same ratio as his pride and interest go out to the goods he is marketing, and the realization that it is the best avenue through which profit, and success, may be won.

The transformation from the unkept to the systematic and attractive begets a pride that leads him, as never before,

to interest every caller through the fascination that the improved arrangement of his stock is to both merchant and employes, as well as the visitors.

The new arrangement grows much more interesting as he sees its advantages—not only increasing his profits, but delighting his patrons and lessening the burden and perplexities of each day's work.

To arrange stock attractively appears to many as beyond their skill, through want of experience; but its undertaking is like many games and new amusements of the day—proving far more interesting than had been thought possible.

One of the leading hardware merchants in the United States made, in substance, the following remark: "It matters not how low we may buy our goods, how great a stock or how fine a store we may have, if we have not the means of selling, it amounts to but little."

It brings to my mind a question introduced at the National Wholesale Hardware Dealers' Association, when at Milwaukee, in 1898, by the President of the Association, suggesting the following:

1. Are we not giving more attention to buying our goods than we are to selling them?

2. Are we not apt to think that the first is of greater importance than the latter?

If I might be permitted to make a suggestion, it would be that every hardware merchant put these points to a test for a given period, by using the best efforts in seeking to sell more goods at the best profit, and learn if it does not pay better than too much time given to the study of buying.

Let me suggest this regarding store arrangement, which will require merely an investment of spare time and but little money—that every hardware merchant, during March, enters into a hearty co-operation with all the employees in his establishment to devote the entire spare time during that period in straightening out and rearranging their stock of goods throughout the store, including equally active work of the office force in classifying and assorting all printed matter.

After this is done, make use of five or ten dollars' worth of paint in brightening up your store, which then can not be otherwise than pleasing to all its occupants and cheerful to all visitors.

In doing this, why not all join in adopting a distinctive hardware color of finish of aluminum for one part and gold bronze for the other? These are rich and appropriate colors for finish, both inside and outside. What better or more tasteful form of designation could be adopted?

Then have it known throughout the community and county that these colors are distinctively hardware colors, and any store thus painted would be recognized when seen at a distance as a hardware store.

J. D. Warren.

### Married Life.

Irate Father—Young man, you'll have to cease paying attention to my daughter.

Suitor—So I will, if you let me marry her.

Strong statements alone will not make your advertising successful—there must be the ring of truthfulness about them.

The advertisement must not necessarily have to be short to be a good one, but it must be to the point.



## E. Bement's Sons

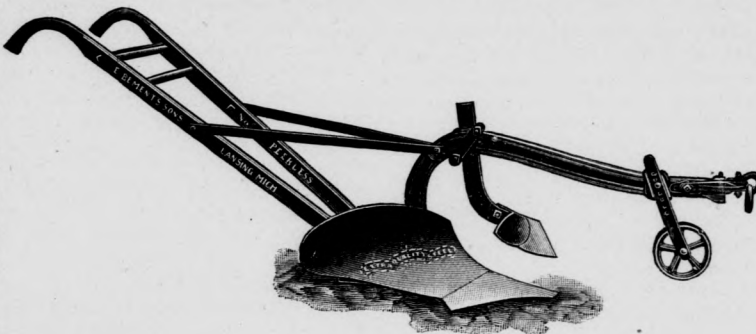
### Lansing Michigan.

**ALL GENUINE BEMENT PEERLESS REPAIRS!**

**BEAR THIS LABEL!**

**BEWARE OF IMITATIONS!**

*Our Legal Rights as Original Manufacturers will be protected by Law.*



# Bement Peerless Plow

There is a good profit in handling Peerless Plows.

There is a very good profit in handling Peerless Plow Repairs.

We have several hundred agencies in Michigan, but we need about seventy-five more.

Write us at once for particulars.

## E. Bement's Sons

### Lansing Michigan.

Bement Plows TURN THE EARTH

Bement Plows TURN THE EARTH



**Practicability the Royal Road to Success.**

The royal road to success in the hardware business is practicability. The hardware merchant must be a specialist in the business.

At the age of specialties and specialists it is absolutely necessary that the hardware merchant should be a hardware specialist.

Our doctors are nearly all specialists in some line, our best lawyers are specialists and so with every business. Our hardware drummers are experts in their line and, in order to economically purchase goods from them, one must thoroughly know his business. Not wishing to cast insinuations upon the merry Knights of the Grip, they are simply scientifically doing their duty.

The idea is, know what you want and where you can purchase the cheapest. Be in position to take advantage of all prevailing competition.

Make the business a specialty as well as having specialties in the business. First of all is order, which is Heaven's first law. We see so many stores that might be called pitchfork stores. They represent the appearance of having been arranged with a pitchfork; as the cases were opened and the goods thrown on the shelves in a topsy-turvy manner, causing a loss of valuable time hunting for the articles you possibly can not find.

Every person is possessed of more or less admiration for a neat and orderly store, where there is a place for everything and everything in its place; instead of shelves representing a conglomeration of hardware.

This I believe to be one of the strongest pulls on trade, making people feel at home in your store. This, together with fair treatment and cheerful greetings from yourself and clerks, will establish your trade.

As to quality of goods to be handled, the best is none too good, especially in tinware. If a farmer's wife buys a cheap tin pail and finds holes rusted in it after the first week's wear, the probabilities are that she will tell her neighbor's wife about it, she will not consider the small price she paid for it, but will likely buy her tinware somewhere else in the future. Advertise your business, although this is a business itself, but a thriving merchant knows how to advertise. Every advertisement should represent the best the firm has to offer, with something attractive, something that will make people talk about you, for such is good advertising.

Never advertise an article at a special bargain unless you have legitimate cause for doing so. Let it prove to be as represented, as any advertising to bring permanent success must be honest. In this country, where the credit system prevails, one must know to whom to extend credit. There is no community on earth that is not composed of two classes of people, and in nearly every case the bad are separated from the good in a little community within that community, for birds of a feather will flock together.

You will always find a section of your community where you draw a dead line for credit. But although you have refused them credit, they are entitled to the same courtesy and fair treatment as your debtor of a thousand dollars, who pays his account when due. His cash trade will invariably be given to you in preference to the man who trusted him because he is under no obligations to you, he owes you nothing. To successfully conduct a credit business one must

be a judge of human nature and a good collector, he must know the different ways of approaching a debtor according to his temperament. He should know whether the indebtedness of a particular individual should be requested or demanded. If you exercise careful and deliberate judgment in the selection of your credit customers, a kindly request is sufficient. But do your best, some unreasonable person will become a blot upon your books. Such accounts as these should be taken off the books and put in good paper. If about November 1, you are in doubt as to the possible payment of such accounts, get security as easily as possible and carry him another year rather than postpone settlement on the prospect of a good promise, until January 1. Then if you get any security it will only be second to that held by some banking institution.

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

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

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

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

L. P. Hanson.

Sheldon, No. Dakota.

**Refund as Cheerfully as You Sell.**

If the money is refunded without question, it at once impresses the customer that the retailer has the utmost confidence in his goods and that they are right. It is wholly contrary to human nature for a man to take a loss without some show of resistance, and the quick refund, cheerfully made, proclaims to the customer that the retailer is not sustaining a loss, but that the goods are all right and the customer is all wrong. It reverts to the merchant's good every time. It instills into the mind of the customer the idea that he runs no risk of buying what he finds he does not want after he gets home and thinks over the matter.

A bright store front is like a smiling face; it cheers and invites the beholder.

**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.



**Mill Supplies**

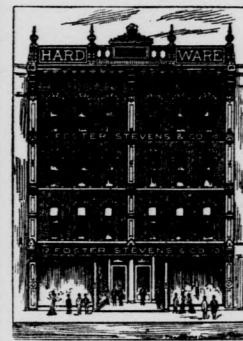
Oils, Waste, Packing,

Belt and Hose,

Paints, Oils and Varnishes,

Cordage

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



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

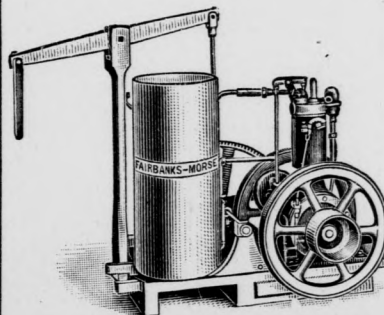
**Foster, Stevens & Co.,**

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

10 & 12 Monroe St.

Grand Rapids, Mich.

**A-Jack-of-all-Trades Gasoline Engine**



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

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

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

**Adams & Hart, 12 West Bridge Street**

Grand Rapids, Michigan



## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Mar. 8.—The streets are becoming clear and business is now transacted in almost a normal manner. The jobbers generally report a satisfactory trade and everything seems favorable for spring.

Smith & Sills, a long-established grocery house, has gone out of existence, G. Waldo Smith retiring after many years of hard work. Mr. Smith is known beyond New York. He has traveled extensively, written much and has taken deep interest in all questions relating to the good of the city.

Coffee has been dull. The actual demand has been for small lots and prices have been unsteady and showed some decline.

Everybody is waiting for congressional action on sugar, and meantime trade is quiet. Little new business is being done and transactions under old contracts have been of small volume.

Teas are steady. The market holds its own and is in fairly good condition—better than for years. Prices have not advanced lately, but they are firmly held and buyers need not expect many bargains in really good teas. The consumption, as shown by Government figures, per capita, is slightly larger than for three or four years, although by no means what it was ten years ago.

The bottom seems to have dropped out of the rice trade. Dealers think a large part of the trouble is due to the delay of the mails and the break-down of telegraph wires. Whatever the cause, there is little doing. What few orders have come in have been from nearby points and transactions have not been large enough to make any impression on the market, one way or the other, so that last week's conditions prevail to-day and quotations are practically without change.

An ordinary March trade is being done in spices and nothing extraordinary could be looked for. Prices are well held, as a rule, and on one or two articles are strong. Supplies of pepper are said to be small and this will account for the strength of quotations.

Offerings of molasses are not large, but neither is the demand great, so that we have to note a steady market. Quotations are practically without change, good to prime centrifugal ranging from 17@27c. Open kettle, 34c to as high as 41c for very choice goods. Syrups are quiet and unchanged.

Canned goods are in good demand and the market generally is in favor of the seller. More tomatoes could be sold if they were here to sell, but the supply grows light. Spot goods range from \$1.20@1.25; futures, 82½@85c. Rhubarb, new pack, has been sold for 80c for 3s and \$1.00 for gallons, delivered. The canned goods trade has met with a great loss in the death of A. Booth, whose name has been familiar in grocery circles all over the country for many years.

There is a better tone to the dried fruits market generally and almost all lines are more called for, with a consequent hardening of prices. Apricots, prunes and currants are selling fairly well and it is probably a good time to lay in slightly ahead of immediate wants.

There has been a fair trade in fresh fruits and lemons are a little higher. Sicily lemons range from \$2.30@3, the latter for fancy 300s. California lemons, \$2.30@3.10. Oranges are in fair movement and for the better grades there is a demand that keeps the market well cleaned up. Floridas range from \$2 through every fraction up to \$5. Jamaicas, barrel, \$4@4.50; Californias, \$2@3.75.

Larger receipts have given the butter market about enough stock to meet all wants and the course of the market has been downward. For best Western creamery 28c is about the limit; seconds to firsts, 25@27½c; imitation creamery, 21@23½c; Western factory, 19@21c; renovated, 22@23½c.

The demand for cheese keeps up in an excellent manner. Stocks are greatly reduced and, although there has been no advance in quotations since our last report, the tendency is certainly toward a higher basis. Full cream, small size, 12¾c.

Pleased With California But Prefers Michigan.

Los Angeles, Cali., March 1.—This is a rainy day and we have had three in a string. The farmers have been praying for rain and they are very happy as it looked pretty dry and blue to them, but now they are assured of nice crops. It is wonderful what rain does for this country in so short a time. Plants seem to spring out of the soil. The calla lilies look so pure and white. The old-timers say this has been the coldest winter in many years, but I have only seen one morning that was cold enough for frost. The oranges show the effects of the cold, as they are tough, dry and sour, as you no doubt have found if you have eaten any California stock.

Fresh eggs, ten days ago, retailed for 20 cents per dozen, but last week they shipped two carloads to Chicago and it made the price advance to 25 cents retail. One fine thing here, you do not see any old dairy butter, as they use creamery, put up in bricks, which retails at 30 to 35 cents at the present time, but, with the nice rain, I look for a drop in the price soon.

Thursday I went down to Santa Monica and watched the people in bathing, as it is a treat for anyone from Michigan to see people in the water during the month of February.

As you ride along in the electric car, you cast your eyes over the fields and see from eight to ten horses hitched to a gang plow turning the sod for the crops. Other fields are of barley, which looks like a green carpet. The ground seems to be full of gophers, as they call them here, but to me they look just like a Michigan grey squirrel. You see them all over the country and they must do a great deal of damage to crops. The cars are not bothered with dust as they run an oil sprinkler over the road which deposits crude black oil on the tracks. They do the same on the country roads, running large tank wagons over the road and letting a stream of this black oil spread over it, which settles down solid. After they use oil for two or three years it forms a solid cake-like asphalt, three to four inches deep and fixes the dust all right. Oil is about as cheap as water, as the country is full of it. It costs from 45 to 75 cents per barrel. The western part of the city is a forest of oil derricks, pumping up that black, greasy stuff. Some of them are in the dooryard of a nice house; others are played out and stand idle. It makes a fellow think of a graveyard and that these derricks are monuments, but instead of the corpse being there, it is only a hole where some poor Eastern cuss planted his money. Take my advice, do not invest your money in oil stock without first looking it over. Michigan is good enough for me. I have not seen any place I like better than Grand Rapids. I am getting fat and lazy. Weigh 160 pounds. Can not button my clothes. Am getting sick of inactivity and will be happy when I get back in the harness. C. H. Libby.

Hominy Combine Will Soon Come.

It is said that details in connection with the hominy consolidation now being formed are practically completed. It is also stated that the American Hominy Co., which will be the title of the combine, will be incorporated under the laws of New Jersey, with a capital of \$4,000,000. The Association, it is understood, will include a majority of the manufacturers in the country. The principal office will be in Indianapolis or Chicago, many of the firms in the combination being located in Ohio, Indiana and Illinois, and manufacturing brewers' grits, hominy, corn oil and feed.

Some women can't believe a word their husbands say—unless they talk in their sleep.

## SALESMEN EXEMPT.

Not Liable For the Mistakes of Their Employers.

The Supreme Court handed down an opinion March 4 which will compel the State Food Department to reverse its previous policy of prosecuting the traveling representatives of wholesale houses for mistakes made by the shipping departments. The decision is somewhat sweeping in character and possibly renders some of the representatives of the Food Department who have been so ambitious to cause the arrest of traveling men liable to prosecution on charges of false imprisonment. The full text of the decision, which was written by Justice Moore, is as follows:

An information was filed against the respondent which, omitting the formal parts, reads as follows: "That one John Skillman heretofore, to-wit: on the sixteenth day of September, A. D., 1901, at the city of Muskegon in the county of Muskegon aforesaid, did unlawfully offer for sale and did sell to Albert Towle a large quantity, to-wit: a certain compound under the name of Quince Jelly, which was then and there adulterated within the meaning of Act No. 193, of the Public Acts of the State of Michigan, of the year 1895, as amended by Act No. 118, of the Public Acts of the State of Michigan, of the year 1897, as amended by Act No. 117, of the Public Acts of the State of Michigan, of the year 1899, in this, to-wit: That said compound was then and there made and composed in part of glucose, starch and other substances and was then and there colored in imitation of fruit jelly contrary to the form of the statute."

After the testimony was all in a motion was made asking the Judge, for various reasons, to direct a verdict in favor of respondent. This motion was overruled. The case was submitted to the jury, which returned a verdict of guilty.

A great many errors are assigned. We think some of them, which we shall discuss, are well taken, but as the case, if ever tried again, will not present the same questions now presented by counsel, we deem it unnecessary to pass upon all the questions argued by them in briefs.

To sustain the case of the people testimony in substance as follows was introduced: It was shown that the respondent had for some years been traveling salesman in the employ of Reid, Murdock & Co., of Chicago; that he solicited an order from Mr. Towle, a grocer in Muskegon; that Mr. Towle gave him an order for a case of assorted pure fruit jelly. Mr. Skillman did not have the goods with him, but reduced the order to writing in the presence of Mr. Towle at his store and forwarded it to the house in Chicago, as follows:

Reid, Murdock & Co., Chicago.  
Sept. 12, 1901.

Name, Albert Towle.  
Town, Muskegon.  
State, Michigan.  
Ship by Barry line.  
Salesman, Skillman.

1 c P. F. Jelly Med. Asst - - 1 00  
1 c P. F. Jell Med. Currant - 1 00  
60 days.

"1 c P. F. Jelly Med. Asst" was explained to me as one case pure fruit jelly medium size assorted glasses. Mr. Towle testified that Mr. Skillman claimed it was pure fruit jelly for which he took the order and that was what he intended to buy. It was not shown that respondent had anything further to do with the transaction than as above stated. Later a case of goods was received from Reid, Murdock & Co. and testimony was given tending to show that a tumbler of this jelly was sold to Mr. Bennett, Inspector of the Dairy and Food Department of Michigan, and by him forwarded to the State Analyst, where it is claimed, upon analysis, it was shown to be a mixture of fruit juice, glucose, starch and coloring matter. Upon the cross examination of Mr. Towle the following occurred:

Q. Did you give Mr. Skillman more than one order for fruit jelly about this time? A. Well, he had two or three orders, I think two at least.

Q. Two orders? A. One of them might have been ordered by mail.

Q. Now you received two consignments of fruit jelly from the orders you had given to Mr. Skillman? A. I think so, yes, sir.

Q. Upon which one of these orders did you receive this particular tumbler of jelly that you afterwards sold to Mr. Bennett? A. I couldn't say. The one that he bought was out of that order I think. (Witness pointing to order exhibited.)

The defense claimed that the label, "Pure Fruit Jelly," placed upon the tumbler analyzed, was put there by mistake. It was their claim that Reid, Murdock & Co. dealt in two kinds of jelly—those made out of pure fruit and those made in imitation of pure fruit—and that when the imitation was sold in Michigan and certain other states their instructions were to label them "imitation" and that these instructions were furnished in writing to their agents, including the respondent, and offered testimony tending to prove this claim. The written instructions were also offered in evidence, but the testimony offered was excluded by the Court.

Among other requests offered by the respondent was the following: "Under the undisputed evidence in this case there is nothing to show that the respondent offered to sell any jelly in violation of any statute of this State, but, on the contrary, it is shown that respondent offered to sell strictly pure fruit jelly and sent such an order to Reid, Murdock & Co., of Chicago, and the charge in the information for selling and offering to sell adulterated jelly is not sustained by the evidence and your verdict should be not guilty."

The Judge refused to give this request, but charged the jury as follows: "It is recognized by the legislators and is a matter of common knowledge that many of the wholesalers doing business in Michigan are not residents of this State, so the Legislature saw fit to make a law, where a man solicited the sale of pure jellies, took an order for the sale of pure jellies, and in response to that order a different class of goods was furnished, that the party should be guilty of violating this particular law. In other words, instead of that order or offer and the furnishing of goods delivered to the party by a party who might be non-resident of the State, that it should relate to the man who actually made the offer, the man who actually took the order for the furnishing of this particular article. The people claim that this is the matter in which this defendant here is liable."

This statement of the law is sought to be justified by People vs. Snowberger, 113 Michigan, 86, and People vs. Grocer Co., 118 id 604. A reference to these cases will show that the respondent in each of them admitted making the sale of the goods. In this case the respondent denies that he sold any goods coming within the provisions of the statute. Giving the only interpretation to the testimony as it appears in the record which can be fairly given to it, it shows Mr. Towle was solicited to give an order for pure fruit jelly. He gave such an order. It was reduced to writing and in the writing the jelly was described as pure fruit jelly. As before stated the only connection of the respondent to the transaction as shown by the record is the taking of an order for an article not within the terms of the statute and forwarding it. This does not constitute an offense. It might as well be urged that, if a traveling salesman takes an order for Michigan beet sugar, and forwards a written order for such sugar, if the house, instead of filling the order as written, sends glucose with a label upon the package containing it calling it Michigan beet sugar the salesman would be guilty of an offense. This we do not understand to be the law. Upon the case as made the Circuit Judge should have directed a verdict of not guilty. People vs. Howard, 50 Mich., p. 242.

The verdict is set aside and a new trial ordered.

Long, J., did not sit.

The other justices concurred.



Announcement of

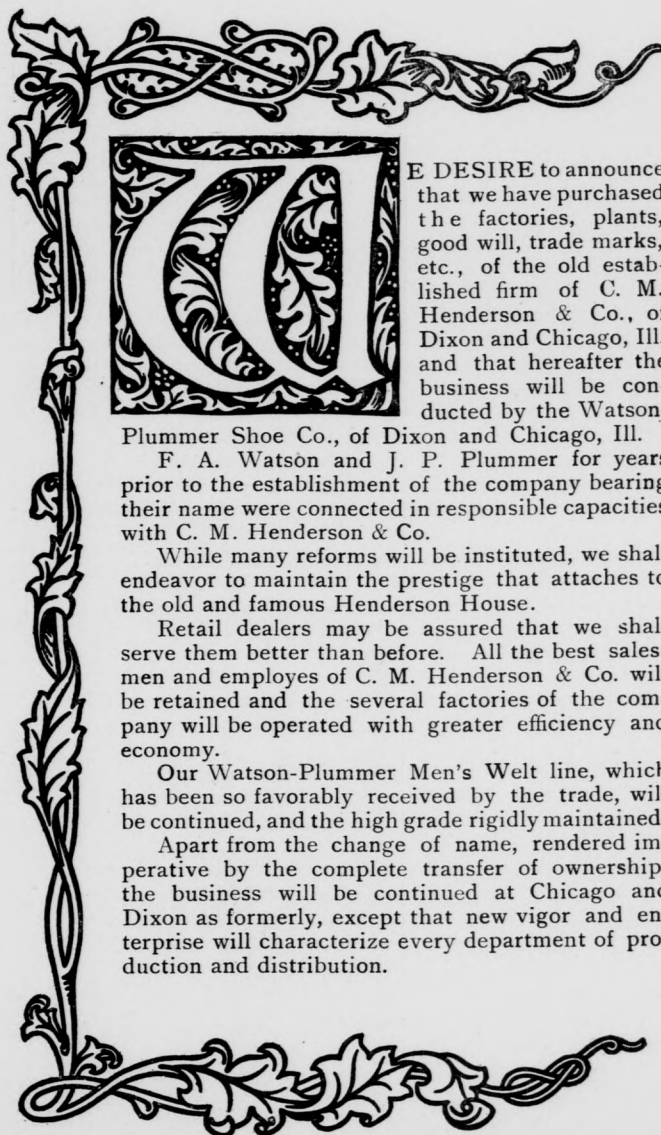
# Watson- Plummer Shoe Company

Successors to

C. M. Henderson & Co.



CHICAGO and  
DIXON, ILL.



WE DESIRE to announce that we have purchased the factories, plants, good will, trade marks, etc., of the old established firm of C. M. Henderson & Co., of Dixon and Chicago, Ill. and that hereafter the business will be conducted by the Watson-

Plummer Shoe Co., of Dixon and Chicago, Ill.

F. A. Watson and J. P. Plummer for years prior to the establishment of the company bearing their name were connected in responsible capacities with C. M. Henderson & Co.

While many reforms will be instituted, we shall endeavor to maintain the prestige that attaches to the old and famous Henderson House.

Retail dealers may be assured that we shall serve them better than before. All the best salesmen and employes of C. M. Henderson & Co. will be retained and the several factories of the company will be operated with greater efficiency and economy.

Our Watson-Plummer Men's Welt line, which has been so favorably received by the trade, will be continued, and the high grade rigidly maintained.

Apart from the change of name, rendered imperative by the complete transfer of ownership, the business will be continued at Chicago and Dixon as formerly, except that new vigor and enterprise will characterize every department of production and distribution.







the time when the traditional best dress for a woman was a stiff, black silk, in which she sat, on company occasions, in a stiff parlor on a black horse-haired covered sofa. Can you imagine a combination more deadly to every festive impulse? We have survived that period, but the superstitious belief that anybody can wear black still prevails.

"I admit black is becoming to some. Blondes never look so well as when the fairness of their skin is brought in direct contrast with a diaphanous black gown. A brunette with rich color also finds it becoming, especially with high lights of jet and diamonds, but for the fallow woman it is deadly. It makes her look more fallow still; it emphasizes every crow foot and brings out every wrinkle, and her departing friends should insert a clause in their wills forbidding her to wear mourning.

"One of the misfortunes of fashions is that all designs are intended for women about seven feet high and who are as slim as a bean pole. In an effort to adapt herself to this ideal, the fat woman always makes one terrible mistake. She laces. Give the average fat woman a pair of ironclad stays and she thinks she can defy the world, the flesh and the devil. As soon as a woman finds herself putting on flesh she apparently makes one irrevocable vow, and that is to keep a 28-inch waist measure or perish in the attempt. Why a woman should cling to the waist measure of her youth as persistently as she does to her prayer book and her first love letter is one of the things no other woman can find out. Maybe it is sentiment—a kind of souvenir of when she was young and charming. The effect is disastrous, but you can never persuade her that a gown that looks as if it was put on with a shoe horn, and is so tight it makes the observer nervous for fear it will split, emphasizes fat instead of concealing it.

"Of course no general rules," said madame, in conclusion, "can be given for dressing. Every woman should study her own style and see what she can wear and what she can not, and when she finds out she should make a 'note of it,' as Captain Cuttle said, and stick to it.

"The trouble with most people is that they are seduced by the attractiveness of a thing that is pretty in itself or seems cheap, and they never stop to consider its individual application to their style. The prophet who said, 'know thyself,' was probably thinking about a woman when she started out to buy her spring clothes. If he was not, he might have been." Dorothy Dix.

#### Bad Results From Praising Children to Others.

"I do wish mothers would not talk so much," said a schoolboy, coloring with vexation as some foolish remark of his maternal parent concerning his exceptional ability was repeated to him. It is a consummation devoutly desired by most young people, who in the super-sensitiveness of youth fairly writhe sometimes when they overhear their fond mammas relating their exploits or repeating their speeches. Boys are especially thin skinned about this sort of thing, for the fear of ridicule is one of the strongest attributes of youths just approaching adolescence and they exaggerate everything appertaining to themselves with unconscious egotism, not reflecting that the polite listener seldom pays any attention to the maternal eulogies and quite discounts the rhapsodies. All the same, however, it is not pleasant to be discussed, and

mothers should strictly deny themselves the pleasure of talking about their offspring, both on account of annoying the latter and the effect which it produces on listeners, and which is not always favorable. It is curious how many otherwise clever women fall into this mistake, and are quite blind to the fact that they not only do not raise their progeny in the estimation of their friends, but sometimes actually do them infinite harm.

"I have taken quite a dislike to that young Brown," said a prominent matron recently, speaking of a young man whose name was proposed for a house party she was organizing.

"But, why, mamma?" queried her daughter, "you hardly know him."

"No," answered the former, "but I know his mother quite well, and I have often heard her repeat his criticisms of people and things, which she considers clever, but which sound to me very ill-natured and disagreeable. No, Maud, we won't invite him, for I do not desire to have our party laughed over by Mrs. Brown and her friends at her next luncheon."

"Mrs. Z. thinks that every man that shows Ethel any attention is in love with her," was another comment overheard recently on a mother's foolish boasting. "She is quite elated because Harry Midas sends Ethel violets occasionally." This gossip somehow reached the ears of the shy young man, and the violets were discontinued. It is hard for mothers to refrain from talking of what is nearest their thoughts, and to be deprived of the gratification of prattling about their sons' virtues and prowess and their daughters' triumphs, but they should carefully bridle their tongues in this respect, knowing their world well enough to realize the truth of the saying in Holy Writ:

"The tongue is a little member, and boasteth great things. Behold how great a matter a little fire kindleth; and the tongue is a fire." Cora Stowell.

#### Push, But Don't Shove.

The advertising merchant is the one who does the business in these days of push and enterprise. There are more newspaper readers to-day than ever before in the history of the world. The newspaper places your business under the eye of the buyer. He sees what he wants, and, knowing where to find it, looks up the wide-awake merchant who asked him to come and see him. Success in these days of sharp competition calls for eternal vigilance. You can not keep a hustler down. Push, but don't shove. Get a move on you, but don't kick. Tell the truth, be honest, and use printers' ink, and success will make your habitation its abiding place.

## Quintette

A new Chocolate Drop. Five flavors in every pail. 32 or 17 pounds. Write for price and sample.

Putnam Candy Co.

Grand Rapids, Michigan

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*

## STOP THE LEAK

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

**INSIDE ARC LIGHT**  
1000 CANDLE POWER  
3/4¢ PER HOUR

**SINGLE INSIDE LIGHT**  
500 CANDLE POWER  
1/2¢ PER HOUR

**OUTDOOR ARC LIGHT**  
1000 CANDLE POWER  
3/4¢ 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.**



## Butter and Eggs

Observations by a Gotham Egg Man.

The evolution of trade rules for the sale of eggs is a matter of constant and unending interest. The conduct of the trade, from the collection of eggs to the distribution to consumers, is not yet in an ideal condition by any means, and, as is the case with all imperfect systems, there is a constant effort toward improvement. This breeds changes from time to time, some of which are, perhaps, not to be considered as in the line of advancement, but the sum total of which, considered during a period of years, gradually works toward better methods and more economical distribution. In all markets where the egg trade has been organized for mutual benefit and where trade rules governing egg sales have been formulated, the experience has been the same—that no matter how carefully such rules may be laid down to conform with conditions then existing, they are before long found to be faulty in some particular and require revision to meet changing conditions or the requirements of a larger experience. Many times have the egg rules of New York Mercantile Exchange been revised and reformed. Sometimes changes have been made which were proved inexpedient by the test of use, but on the whole the established changes have indicated a gradual progress toward a fuller discrimination as to grades and qualities and toward a system of trading which, we believe, is more and more encouraging to that selection of stock at shipping points which will reduce waste and, finally lead to more potent incentives for the marketing of eggs by producers while fresh and good. The tendency toward the realization of this goal is slow and it will doubtless be years before the present faulty system of egg collection and shipment will reach the perfection desired; but this tendency is affected more or less by the methods of trade adopted in the large distributing markets, and one of the changes now made in the New York egg rules will, we believe, prove a stimulant to progress. We refer to the provision that all egg sales under the Exchange rules shall, hereafter, be at mark. As a matter of fact the natural drift of trade in this market during the past few years has been strongly toward mark sales. Many of the receivers and dealers formerly opposed to the system are now heartily in favor of it, and there are but few who still cling to the old system of selling eggs subject to subsequent claims for "loss" by the buyer. For the past year at least the "loss off" quotation for eggs in this market has nearly always been an arbitrary figure, based upon the known loss shown on brands of eggs actually selling at mark; it has given no information as to the net value of the various qualities of eggs arriving and has become a useless appendage of the public market quotations. We consider it altogether probable that the elimination of "loss off" selling from the Exchange rules will remove the last reason for maintaining a basis of public quotations which has become practically obsolete through the natural trade tendency toward better methods. Upon this change we congratulate the Egg Committee and the trade at large. We believe that mark sales tend to increase the discrimination as to qualities among buyers, lead to a divergence of values according to the degree of selection, encourage such selec-

tion among shippers, and furnish the foundation upon which a more discriminating system of country purchase may be built up. Some changes have been made in the requirements to meet certain grades, to which we respectfully call the attention of egg shippers and packers. The rules are now reaching a point of advance which merits the careful consideration of egg shippers and which will assure a just reward of compliance with their provisions.

\* \* \*

At the last moment the Egg Committee decided to prohibit the sale of eggs for future delivery under the "call," but to leave the rules governing such sales in force to regulate private sales of that character. This amendment was sanctioned by the Executive Committee and is now a part of the rules. The causes which inspired this change are interesting, but we think it would be useless to analyze them here. The trade are divided in their views as to the usefulness or detriment of future sales, but a large number of the merchants are decidedly opposed to the amendment prohibiting them under the call and a petition has been circulated, requesting the reinstatement of official bids and offerings for future delivery which has received a very large number of signatures. There have been some warm discussions of the question on 'Change during the past week. In studying the conditions affecting the egg market we have always considered the bids and offers for future delivery as one of the most useful and important features of the call; whatever influence such bids and offers have upon spot values is usually wholesome and natural, and it seems to us far better that the influence of conditions which lead to them should be felt during the call than afterward.

\* \* \*

Aside from the prohibition of future sales under the call, which we believe to be a decided step backward, the changes in the egg rules are to be commended. As a whole the rules have been improved and there is little doubt that public sales under them will be increased.—N. Y. Produce Review.

If you praise a man to his wife, you will usually notice a look of surprise on her face.

## FIVE (5) 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.)

1st. Highest market values  
ALWAYS obtained.

2d. Correct counts and  
weights ALWAYS returned.

3d. Sales ALWAYS mailed  
promptly.

4th. Checks to balance  
ALWAYS accompany sales.

5th. 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.

## ==Parchment Paper for Roll Butter==

Write for Prices to

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

Successor to C. H. Libby,

Wholesale Butter, Eggs, Fruits, Produce

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

## 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  
Bell Main 66

304 & 305 Clark Building,  
Opposite Union Depot

## 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.

Buy your

## EGG CASES AND FILLERS

from

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

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

Large stock. Prompt shipments.

## SHIP YOUR

BUTTER, EGGS, POULTRY, PIGEONS and SQUABS to  
all-year-round dealers. We want an unlimited amount through  
all seasons. Write or wire for markets.

GEO. N. HUFF & CO.,

55 CADILLAC SQUARE, DETROIT, MICH.

## SEEDS { FIELD SEEDS GARDEN SEEDS

Our stocks are complete, quality the best, prices the lowest.

ALFRED J. BROWN SEED CO.

SEED GROWERS, MERCHANTS, IMPORTERS, GRAND RAPIDS, MICH.



## Poultry

### Peculiarities Pertaining to the Handling of Poultry.

Dressed poultry shippers usually draw on their shipments and many do not appreciate the fact fully that after the commission receiver has paid a draft, the poultry is no longer subject to orders from the shipper, but is practically the property of the one paying the draft, he having an equity in it equal to the amount of draft. It is certainly annoying to pay a draft, then get a wire to sell at a certain price or hold the poultry. It is not unusual for poultry to arrive in such poor shape that it demands immediate sale and very often such poor condition is entirely the fault of bad weather or delays in transit so that it would be impossible to hold without great loss. Consequently it is needless to say that when drafts have been paid the receivers usually use their own judgment as regards selling the stock.

Some shippers have very strong ideas regarding the future poultry market. This has been demonstrated of late, when the market eased off on fresh dressed fowls, by shippers sending in advices to put their fowls in storage, rather than sell at the decline. The figures wanted by shippers are pretty high and when dealers add their profit it brings the retail price so high that the consumptive demand is curtailed materially, many consumers using meat and other substitutes. Large shippers often take stock off the market by putting it under a limit and while they succeed at times in getting their price, it is more often when the market is low than when it is so high that consumption is discouraged. The operation of trying to control the market at this end by shippers at distant points is rarely very successful and taking stock off the market by high limits does not have much effect as a rule. If the market could be so easily influenced the receivers who are to a great extent all bunched together, would take advantage of the situation and agree on certain prices, especially as the latter are in better position to grasp the situation than shippers who are usually only posted regarding probable shipments at one point or one section of the country. But years of experience have taught the receivers that prices must be governed and regulated by supply and demand and while each day high prices are usually asked buyers have to be found and this necessitates concessions until their views are met and prices thereby settled. A receiver who asks, say, 12c for fowls and buyer after buyer turns away, soon realizes that the buyer is either getting stock for less elsewhere or price is so high he is doing without it. The latter is seldom the case because so many buyers are compelled to have stock regardless of price, but buying less than usual when price is too high. Consequently the salesman, finding it impossible to get 12c soon drops to 11½c, and later to 11c, and so on down until he reaches a point where buyers become interested. This is the story which sellers go over every day, always starting high and it is safe to say that all it is possible to get for the poultry is realized for the shipper. Occasionally, circumstances cause the market to be irregular, same grade of stock selling for two prices, but generally the price settles to one figure which is quoted and known as the market price. Therefore when shippers wire in to get so much for their poultry

or hold for further instructions, or store it, the effect is trifling or nothing to the general market and the result is generally disastrous to the shipper. If advices indicate light supplies in transit, if severe storms are interfering with shipments over a wide territory, or if any condition makes light supplies probable receivers are not slow in grasping the situation and general confidence among sellers will cause price to average higher perhaps than it otherwise would under equal supplies and trade, and in this way the higher price due to the condition causing it is often current before the actual shortage occurs; and by the time the short supply is here, increased advices or other conditions are such that the market is declining again, buyers getting an advantage owing to the anxiety of sellers to clean up closely. So it will be seen that no matter in what light the subject is looked at, it will be found that the receivers get all that is possible for the poultry consigned to them, the secret of their success in this being due to their being more in touch with the entire producing country than the shipper and the ideas of shippers in one shipping section therefore have little weight toward forming prices in the large wholesale markets, and particularly this market. The weakness in the dressed fowl market spoken of at the beginning of this item has become more pronounced and price has steadily declined until now it is evident that it would have been better for shippers to have sold on arrival instead of holding. —N. Y. Produce Review.

### Hurrah For the Department of Agriculture!

The Department of Agriculture was formerly a jest and a by-word; its reports, sent by trainloads to placate voters, were relegated to attics or thrown into the ash barrels. Seeds sent to those who never asked for them, as is fit for unsought gifts, would not turn out right. Of late years this important department has been elevated to a Cabinet position and its scope broadened. In forestry, it has atoned for the past; in horticulture, it is now directing intelligent effort; in the single division of cotton culture, it has developed an Egyptian staple of cotton which will thrive on American soil, furnishing a soft fibre suited for underwear and hosiery. In place of a cotton plant liable to attacks of a destructive insect, it has hybridized a variety which is immune to such creatures—bad for the bugs but better for the planters. This work reaches beyond the agricultural interests and touches the affairs of the whole people and should be indorsed by the community and sustained by Congress.

### A Western Flour Trust.

There is being quickly worked into shape in Portland, Ore., and San Francisco an amalgamation of the interests of the export flour milling firms of the Pacific coast. The capitalization of the proposed consolidation will probably be somewhere in the neighborhood of \$10,000,000. As now outlined, the combination will embrace mills having an annual capacity of over 5,000,000 barrels of flour. The corporations interested practically control of the entire trade of the Orient.

## Do You Want

The services of a prompt, reliable EGG HOUSE during the spring and summer to handle your large or small shipments for you?

Ship now to

**L. O. Snedecor & Son,**  
Egg Receivers,  
36 Harrison Street, N. Y.

Est. 1865. Reference N. Y. Nat. Ex. Bank.

## 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.

## 2,000 PAIR PIGEONS

20 CENTS A PAIR

DELIVERED HERE

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

**F. J. SCHAFER & CO.,**  
EASTERN MARKET, DETROIT, MICH.

WRITE FOR REFERENCES

JACOB HOEHN, JR.

Established 1864

MAX MAYER

**HOEHN & MAYER**  
Produce Commission Merchants

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

**FRED UNGER**  
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.

SHIP YOUR

## BUTTER AND EGGS

—TO—

**R. HIRT, JR., DETROIT, MICH.,**  
and be sure of getting the Highest Market Price.

PELOUZE SCALE & MFG CO.  
CHICAGO CATALOGUE  
**Scales**  
MANUFACTURERS OF HOUSEHOLD COUNTER MARKET CANDY POSTAL SCALES SPRING BALANCES & ETC.



## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



## HOW TO STOP PEDDLING.

## Local Legislation the Only Effectual Barrier.

My observation of the peddling evil has been on a limited scale. Doing business in a small country town, we probably were not troubled so much as were the merchants in the larger places. The pack peddler, selling \$75 lots of dry goods, and the grocery peddler, taking orders for the wholesale grocery house in Chicago, are about the only species of the peddler doing much damage to the trade in our section of the country.

The question is one of "cause and effect." The cause is the fondness that people have to be humbugged, and the effect is the peddler. The peddler comes to the consumer with a great flourish of trumpets; he says he is the agent of a great wholesale house, which can buy cheaper than any other house in the country; that the home merchant can not buy as cheap as the peddler is willing to sell; that the home merchant is a robber, charging his customers a profit of 100 per cent., besides furnishing him with goods of an inferior quality, etc. He clinches the argument by offering to sell him sugar at \$4 per sack, for which the dealer asks \$5.75, and then proceeds to load up his victim with fifty pounds of coffee with a high-sounding name at 28 cents, costing from 10 to 12 cents; ten pounds of tea at 90 cents, costing about 25 cents; five pounds each of all the ground spices known to the trade, at correspondingly high prices and of qualities which can be better imagined than described.

His greatest stock in trade is his absolute disregard of truth. In fact, he is the most unscrupulous liar in existence. He must be, or his customer would not believe him. He believes that there are millions of suckers in his field, and he only wants one whack at each one of them, and he is right. He never intends to see one of them again. The position of the home dealer is just the reverse. Were he ever so dishonest by nature, business policy would dictate absolute honesty in his dealings with his customers. The position of the two men seeking trade is this: The one succeeds because he is a liar, and the other is seriously hampered because he must be honest. Now what shall we do to be saved? I confess that I do not know.

The fact is that to openly and actively oppose the peddler, to expose his business methods, only makes things worse. The consumer construes this as an admission of weakness. He seems to think, if he bought sugar at about half the price his home dealer charged him, that the other goods are also correspondingly cheap. The inferior quality of the other goods he got is overlooked. He thinks they are all right. How could they be bad? Were they not bought at wholesale prices and did not the peddler say they were as good—yes, better, far better than he could get at home? I believe that the best course is to let him find out by experience; to make no opposition—i. e., no active opposition. Tell the consumer to try it and find out for himself. To try and enlighten him by telling the exact facts in the case does not seem to work, because you can not employ the truth.

He won't believe this. You can not employ the tactics of the peddler, because you expect to do business with the same customers in the future. The question is one that probably never will be solved. There is one way, however, in which peddling could not only be

curtailed, but absolutely put out of existence.

There is a banking law in China which prohibits the failure of banks. If a bank fails, they chop off the head of the banker. It is said that there has not been a bank failure in China for 4,000 years. Now, what is the matter with asking our legislatures to pass this kind of law applied to peddlers? We believe the average legislator knows a good thing when he sees it when there is nothing to obscure his vision. Let us give him something plain—something that he can understand readily. We think this would fill the bill. After passing a law of this kind, we might follow it by one attaching the same penalty to the deadbeat, making him a deadbeat in fact as well as in nature, and in a short time the peddler and the deadbeat will disappear from the face of the earth, and we will live happily forever afterward.—A. C. Tiede in Grocery World.

## The Woman of Sixty.

It is a daring lady who has asserted that sixty is the happiest period of a woman's life. Middle age—and sixty is but a halfway state in these nonagenarian days—is an uncomfortable period for the average woman. She does not feel absolutely old and has not yet attained the condition of mind and body when armchair, pleasures of food, fiction and quiet games amply content her. Still, although she may wear white satin and a "transformation" that rivals her great granddaughter's brown tresses, the woman of sixty finds the simulation of youth a hard and unsatisfactory business.

There are countries where the middle aged woman understands that her existence is, as it were, on sufferance; there are others, among savage tribes, where "squaws" whose youth and usefulness are past are by slow starvation and privation, removed to a better world. The matron of sixty in America and England is respected and not seldom feared, for what that lady can not say on every subject from matrimony to menus is probably not worth hearing. The well preserved dowager of sixty amounts almost to an institution, and the man who desired that his paradise might be "where there are no middle aged women" was obviously a cynical bachelor whose maiden aunt did not adjust his buttons to his satisfaction.

The man of sixty nowadays, provided his digestion be sound and his financial condition prosperous, is comparatively active, happy and frisky. He plays golf, drives his automobile, shoots, enjoys his dinner and even flirts. Whether benedict or bachelor the man of sixty has probably surmounted the difficulties which harassed his youth and maturity. Experience has taught him philosophy, and he has learned to enjoy himself temperately and wisely. The man of sixty is absolutely natural and is not ashamed of his forty winks after luncheon or the tendency of his head to grow bald. The woman of sixty, in her fruitless efforts to ward off the outward and visible signs of old age, spends a thoroughly artificial and therefore miserable existence.

## Strife.

The law of worthy life is fundamentally the law of strife.

It is only through labor, painful effort, by grim energy and resolute courage, that we move on to better things.

Theodore Roosevelt.

## Facts in a Nutshell

# BOUR'S

## COFFEES

### MAKE BUSINESS

## WHY?

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

# 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.



## Commercial Travelers

### Michigan Knights of the Grip

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

### United Commercial Travelers of Michigan

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

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

Senior Counselor, W. S. BURNS; Secretary, Treasurer, L. F. BAKER.

### Gripsack Brigade.

Ypsilanti Commercial: Harry Daschner has taken a position as traveling salesman for the Armour Beef Co.

Let there be no jealousies among any of the traveling men's associations. Indeed, we do not know that there are, and may be guilty of a misdemeanor for suggesting the thought, but so often a grain of malice or of envy poisons the cup which should yield only sweet and wholesome draughts.

Traverse City Eagle: M. K. Paige has severed his connection with the Elk Rapids Iron Co. as traveling salesman for its line of flour and taken a position with William Beitner as traveling salesman. He will handle the curtain pole trade and will first make a Western trip, which will require about three months.

You are cordially invited to use the columns of the Tradesman and express your thoughts on all questions except religion, politics and personalities. You may have some ideas that will prove valuable; although your views may not be accepted by all, they may suggest other thoughts that will prove beneficial to every commercial salesman.

The Michigan Tradesman is the traveling man's friend. Whatever will interest him, instruct him, enrich him and build him up in the best thought, social, business, political and moral, that we are for first, last and all the time. Our scope is broad, our heart is warm. We are not afraid of work, nor afraid of the devil, and if we were we should feel safer among traveling men than anywhere else, for they can beat him at his own game.

Edward Rothman, a traveling salesman for a Chicago meat packing house, was put off a New York street car a week ago Sunday after he had offered a worn and smooth 10 cent piece in payment of his fare. He has now brought suit against the Metropolitan Railroad Company for \$2,000 damages. At the sub-treasury in New York the following opinion has been given on the subject: "Defaced coins, no matter how much worn, are legal tender as long as the marks are sufficient for an expert of the Treasury Department to recognize the coin." Mr. Rothman's claim is that the dime which he offered and which the conductor refused to accept could be recognized as a 10 cent piece.

A traveling man is a curious combination, being one of the most tireless workers, the best advertisers and bearers of news in the world. He can eat more poor meals at 50 cents per meal and get fat on them than any other civilized being on earth. He can kick harder and longer for his rights than a mule. He can carry out more charitable plans for the relief of suffering humanity than a church can and with less fuss and money. He is better posted on the current topics of the day than an alderman; he can remember and tell more stories than a stump speaker or an auctioneer; he knows more people than a candidate does running for governor, and yet with

all this he is the blindest to his own interests of any set of men on earth.

"Everybody works the traveling man," the newsboys say, but the traveling man opens his eyes sometimes—once in a while. A firm in this city is placing a drop-a-nickel-in-the-slot machine in hotels and drug stores. This machine has a dial and when you bid your nickel a fond farewell and let it slide an indicator points to your fortune and the number of cigars you are entitled to. In a certain Northern Michigan town a few days ago the boys were playing in hard luck, parting with their nickels, receiving very few cigars and very discouraging fortune reports. A desperate loser prepared a few bullets, making them the size and weight of the nickel and fortunes and cigars came easy the balance of the day and everybody worked the machine.

The boys say that there is a hotel at —so rank that words can not fitly express its condition. One of the tourists who was forced to partake of its hospitality wrote the following immediately afterward: "Backward, turn backward, O Time, in thy flight, feed me on gravel again, just for to-night; I am so wearied of restaurant cake, petrified doughnuts and vulcanized steak; oysters that sleep in a watery bath, butter as strong as Goliath of Gath; weary of paying for what I don't eat, chewing up rubber and calling it meat. Backward, turn backward, for weary I am! Give me a whack at my grandmother's jam; let me drink milk that has never been skimmed, let me eat butter whose hair has been trimmed; let me but once have an old-fashioned pie, then I'll be willing to curl up and die; I have been eating iron filings for years—is it a wonder I'm melting in tears?"

Among the traveling public there are a great many fault finders. They are ever ready to growl and make it unpleasant for every one. Some of them act ridiculous wherever they are. They forget that the hotel is the home of others and disturb every guest, not perhaps in finding fault, but in loud, boisterous talk, telling of their experience. You will find these loud, important talkers fault finders. There are only a few of them among traveling men. They make an occasional trip and seem anxious to impress every stranger with their importance. They generally have some relative who occupies an important official position and they never tire talking about him. There is another class of fault finders hard to please, but they never think of the noise they make in their rooms until a late hour. There are many varieties of fault finders, and every one has his own peculiar style of kicking.

### Everything Free On Saturday Evening.

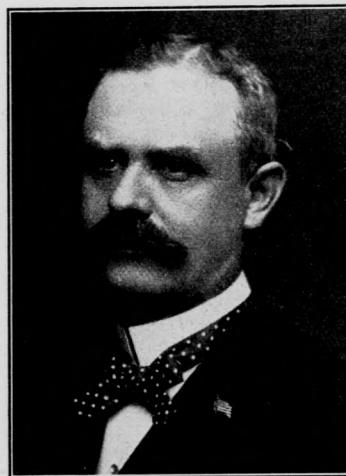
Grand Rapids, March 10—The members of Grand Rapids Council are invited to attend a free dancing party Saturday evening, March 15—the regular complimentary party for March—and the Committee is in hopes that every member will attend. Some of our members who are not attending these monthly socials do not know what they are missing. Come once and you will surely come again. The more social intercourse we have with one another the better men and salesmen we are and the better our wives and sweethearts get acquainted. Do not fail to come very early, as a very important special meeting is on call at 7 o'clock before the social programme begins. JaDee.

Enjoy life while you are single—for when you get married it is everlastingly too late.

### SUCCESSFUL SALESMEN.

Chas. H. Ball, Representing Mason, Campbell & Co.

Chas. H. Ball was born at Newport, Mich., Nov. 5, 1854, and lived there until he was 18 years of age. His first mercantile experience was in the general store of Joseph Carr, who is now engaged in the shoe business at Eaton Rapids, with whom he remained two years. While he was thus employed, he utilized his evenings in learning telegraphy, which enabled him to hold responsible positions as operator at Monroe, Maybee and Toledo for the next two years. He then went on the road for the packing house of Brown & Wallbridge, covering Central Michigan for six months. His next employer was the Standard Oil Co., for which corporation he traveled in Michigan, Wisconsin and Minnesota until 1887. He then sought and obtained a position with the whole-



sale dry goods house of Root, Strong & Co., of Detroit, for whom he covered Northern Michigan and the Upper Peninsula for a year. He received the news of the failure at Manistique just as he had opened his trunks and gotten out his samples to show one of his customers. For the next five years he covered the Upper Peninsula and Northern Wisconsin for the wholesale shoe house of C. H. Fargo & Co., of Chicago. His next position was a political one in the shape of a clerkship in the office of the Secretary of State at Lansing. He remained there five years, when he engaged to travel for the glove manufacturing house of Mason, Campbell & Co., of Johnstown, N. Y., with which house he is still identified. His territory comprises Northern and Central Michigan and he undertakes to see his trade three or four times a year.

Mr. Ball has a fruit farm of 62 acres on Lake Michigan, near Frankfort, and has 7,000 fruit trees coming into bearing. He spends his summers there and resides at Lansing during the winter.

Mr. Ball was married in 1896 to Miss Neva Knight, of Mason. He is a member of the Michigan Knights of the Grip.

### Cost Him More Than a Tenner.

A rather amusing thing happened in the office of a Grand Rapids hotel last evening, which goes to show that all lead pipe cinches are not air tight. A well-known traveling man who is noted for his faultless dress, came in and after removing his overcoat, shook hands with the boys, all of whom he knew. One of them who talks groceries said:

"Why, Tom, you've got another new suit, haven't you, and a new necktie?"

Tom smiled and the other fellow continued: "Now, that necktie is a corker, isn't it? I know just where you got it?"

"No, you don't," said Tom.

"Well, but I do, though."

"You are crazy, man. You couldn't guess in a thousand years."

The seller of groceries pulled out a ten-dollar strip of long green and offered to bet that he could tell where Tom got the necktie. The bet was made and the fellow who made the bluff could hardly wait until the money was up before he said: "Why, you got it around your neck."

"That's where you're off," answered Tom, as he unhooked the tie, which happened to be a bow, from a high turn-down collar.

And it cost the man who sells groceries more than the tenner before he got out of it.

A good deal of quiet fun is being poked at the New York committee in charge of the reception of Prince Henry, and all over that simple article of the household—a carpet. Our honored visitor being the delegate of a crowned head, the "fixin's" were intended to harmonize, and in the reaching for effect the committee, in its wisdom, voted that his august pedal extremities should not press anything in the way of a reception carpet except it be of an imperial purple hue. Had the matter rested on the vote, all would have gone well, but it appears that a carpet of the suitable hue was not to be found in New York—royal purple having gone out of fashion as far back as 1776—but a kind manufacturer was found who would make one for the occasion. The carpet was made, but either through the ignorance of the dyer, who, it is reasonable to suppose, does not generally bother his head with abstruse heraldic or sumptuary problems, or laxity on the part of the manufacturer, the purple turned out to be of the ordinary every-day color, with a violet tinge, instead of crimson. It is said that there were some heart-breakings over the occurrence, but so far the vital statistics of the Empire City do not show any signs of fatal results.

Men who can turn their mistakes quick enough often get the reputation of being far-sighted.

## The Warwick

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

A. B. GARDNER, Manager.

## Livingston Hotel

Perfectly appointed. Replete with every comfort and luxury. Cuisine and service unsurpassed.

Grand Rapids, Michigan



## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
**HENRY HEIM**, Saginaw - Dec. 31, 1902  
**WERT F. 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.

### Who Owns the Prescription?

1. The patient has no legal nor other right to demand a written prescription or written directions from the physician.
2. It is right and wise that the druggist demand and procure from the physician his written orders for the compounding of prescriptions.
3. The physician has the undoubted right to designate what pharmacist shall fill his prescription.
4. The written prescription is simply an order from physician to pharmacist. It is, through courtesy, and by virtue of custom and convenience, handed to the patient for transmission; but the latter has not, at any time, the slightest right of possession in the instrument.
5. The druggist has at least the right of permanent guardianship (perhaps of outright possession) of the prescription, and he must keep it on file for reference and for any form of proper investigation.
6. There can be no right, extenuation or excuse for a copy of a prescription, with physician's name attached, to be taken by druggist, patient or any one else, without the authority of the physician.
7. The careful physician should invariably retain a carbon-paper facsimile copy of every prescription he writes.
8. The druggist has a legal right to utilize any formula that is uncopied that may fall into his hands, but he cannot, unauthorized, use the name of its author in connection with it. In most states, however, statutes would bar his selling intoxicants or other poisons except by direct order of physicians.
9. If a druggist refills a prescription without the order of the physician who wrote it, he does so on his own responsibility, and he has no legal or moral right to leave or place the physician's name on the container.

J. W. Jervey, M. D.

### How to Keep Rubber Goods.

There is no perfect preservative for soft rubber instruments but by care their lives of usefulness may be prolonged.

Disuse and exposure to the air cause rubber implements to become hard and brittle by oxidation.

Rubber tissue is best kept moist in covered jars.

Sheet rubber should be kept sprinkled with talc, dry, flat or loosely rolled, in an airtight case.

Rubber gloves are soon ruined by boiling, but this is counterbalanced by the great reduction in the present cost price. During sterilization they should be kept separated by being wrapped in gauze.

Fluffed gauze should be inserted into each glove finger to prevent sticking, which occurs after the first or second boiling on account of the softening which takes place.

After using they may be washed in a

castile soap lather, dried, sprinkled with talc and laid away unfolded in gauze, in an airtight case.

Atomizer bulbs and soft rubber syringes should be kept thoroughly dry when not in use in a tight box or the instrument case. Stomach tubes may be cleansed in castile soap lather, then thoroughly dried, hanging up to drain, and placed at full length in case or box.

Catheters and rubber rectal instruments are best kept at full length, never coiled, in closely stoppered glass tubes. Boiling does not seem to materially shorten the life of some catheters, but they vary greatly in their power to withstand injury from this source. Catheters, as well as rubber gloves and other implements of like nature, may be sterilized in formaldehyde vapor. This process, however, requires a special sterilizing chamber.

An important factor in furthering the life of soft rubber instruments is the nature of the lubricant employed when they are in use. Oil and grease of whatsoever mixture soon ruin the rubber. Alcohol, ether and chloroform also shorten the careers of rubber goods.

A lubricant for catheters and for general use which has been presented to the profession by Dr. Gouley, consists of the following formula:

White castile soap, powd...1 oz.  
 Water.....3 ozs.  
 Mucil, chondrus crispus, fl.3 ozs.  
 Formalin (40 per cent.)...10 m.  
 Thymol.....5 grs.  
 Thyme oil.....5 m.  
 Alcohol.....15 m.

Mode of preparation: Heat the soap and water and stir until a smooth slime is formed; then add the three ounces of mucilage (made of the strength of one ounce of chondrus crispus to the pint of water). When cool pour in the formalin, then the thymol and oil of thyme mixed with the alcohol; stir, strain, and keep in a covered vessel until all air bubbles have vanished. The result is an opalescent, honey-like substance which should be put up at once in two-ounce collapsible tubes and sterilized.

Frederick Griffith.

### How to Make a Variegated Show Bottle.

Use the following, placed in the bottle in the order named:

First chloroform colored violet by a minute quantity of iodine.

Second, glycerin colored yellow by saffron.

Third, oil of sassafras colored red with red saunders.

Fourth, water colored green with anilin green.

Fifth, olive or cottonseed oil colored orange with annatto.

The solutions should be carefully poured one on the other so as to avoid agitation as otherwise the layers will become mixed and the effect altered and perhaps spoiled.

A "red, white and blue" bottle may be made as follows, the "white" being in this case a layer of colorless liquid:

For the first layer use chloroform colored with the anilin dye known as indulin 6B blue.

For the second layer, glycerin.

For the third layer castor oil colored by infusing in it a little alkanet root.

Layers of colored liquids are best displayed in a cylindrical jar. A moderately tall and comparatively narrow one is preferable. Less liquid will suffice, too, a matter of some importance as some of these here required are costly compared to the ordinary display liquids, which are chiefly water.

H. W. Sparker.

### Storing Small Packages.

The customary method of keeping proprietary pills, etc., in drawers divided into compartments presents many drawbacks. If systematically arranged, and each article kept in a separate compartment and care taken to keep the arrangement intact, the ordinary pill drawer suffices. The system would be very good if the arrangement of the contents was strictly adhered to, but it seems almost impossible to keep them in order, probably because it is so easy to drop a package anywhere in the drawer.

A convenient method of disposing of this class of articles is in "pigeon holes," the compartments of a size to suit the space at command. They can be built into closets under the counter or to fit any odd space. Compartments eight inches deep and four inches square afford ample space for ordinary purposes. The pill drawers might be removed and the pigeon-holes built into the space. For appearance sake the front of the pill drawer can be utilized as a door. Place spring hinges at the bottom of the door allowing the door to open outward and downward. On the inside of each door fasten an indexed list of the contents of each section. If this fixture is built in the form of a case or into a closet, number each compartment with the aid of small bits of cardboard. Number from left to right, and keep in a handy place an indexed list of the contents of the case or closet.

By using this method your stock is always in view, each article goes into its proper place and can be found very readily. With this system there can be no excuse for not having things in their proper places, and they can not become disarranged without its being noticed. Another point is that the amount of each article in stock can be readily ascertained.

W. Rupp.

### Employer Not Liable For Clerks' Acts.

Clarence P. Fish, of New York City, who had injured one of his fingers went to a drug store for treatment. Fish claimed that the clerk advised him to use a carbolic solution and gave him a bottle of the pure acid without instructions to dilute the same, and believing that he had received a solution, he poured the undiluted acid upon bandages and gangrene set in and the finger had to be amputated. He brought an action for damages against the druggist, charging him with negligence for the improper treatment and advice given by the clerk.

The attorney for the druggist, contended that the evidence showed the clerk had no authority to practice medicine and surgery, and he, not being a duly registered physician, his employer could not be held responsible for his alleged misconduct or negligence, and that Fish's damages, if he had any, were against the clerk individually and not against his principal. It also appeared that Fish knew the dangerous, poisonous and corrosive character of the drug and was chargeable with contributory negligence. The judge took the same view and dismissed the case.

### A Physician's Tribute to Pharmacists.

Dr. J. M. Allen, in discussing a paper read at the last meeting of the American Pharmaceutical Association, said he had never used a formula in his life and always advises his students never to use them, but to study carefully materia medica and pharmacy, then formulate their prescriptions as a force to combat the etiologic and pathologic forces of disease. If the physician will do this he can have his prescriptions filled as accurately and elegantly in almost every little town in the country as the so-called manufacturer of drugs can do it. He does not believe that it is wise or beneficial to the physician to dispense his

own drugs. His time is too valuable. Besides, the pharmacists of the country are now educated gentlemen. He should send his prescriptions to a druggist as a distinct department in the practice of medicine. The physician should place himself in close communication with a pharmacist so that they will be of mutual assistance to each other. He has derived great benefit from this close relation, always finding them ready to render any assistance asked.

### The Drug Market.

Opium—Is dull and weak. Price is unchanged.

Morphine—Is steady.

Quinine—Is very firm. Two American manufacturers have advanced their price 1c per ounce. German brands are offered only in a limited way and another advance is expected.

Cocoa Butter—Has declined, on account of lower prices abroad.

Cod Liver Oil—Norwegian has advanced again and is firmly held.

Menthol—Has declined and is tending lower.

Linseed Oil—Is less firm and has declined 1c per gallon.

### How to Polish Windows.

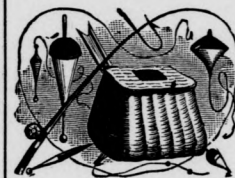
The action of the sun, moisture and the carbonic acid in the air on the soda or potash in the glass produces an opaqueness more or less pronounced. To remove this wet the glass with dilute hydrochloric acid, and after a few minutes go over the glass with powdered whiting. Pour the acid slowly into the cold water, using four ounces of the acid to twenty-four ounces of water (one pint and a half). Polish with chamois or soft paper. It must be remembered that this acid will attack metals and should not be allowed to touch them, nor should the bottle be left open an instant longer than necessary, as the fumes are very destructive.

### Wasted Sarcasm.

Grasping—What would you do if you had a bad cold, doctor?

Doctor (crushing)—I'd consult a reputable physician, sir.

Grasping—Thanks. I don't suppose you could tell me where I could find one, could you?



## 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

## SEE OUR WALL PAPERS

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

### HFYSTEK & CANFIELD CO.

Grand Rapids, Mich.  
 The Michigan Wall Paper Jobbers.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Quinine.  
Declined—Gum Opium.

<b>Acidum</b>		Conium Mac. ....		65¢ 75	Sella Co. ....		2 50
Aceticum .....	60¢ 8	Copaiba .....	1 15¢ 1 25		Tolutan .....	2 50	
Benzoleum, German. ....	70¢ 75	Cubeba .....	1 30¢ 1 35		Prunus virg. ....	2 50	
Boracic .....	24¢ 31	Exechthitos .....	1 00¢ 1 10		<b>Tinctures</b>		
Carbolicum .....	43¢ 45	Erigeron .....	1 00¢ 1 10		Aconitum Napellis R .....	60	
Citricum .....	30¢ 5	Gaultheria .....	2 00¢ 2 10		Aconitum Napellis F .....	50	
Hydrochlor. ....	80¢ 10	Gossypii, Sem. gal. ....	1 50¢ 1 70		Aloes .....	50	
Nitrosum .....	12¢ 14	Hedera .....	1 50¢ 2 00		Aloes and Myrrh .....	50	
Oxalicum .....	12¢ 14	Juniper .....	1 50¢ 2 00		Arnica .....	50	
Phosphoricum, dil. ....	12¢ 14	Lavandula .....	90¢ 2 00		Assafoetida .....	50	
Sulphuricum .....	13¢ 5	Limonis .....	1 15¢ 1 25		Atropine Belladonna .....	50	
Tannicum .....	1 10¢ 1 20	Mentha Piper. ....	2 10¢ 2 20		Aurant Cortex .....	50	
Tartaricum .....	38¢ 40	Mentha Verid. ....	1 60¢ 1 70		Benzoin Co. ....	50	
<b>Ammonia</b>		Morruha, gal. ....	1 10¢ 1 20		Barosma .....	50	
Aqua, 16 deg. ....	40¢ 6	Myrica .....	4 00¢ 4 50		Cantharides .....	50	
Aqua, 20 deg. ....	80¢ 8	Picea Liquida, gal. ....	75¢ 3 00		Capicum .....	50	
Carbonas .....	13¢ 15	Picea Liquida, gal. ....	100¢ 12		Cardamon .....	50	
Chloridum .....	12¢ 14	Ricin .....	1 00¢ 1 05		Cardamon Co. ....	50	
<b>Aniline</b>		Rosmarini .....	1 00¢ 1 00		Castor .....	1 00	
Black .....	2 00¢ 2 25	Rose, ounce. ....	6 00¢ 6 50		Catechu .....	50	
Brown .....	80¢ 1 00	Succini .....	400¢ 45		Cinchona .....	50	
Red .....	45¢ 50	Sabina .....	90¢ 1 00		Cinchona Co. ....	50	
Yellow .....	2 50¢ 3 00	Santal .....	2 75¢ 7 00		Columba .....	50	
<b>Baccae</b>		Sassafras .....	55¢ 60		Cubeba .....	50	
Cubebae .....	22¢ 24	Sinapis, ess. ounce. ....	1 50¢ 1 60		Cassia Acutifol .....	50	
Juniperus .....	60¢ 8	Thyme .....	40¢ 50		Cassia Acutifol Co. ....	50	
Xanthoxylum .....	1 70¢ 1 75	Thyme, opt. ....	1 60		Digitalis .....	50	
<b>Balsamum</b>		Theobromas .....	15¢ 20		Ergot .....	50	
Copalba .....	50¢ 55	<b>Potassium</b>			Ferri Chloridum .....	35	
Peru .....	2 00	Bi-Carb. ....	15¢ 18		Gentian .....	50	
Terabin, Canada .....	60¢ 65	Bichromate .....	13¢ 15		Gentian Co. ....	50	
Tolutan .....	45¢ 50	Bromide .....	52¢ 57		Gulaca .....	50	
<b>Cortex</b>		Carb .....	12¢ 15		Gulaca ammon .....	50	
Abies, Canadian .....	18	Chlorate, po. 17@19	16¢ 18		Hyoscyamus .....	50	
Cassia .....	12	Cyanide .....	34¢ 38		Iodine .....	75	
Cinchona Flava .....	18	Iodide .....	2 30¢ 2 40		Iodine, colorless .....	75	
Euonymus atropurp. ....	30	Potassa, Bitart. pure .....	28¢ 30		Kino .....	50	
Myrica Cerifera, po. ....	18	Potassa, Bitart. com. ....	28¢ 30		Lobelia .....	50	
Prunus Virginiana .....	12	Potassa Nitras, opt. ....	70¢ 10		Nux Vomica .....	50	
Quillaja, gr'd. ....	12	Potassa Nitras .....	60¢ 8		Opil .....	50	
Sassafras .....	12	Prussiate .....	23¢ 26		Opil, compound .....	50	
Ulmus .....	20	Sulphate .....	15¢ 18		Opil, deodorized .....	1 50	
<b>Extractum</b>		<b>Radix</b>			Quassia .....	50	
Glycyrrhiza Glabra .....	24¢ 25	Aconitum .....	20¢ 25		Rhatany .....	50	
Glycyrrhiza, po. ....	28¢ 30	Ailthe .....	30¢ 35		Rhel .....	50	
Hæmatox, 15 lb. box .....	11¢ 12	Anchusa .....	10¢ 12		Rhel .....	50	
Hæmatox, 15 .....	13¢ 14	Arum po. ....	20¢ 25		Sanguinaria .....	50	
Hæmatox, 1/4s. ....	14¢ 15	Calamus .....	20¢ 25		Serpentaria .....	50	
Hæmatox, 1/4s. ....	16¢ 17	Gentiana .....	12¢ 15		Stromonium .....	50	
<b>Ferru</b>		Glycyrrhiza, pv. 15 .....	16¢ 18		Tolutan .....	50	
Carbonate Precip. ....	15	Hydrastis Canaden. ....	75		Valerian .....	50	
Citrate and Quinla .....	2 25	Hydrastis Can., po. ....	80		Veratrum Veride .....	50	
Citrate Soluble .....	75	Hellebore, Alba, po. ....	12¢ 15		Zingiber .....	20	
Ferrocyanidum Sol. ....	40	Inula, po. ....	18¢ 22		<b>Miscellaneous</b>		
Sulphate, com'l. ....	2	Ipecac, po. ....	3 60¢ 3		Æther, Spts. Nit. F .....	30¢ 35	
Sulphate, com'l. by .....	80	Iris plox., po. 35@38	35¢ 40		Æther, Spts. Nit. F .....	34¢ 38	
Sulphate, pure .....	7	Jalapa, pr. ....	25¢ 30		Alumen .....	24¢ 30	
<b>Flora</b>		Maranta, 1/4s. ....	22¢ 25		Alumen, gro'd. po. 7 .....	30¢ 4	
Arnica .....	15¢ 18	Podophyllum, po. ....	22¢ 25		Annatto .....	40¢ 50	
Anthem. ....	22¢ 25	Rhel .....	75¢ 1 00		Antimoni, po. ....	40¢ 5	
Matricaria .....	30¢ 35	Rhel, cut. ....	75¢ 1 00		Antimoni et Potass T .....	40¢ 50	
<b>Folia</b>		Rhel, pv. ....	75¢ 1 35		Antipyrin .....	25	
Barosma .....	36¢ 38	Spigelia .....	35¢ 38		Antifebrin .....	20	
Cassia Acutifol, Tin- .....	20¢ 25	Sanguinaria, po. 15 .....	50¢ 55		Argent Nitras, oz. ....	20	
Cassia Acutifol, Ailx. ....	25¢ 30	Serpentaria .....	50¢ 55		Arsenicum .....	10¢ 12	
Salvia officinalis, 1/4s. ....	12¢ 20	Senega .....	60¢ 65		Balm Gilead Buds .....	45¢ 50	
Uva Ursi .....	8¢ 10	Smlax, officinalis H. ....	40		Bismuth S. N. ....	1 65¢ 1 70	
<b>Gummi</b>		Smlax, M. ....	25		Calcium Chlor., 1s. ....	10	
Acacia, 1st picked .....	65	Sella .....	10¢ 12		Calcium Chlor., 1/4s. ....	10	
Acacia, 2d picked .....	45	Symplocarpus, Fosti- .....	25		Calcium Chlor., 1/4s. ....	10	
Acacia, 3d picked .....	35	us, po. ....	25		Cantharides, Rus. po. ....	80	
Acacia, sifted sorts .....	45¢ 65	Valeriana, Eng. po. 30 .....	25		Capitel Fructus, af. ....	15	
Aloe, Cape, po. 15 .....	12¢ 14	Valeriana, German. ....	15¢ 20		Capitel Fructus B. po. ....	15	
Aloe, Socotri. po. 40 .....	60	Zingiber a .....	14¢ 16		Caryophyllus, po. 15 .....	12¢ 14	
Ammoniac .....	55¢ 60	Zingiber j. ....	25¢ 27		Carmin, No. 40 .....	3 00	
Assafoetida .....	25¢ 40	<b>Semen</b>			Cera Alba .....	50¢ 55	
Benzoinum .....	50¢ 55	Anisum .....	10¢ 15		Cera Flava .....	40¢ 42	
Catechu, 1s. ....	13	Apium (graveleons). ....	13¢ 15		Coccus .....	40	
Catechu, 1/4s. ....	14	Bird, 1s. ....	40¢ 45		Cassia Fructus .....	35	
Catechu, 1/4s. ....	16	Cardamom .....	10¢ 11		Centraria .....	10	
Camphore .....	64¢ 69	Cardamom, po. 15 .....	1 25¢ 1 75		Cetaceum .....	45	
Euphorbium .....	40	Coriandrum .....	80¢ 10		Chloroform, squibbs .....	55¢ 60	
Galbanum .....	1 00	Cannabis Sativa .....	4 1/4¢ 5		Chloral Hyd Crst. ....	1 35¢ 1 60	
Gamboge .....	75¢ 80	Cydonium .....	75¢ 1 00		Chondrus .....	20¢ 25	
Gualacum .....	35	Chenopodium .....	15¢ 16		Cinchonidine, P. & W. ....	38¢ 48	
Kino .....	75	Dipterix Odorate .....	1 00¢ 1 10		Cinchonidine, Germ. ....	38¢ 48	
Mastic .....	60	Feniculum .....	10		Cocaine .....	4 80¢ 5 00	
Myrrh .....	40	Fenugreek, po. ....	70¢ 9		Corks, list, dis. pr. ct. ....	75	
Opil .....	35¢ 40	Lini, gr'd. ....	3 1/2¢ 5		Creosotum .....	45	
Shellac .....	40¢ 45	Lobelia .....	1 50¢ 1 55		Creta .....	2	
Shellac, bleached .....	40¢ 45	Pharlaris Canarian. ....	4 1/4¢ 5		Creta, bbl. 75 .....	2	
Tragacanth .....	70¢ 1 00	Rapa .....	4 1/4¢ 5		Creta, precip. ....	9¢ 11	
<b>Herba</b>		Sinapis Alba .....	9¢ 10		Creta, Rubra .....	8	
Absinthium .....	25	Sinapis Nigra .....	11¢ 12		Crocus .....	25¢ 30	
Eupatorium .....	25	<b>Spiritus</b>			Cudbear .....	20	
Lobelia .....	25	Frument, W. D. Co. ....	2 00¢ 2 50		Cupri Sulph. ....	6 1/4¢ 8	
Majorum .....	25	Frument, D. F. R. ....	2 00¢ 2 25		Dextrine .....	70¢ 10	
Mentha Pip. oz. pkg .....	23	Frument .....	1 25¢ 1 50		Ether Sulph. ....	78¢ 92	
Mentha Vir. oz. pkg .....	23	Juniperis Co. O. T. ....	1 65¢ 2 00		Emery, all numbe.s. ....	6	
Rue .....	25	Juniperis Co. ....	1 75¢ 3 50		Ergot .....	35¢ 40	
Tanacetum V. oz. pkg .....	22	Saacharum N. E. ....	1 90¢ 2 10		Flake White .....	12¢ 15	
Thymus, V. oz. pkg .....	25	Spt. Vini Gall. ....	1 75¢ 6 50		Galla .....	23	
<b>Magnesia</b>		Vini Alba .....	1 25¢ 2 00		Gambler .....	80¢ 9	
Calcined, Pat. ....	55¢ 60	<b>Sponges</b>			Gelatn, Cooper .....	60	
Carbonate, Pat. ....	18¢ 20	Florida sheeps' wool .....	2 50¢ 2 75		Gelatn, French .....	35¢ 60	
Carbonate, K. & M. ....	18¢ 20	Nassau sheeps' wool .....	2 50¢ 2 75		Glassware, flint, box .....	75 & 6	
Carbonate, Jennings .....	18¢ 20	Velvet extra sheeps' .....	2 50¢ 2 75		Less than box .....	11¢ 13	
<b>Oleum</b>		wool, carriage. ....	2 50¢ 2 75		Glue, brown .....	15¢ 25	
Absinthium .....	7 00¢ 7 20	wool, carriage. ....	2 50¢ 2 75		Glue, white .....	15¢ 25	
Amygdale, Dulc. ....	38¢ 65	wool, carriage. ....	2 50¢ 2 75		Glycerina .....	17 1/4¢ 25	
Amygdale, Amara. ....	8 00¢ 8 25	wool, carriage. ....	2 50¢ 2 75		Grana Paradisi .....	25	
Anisi .....	1 60¢ 1 65	wool, carriage. ....	2 50¢ 2 75		Humulus .....	25¢ 55	
Auranti Cortex .....	2 10¢ 2 20	wool, carriage. ....	2 50¢ 2 75		Hydrarg Chlor Mite .....	1 00	
Bergamit .....	2 60¢ 2 75	wool, carriage. ....	2 50¢ 2 75		Hydrarg Chlor Cor. ....	90	
Calipuit .....	80¢ 85	wool, carriage. ....	2 50¢ 2 75		Hydrarg Ox Rub'm. ....	1 10	
Caryophyll .....	75¢ 80	wool, carriage. ....	2 50¢ 2 75		Hydrarg Ammoniat .....	1 20	
Cedar .....	80¢ 85	wool, carriage. ....	2 50¢ 2 75		Hydrarg Unguentum .....	50¢ 60	
Chenopadi .....	2 75	wool, carriage. ....	2 50¢ 2 75		Hydrargyrum .....	85	
Cinnamon .....	1 15¢ 1 25	wool, carriage. ....	2 50¢ 2 75		Ichthyobolla, Am. ....	65¢ 70	
Citronella .....	35¢ 40	wool, carriage. ....	2 50¢ 2 75		Indigo .....	75¢ 1 00	
<b>Syrups</b>		wool, carriage. ....	2 50¢ 2 75		Iodine, Resub. ....	3 40¢ 3 60	
Absinthium .....	2 00¢ 2 25	wool, carriage. ....	2 50¢ 2 75		Iodoform .....	3 60¢ 3 85	
Auranti Cortex .....	2 10¢ 2 20	wool, carriage. ....	2 50¢ 2 75		Lupulin .....	60¢ 70	
Bergamit .....	2 60¢ 2 75	wool, carriage. ....	2 50¢ 2 75		Lycopodium .....	65¢ 70	
Calipuit .....	80¢ 85	wool, carriage. ....	2 50¢ 2 75		Macle .....	55¢ 75	
Caryophyll .....	75¢ 80	wool, carriage. ....	2 50¢ 2 75		Liquor Arsen et Hy- .....	25	
Cedar .....	80¢ 85	wool, carriage. ....	2 50¢ 2 75		drag Iod. ....	10¢ 12	
Chenopadi .....	2 75	wool, carriage. ....	2 50¢ 2 75		Liquor Potass Arsenit .....	20	
Cinnamon .....	1 15¢ 1 25	wool, carriage. ....	2 50¢ 2 75		Magnesia, Sulph. ....	20¢ 3	
Citronella .....	35¢ 40	wool, carriage. ....	2 50¢ 2 75		Magnesia, Sulph. bbl .....	1 1/4	
<b>Paints</b>		wool, carriage. ....	2 50¢ 2 75		Mannila, S. F. ....	80¢ 90	
Red Venetian .....	1 1/2 2 2 1/2	wool, carriage. ....	2 50¢ 2 75		<b>Varnishes</b>		
Ochre, yellow Mars. ....	1 1/2 2 2 1/2	wool, carriage. ....	2 50¢ 2 75		No. 1 Turp Coach .....	1 10¢ 1 20	
Ochre, yellow Ber. ....	1 1/2 2 2 1/2	wool, carriage. ....	2 50¢ 2 75		Extra Turp .....	1 80¢ 1 70	
Putty, commercial .....	2 1/2 2 1/2 3	wool, carriage. ....	2 50¢ 2 75		Coach Body .....	2 75¢ 3 00	
Putty, strictly pure .....	2 1/2 2 1/2 3	wool, carriage. ....	2 50¢ 2 75		No. 1 Turp Furn. ....	1 00¢ 1 10	
Vernillon, Prime .....	13¢ 15	wool, carriage. ....	2 50¢ 2 75		Extra Turp Damar. ....	1 55¢ 1 60	
Vermillon, English .....	70¢ 75	wool, carriage. ....	2 50¢ 2 75		Jap. Dryer, No. 1 Turp .....	70¢ 79	
Green, Paris .....	14¢ 18	wool, carriage. ....	2 50¢ 2 75				
Green, Peninsular .....	13¢ 16	wool, carriage. ....	2 50¢ 2 75				
Lead, red .....	5 2 1/2	wool, carriage. ....	2 50¢ 2 75				
Lead, white .....	6 2 1/2	wool, carriage. ....	2 50¢ 2 75				
Whiting, white Span .....	2 90	wool, carriage. ....	2 50¢ 2 75				
Whiting, gliders' .....	2 95	wool, carriage. ....	2 50¢ 2 75				
White, Paris, Amer. ....	2 1 25	wool, carriage. ....	2 50¢ 2 75				
Whiting, Paris, Eng. ....	2 1 40	wool, carriage. ....	2 50¢ 2 75				
Universal Prepared. ....	1 10¢ 1 20	wool, carriage. ....	2 50¢ 2 75				

# Drugs

We are Importers and Jobbers of Drugs,  
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

We are the sole proprietors of Weath-  
erly's Michigan Catarrh Remedy.

We always have in stock a full line of  
Whiskies, Brandies, Gins, Wines  
and Rums for medical purposes  
only.

We give our personal attention to mail  
orders and guarantee satisfaction.

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



## 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

Cattle Bone  
Sal Soda  
Corn Syrup

## DECLINED

Gal. Iron Tubs  
Toothpicks  
Pickles

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## 1

## AXLE GREASE

Aurora.....	doz.	gross
Castor Oil.....	55	6 00
Diamond.....	60	7 00
Frazer's.....	50	4 25
IXL Golden, tin boxes 75	9 00	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

1 lb. cans, 4 doz. case.....	45
1 lb. cans, 2 doz. case.....	85
1 lb. cans, 1 doz. case.....	1 60

## ROYAL

10c size.....	90
1/4 lb. cans 1 35	
6 oz. cans 1 90	
1/4 lb. cans 2 50	
1/4 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	



## BROOMS

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

## CANDLES

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

## BRUSHES

Milwaukee Dustless.....	12
Fiber.....	1 00@3 00
Russian Bristle.....	3 00@5 00
Discount, 33% in doz. lots.	

## SHOE

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

## STOVE

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

## BUTTER COLOR

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

## 2

## Blackberries

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

## Blueberries

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

## Clams

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

## Clam Bouillon

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

## Cherries

Red Standards.....	80
White.....	1 00

## Corn

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

## French Peas

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

## Gooseberries

Standard.....	90
Standard.....	85

## Lobster

Star, 1/4 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

Ple.....	1 65@1 85
Standard.....	1 00
Fancy.....	1 25

## Pears

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

## Plums

Plums.....	85
Pineapple.....	1 25@2 75
Grated.....	1 35@2 55
Sliced.....	1 35@2 55

## Pumpkin

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

## Raspberries

Standard.....	1 15
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## Russian Caviar

1/4 lb. cans.....	3 75
1/2 lb. cans.....	12 00
1 lb. can.....	12 00

## Salmon

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

## Shrimps

Standard.....	1 50
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## Sardines

Domestic, 1/2.....	3 35
Domestic, 1/4.....	5
Domestic, Mustard.....	6
California, 1/2.....	11@14
California, 1/4.....	17@24
French, 1/2.....	7@14
French, 1/4.....	18@28

## Strawberries

Standard.....	1 25
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## Sucootash

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

## Tomatoes

Fair.....	1 25
Good.....	1 30
Fancy.....	1 35
Gallons.....	3 50

## CARBON OILS

Ecene.....	@11
Perfection.....	@10
Diamond White.....	@9
D. S. Gasoline.....	@12 1/2
Deodorized Naphtha.....	@10 1/4
Cylinder.....	@9 3/4
Engine.....	@9 1/2
Black, winter.....	@9 1/2

## 3

## CATSUP

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

## CHEESE

Acme.....	@13
Amboy.....	@12
Elsie.....	@12
Emblem.....	@13
Gem.....	@13
Gold Medal.....	@12 1/4
Ideal.....	@13
Jersey.....	@13
Riverside.....	@13
Brick.....	14@16
Edam.....	@90
Lelden.....	@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 1/2
Schener's.....	6

## CHOCOLATE

German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46

## 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
June, 60 ft. per doz.....	80
June, 72 ft. per doz.....	95

## COCOA

Cleveland.....	41
Colonial, 1/4.....	35
Colonial, 1/2.....	33
Colonial, 3/4.....	42
Huyler.....	45
Van Houten, 1/4.....	12
Van Houten, 1/2.....	20
Van Houten, 3/4.....	40
Webb.....	30
Wilbur, 1/4.....	41
Wilbur, 1/2.....	42

## COCOANUT

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

## COCOA SHELLS

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

## COFFEE

## Roasted

## A+C

## HIGH GRADE

## COFFEES

Special Combination.....	15
French Breakfast.....	17 1/2
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Mocha.....	26
Supreme, Java and Mocha.....	27
F. M. C. brands.....	30 1/2

Mandehling.....	30 1/2
Purify.....	28
No. 1 Hotel.....	28
Monogram.....	26
Special Hotel.....	23
Parkhouse.....	21
Honolulu.....	17
Fancy Maracaibo.....	16
Maracaibo.....	13
Porto Rican.....	15
Marexo.....	11 1/2

Teller Coffee Co. brands.....	8 1/2
No. 9.....	7 1/4
No. 10.....	9 1/2
No. 12.....	12
No. 14.....	14
No. 16.....	16
No. 18.....	18
No. 20.....	20
No. 22.....	22
No. 24.....	24
No. 26.....	26
No. 28.....	28
Belle Isle.....	20
Red Cross.....	24
Colonial.....	26
June.....	28
Koran.....	14



6

## FRESH MEATS

Beef	
Carcass	5 @ 3
Forequarters	5 @ 6
Hindquarters	7 @ 10
Loins	9 @ 14
Ribs	7 @ 12
Rounds	6 1/2 @ 7 1/2
Chucks	5 @ 6
Plates	4 @ 5
Pork	
Dressed	6 1/2 @ 7
Loins	9 1/2 @ 9 1/2
Boston Butts	8 @ 8 1/2
Shoulders	8 @ 8
Leaf Lard	8 @ 9 1/2
Mutton	
Carcass	6 1/2 @ 7 1/2
Lambs	7 1/2 @ 10

## GRAINS AND FLOUR

Wheat

Winter Wheat Flour

Local Brands

Patents

Second Patent

Straight

Second Straight

Clear

Graham

Buckwheat

Rye

Subject to usual cash discount

Flour in bbls., 25c per bbl. additional

Ball-Barnhart-Putman's Brand

Diamond 1/2s.

Diamond 1/4s.

Diamond 1/8s.

Worden Grocer Co.'s Brand

Quaker 1/2s.

Quaker 1/4s.

Quaker 1/8s.

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/2s.

Pillsbury's Best 1/4s.

Pillsbury's Best 1/8s.

Pillsbury's Best 1/4s paper.

Pillsbury's Best 1/8s paper.

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.

Duluth Imperial 1/4s.

Duluth Imperial 1/8s.

Lemon &amp; Wheeler Co.'s Brand

Wingold 1/2s.

Wingold 1/4s.

Wingold 1/8s.

Olney &amp; Judson's Brand

Ceresota 1/2s.

Ceresota 1/4s.

Ceresota 1/8s.

Worden Grocer Co.'s Brand

Laurel 1/2s.

Laurel 1/4s.

Laurel 1/8s.

Laurel 1/2s and 1/4s paper.

Meal

Boiled

Granulated

Feed and Millstuffs

St. Car Feed, screened

No. 1 Corn and Oats

Unbolted Corn Meal

Winter Wheat Bran

Winter Wheat Middlings

Screenings

Oats

Car lots

Car lots, clipped

Less than car lots

Corn

Corn, car lots

Hay

No. 1 Timothy car lots

No. 1 Timothy ton lots

HERBS

Sage

Hops

Laurel Leaves

Senna Leaves

INDIGO

Madras, 5 lb. boxes

S. F., 2, 3 and 5 lb. boxes

JELLY

5 lb. pails per doz.

15 lb. pails

30 lb. pails

KRAUT

Barrel

1/4 Barrel

7

## PICKLES

Medium	
Barrels, 1,200 count	6 75
Half bbls, 600 count	3 88
Small	
Barrels, 2,400 count	8 25
Half bbls, 1,200 count	4 62

## PIPES

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

## POTASH

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

## PROVISIONS

## Barreled Pork

Mess.	15 75
Back	18 00
Clear back	18 50
Short cut	17 00
Pig	20 00
Bean	16 00
Family Mess Loin	17 50
Clear	17 50

## Dry Salt Meats

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

## Smoked Meats

Hams, 12 lb. average	11 1/2
Hams, 14 lb. average	11 1/2
Hams, 16 lb. average	11 1/2
Hams, 20 lb. average	11 1/2
Ham dried beef	12 1/2
Shoulders (N. Y. cut)	8 1/2
Bacon, clear	10 1/2
California hams	7 1/2
Bolled Hams	17
Picnic Bolled Hams	12
Berlin Ham pr's d.	9 1/2
Mince Hams	9 1/2

## Lard

Compound	7 1/2
Pure	10
60 lb. Tubs, advance	1 1/2
80 lb. Tubs, advance	1 1/2
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	8 1/2

## Cottolene

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

## Sausages

Bologna	6
Liver	6
Frankfort	7 1/2 @ 8
Pork	8
Blood	4
Tongue	4
Headcheese	6

## Beef

Extra Mess.	10 00
Boneless	10 75
Rump, New	10 50

## Pigs' Feet

1/2 bbls., 40 lbs.	1 60
1 bbls., 80 lbs.	7 50

## Tripe

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

## Casings

Pork	24
Beef rounds	12
Beef middles	12
Sheep	65

## Butterine

Solid, dairy	21 1/4
Rolls, dairy	21 1/4
Rolls, creamery	17
Solid, creamery	16 1/2

## Canned Meats

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

## RICE

Carolina head	6 1/2
Carolina No. 1	8
Carolina No. 2	5 1/2
Broken	5 1/2



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

8

## Imported.

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



Best grade Imported Japan, 3 pound pockets, 33 to the bale

## SALE STATUS

Packed 60 lbs. in box	3 15
Church's Arm and Hammer	3 15
Deland's	3 15
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

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.	27

## Common Grades

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

## Warsaw

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

## Ashton

56 lb. dairy in linen sacks	60
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## Higgins

56 lb. sacks	25
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## Solar Rock

Granulated Fine	85
Medium Fine	90

## SALT FISH

## Cod

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

## Halibut

Strips	14
Chunks	15 1/2

## Trout

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

## Mackerel

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

## Herring

Holland white hoops, bbl.	10 25
Holland white hoops, bbl.	5 25
Holland white hoop, keg	75 @ 85
Holland white hoop mechs.	85
Norwegian	3 35
Round 100 lbs.	1 65
Round 40 lbs.	1 15
Scaled	11 1/4
Bloaters	1 50

## Whitefish

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

## SEEDS

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

9

## SHOE BLACKING

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

## SOAP

B. T. Babbitt brand—

Babbitt's Best

Beaver Soap Co. brands



50 cakes, large size

100 cakes, large size

50 cakes, small size

100 cakes, small size

Bell &amp; Bogart brands

Coal Oil Johnny

King Cole

Detroit Soap Co. brands—

Queen Anne

Big Bargain

Umpire

German Family

Dingman Soap Co. brand—

Dingman

N. K. Fairbank Co. brands—

The N. K. Fairbank Co. issues

a price list giving the price at

which their soap is delivered in

5-box lots and upwards at all the

railroad stations in the Western

States. Orders for delivery

quantities are shipped from the

factory direct to the pur-

chaser, and the price delivered

is some less than the price

would be after freight was paid

on shipments from stock. Del-

ivery prices quoted on appli-

cation.

Fairly, oval

Fairly, laundry

Santa Claus

Tar

Brown

Fels brand

Naptha

Gowans &amp; Sons brands—

Oak Leaf

Oak Leaf, big 5

JAXON

Single box

5 box lots, delivered

10 box lots, delivered

Johnson Soap Co. brands—

Silver King

Calumet Family

Scotch Family

Cuba

Jas. S. Kirk &amp; Co. brands—

Dusky Diamond



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 Heldsick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Piomb 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
I X L, 5 lb.....	31
I X L, 16 oz palls.....	31
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	22
Duke's Mixture.....	38
Duke's Cameo.....	40
Myrtle Navy.....	40
Yum Yum, 1 lb palls.....	38
Yum Yum, 1 lb.....	37
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Plow Boy, 1 1/2 oz.....	40
Plow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21

### TABLE SAUCES

## LEA & PERRINS' SAUCE

The Original and Genuine Worcestershire.

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

TWIN	
Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
Jute, 2 ply.....	12
Hemp, 6 ply.....	12
Flax, medium.....	20
Wool, 1 lb balls.....	75

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

13	
Pails	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 50
3-wire, Cable.....	1 70
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40
Toothpicks	
Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 50
Ideal.....	1 50
Tubs	
20-inch, Standard, No. 1.....	5 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.....	2 45
No. 2 Fibre.....	2 95
No. 3 Fibre.....	2 20

Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 25
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 60
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25
Wood Bowls	
11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

WRAPPING PAPER	
Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 3/4
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.....	82 9
Black Bass.....	102 11
Halibut.....	12 15
Ciscoes or Herring.....	2 5
Bluefish.....	12 12
Live Lobster.....	20 20
Bolled Lobster.....	20 10
Cod.....	20 10
Haddock.....	20 7
No. 1 Pickerel.....	20 9
Pike.....	20 8
Perch.....	20 5
Smoked White.....	20 11
Red Snapper.....	13 14
Col River Salmon.....	13 14
Mackerel.....	20 15

Oysters	
Can Oysters.....	40
F. H. Counts.....	33
F. S. D. Selects.....	27
Bulk Oysters	
Counts.....	1 75
Extra Selects.....	1 60
Selects.....	1 50
Standards.....	1 25
HIDES AND PELTS	
Hides	
Green No. 1.....	2 6 1/4
Green No. 2.....	2 5 1/4
Cured No. 1.....	2 7 1/4
Cured No. 2.....	2 6 1/4
Calfskins, green No. 1.....	2 9
Calfskins, green No. 2.....	2 7 1/4
Calfskins, cured No. 1.....	2 10
Calfskins, cured No. 2.....	2 8 1/4
Pelts	
Pelts, each.....	50 21 00
Furs	
Beaver.....	1 00 26 00
Wild Cat.....	10 50
House Cat.....	10 25
Red Fox.....	25 50
Grey Fox.....	10 50
Cross Fox.....	50 24 00
Lynx.....	15 23 00
Muskrat, fall.....	20 12
Mink.....	25 22 25
Raccoon.....	10 80
Skunk.....	19 21 15
Tallow	
No. 1.....	2 4 1/4
No. 2.....	2 3 1/4
Wool	
Washed, fine.....	2 20
Washed, medium.....	2 23
Unwashed, fine.....	2 15
Unwashed, medium.....	2 17

CANDIES	
Stick Candy	
Standard.....	2 7 1/4
Standard H. H.....	2 7 1/4
Standard Twist.....	2 9
Cut Leaf.....	2 9
Jumbo, 32 lb.	
Extra H. H.....	2 7 1/4
Extra H. P.....	2 10 1/4
Boston Cream.....	2 10
Best Ro.....	2 8

14	
Mixed Candy	
Grocers.....	2 6
Competition.....	2 7
Special.....	2 7 1/4
Conserve.....	2 7 1/4
Royal.....	2 8 1/4
Broken.....	2 8
Cut Leaf.....	2 3 1/4
English Rock.....	2 9
Kindergarten.....	2 9
Bon Ton Cream.....	2 9
French Cream.....	2 10
Dandy Pan.....	2 10
Hand Made Cream mixed.....	2 14 1/4
Crystall Cream mix.....	2 13
Fancy-In Pails	
Champ. Crys. Gums.....	8 1/2
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.....	2 12
Lozenges, plain.....	2 9 1/2
Lozenges, printed.....	2 10
Choc. Drops.....	2 11 1/4
Eclipse Chocolates.....	2 13 1/4
Choc. Monumentals.....	2 14
Victoria Chocolate.....	2 15
Gum Drops.....	2 5 1/4
Moss Drops.....	2 9 1/4
Lemon Sours.....	2 9 1/4
Imperial.....	2 9 1/4
Ital. Cream Opera.....	2 12
Ital. Cream Bonbons.....	2 12
20 lb. palls.....	2 12
Molasses Chews, 15 lb. palls.....	2 13
Golden Waffles.....	2 12

Fancy-In 5 lb. Boxes	
Lemon Sours.....	2 55
Peppermint Drops.....	2 60
Chocolate Drops.....	2 65
H. M. Choc. Drops.....	2 65
H. M. Choc. 1 1/2 and 2 lb. boxes.....	2 1 00
Gum Drops.....	2 35
Licorice Drops.....	2 75
Lozenges, plain.....	2 55
Lozenges, printed.....	2 60
Imperial.....	2 60
Molasses.....	2 60
Cream Bar.....	2 55
Molasses Bar.....	2 55
Hand Made Creams.....	2 90
Cream Buttons, Pep. and Wint.....	2 65
String Rock.....	2 65
Wintergreen Berries.....	2 60

Caramels	
Clipper, 20 lb. palls.....	2 9
Standard, 20 lb. palls.....	2 10
Perfection, 20 lb. pls.....	2 12 1/4
Amazon, Choc Cov'd.....	2 15
Korker 2 for 1c pr bx.....	2 55
Big 3, 3 for 1c pr bx.....	2 55
Dukes, 2 for 1c pr bx.....	2 60
Favorite, 4 for 1c, bx.....	2 60
AA Cream Carls 3 lb.....	2 50
FRUITS	
Oranges	
Florida Russett.....	3 25
Florida Bright.....	3 25
Red Snapper.....	3 25 50
Extra Choice.....	3 00 25
Late Valencia.....	2
Seedlings.....	2
Medt. Sweets.....	2
Jamalca.....	2
Rodi.....	2
Lemons	
Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	2
Verdell, ex chco 300.....	2
Verdell, fcy 300.....	2
Call Leons, 300.....	2 3 50
Messinas 300.....	3 50 40
Messinas 360s.....	3 50 23 75
Bananas	
Medium bunches.....	1 50 22 00
Large bunches.....	2
Foreign Dried Fruits	
Figs	
California, Fancy.....	2
Cal. pkg, 10 lb. boxes.....	2
Extra Choice, Turk.....	2
10 lb. boxes.....	2 12
Fancy, Turk, 12 lb. boxes.....	2 14
Pulled, 6 lb. boxes.....	2
Naturals, in bags.....	2
Dates	
Fards in 10 lb. boxes.....	2
Fards in 60 lb. cases.....	2
Halfway.....	4 1/2 5
lb. cases, new.....	2
Sals, 60 lb. cases.....	4 1/2 5
NUTS	
Almonds, Tarragona.....	2 16
Almonds, Ivos.....	2
Almonds, California, soft shelled.....	15 16
Brazil.....	2
Filberts.....	2 13
Walnuts, Grenoble.....	2 12 1/4
Walnut, soft shelled.....	11 1/4 12 1/4
Table Nuts, fancy.....	2 13 1/4
Pecans, Med.....	2 10
Pecans, Ex. Large.....	2 13
Pecans, Jumbos.....	2 13
Hickory Nuts per bu.....	2 14
Ohio, new.....	2
Cocoanuts, full sacks.....	2
Chestnuts, per bu.....	2
Peanuts	
Fancy, H. P., Suns.....	5 2
Fancy, H. P., Suns.....	6 2 6 1/4
Choice, H. P., Extras.....	2
Choice, H. P., Extras.....	2
Roasted.....	2
Span. Shild No. 1 n'w.....	5 1/2 6 1/4

15	
STONEWARE	
Butters	
1/2 gal. per doz.....	48
1 to 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 56
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
La Bastie	
No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (65c doz).....	3 50
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
Electric	



### Advantages and Disadvantages of Confiding in Your Wife.

Should a grocer, or any business man, in fact, take his wife into his confidence and discuss his affairs with her, or should he keep his business from her, the bad with the good, bearing his burden alone?

Before last week I thought I had pretty clear ideas on this subject, but within two days I have talked with two grocers, one of whom argued on one side and the other on the other. They both had such strong arguments that they knocked me all at sea.

I do not remember how the subject came to come up with both grocers at about the same time, but in the first case the grocer had mentioned a problem which he told me was vexing him a good deal.

"I'll talk that over with my wife when I go home to-night," he said finally, with a self-satisfied air; "and it will probably straighten out all right."

"You believe in taking your wife into partnership, do you?" I asked.

"Do I?" he said with emphasis. "You can bet I do! Everything that goes on in this store I talk over with her. She's helped me out of many a bad hole, I tell you! Great Scott! I often think—what must it be to have to keep things close in your own head all the time! Gee whiz—I think I'd go crazy if I couldn't spit these things out!"

"It is a big thing to have somebody to talk your troubles over with," I admitted; "but you must admit that in order to get any good out of it, you've got to have a sensible woman for a wife."

"Sure!" he agreed; "that's what I've got!"

I wonder if there's a man among us who doesn't think he's got a sensible wife. God bless us all, we're right, for they showed their sense when they married good things like us. Eh, boys?

Well, that's the argument that the first grocer used and it so exactly tallied with my own ideas on the subject that I left his store simply settled more firmly in my seat.

Then I got up against the other grocer and from that time I've wobbled miserably.

We were talking casually about business in general and he observed that he was thinking of opening a branch store but hadn't decided yet.

"Well," I said fresh from my interview with the other grocer "you can talk it over with your wife."

"No," he said "I don't talk business over with my wife."

"May I ask why not?" I said.

"Well, I don't consider it good policy," he said. "I have very clear views on that subject."

I was surprised.

"I'm curious to hear what your arguments can be," I said. "Most men make a point of going over things with their wives and say they get great relief from their troubles that way. Is it out of consideration for your wife that you don't talk business with her?"

"No, sir," he replied emphatically. "It is out of consideration for myself. You see, it is this way: I love my home. It is not furnished like John Jacob Astor's, but it is the most comfortable spot on earth to me. I want it bright and cheerful. I want my wife to be bright and cheerful."

"All of which is perfectly true," I rejoined; "but still I do not see your argument."

"Why," he went on, "I get a bang in

the neck of some kind in the store here, we will say. I go home blue and uncomfortable and I tell my wife about it. She gets blue and uncomfortable too and the cheeriness of my home is spoiled at once. I go to bed with a bad taste in my mouth. My pleasure in my home spoiled for that one night anyhow."

I said nothing. The argument impressed me.

"Now, instead of that," he continued, "I keep all unpleasant things from my wife entirely. In fact, I keep all references to business away from her. The consequence is, she is always cheerful. There is nothing to make her blue. I go home at night sometimes blue and glum, after a bad day, but I always find my wife cheerful and happy, and, by and by, under the influence of this, my own blueness lightens up. How foolish it would be for me to lose that influence by making my wife just as blue as I was!"

And, by gad, when you think of it, there is something in that argument!

Still, it must be an awful load to carry your business troubles alone—locked like secrets in your own breast. I do not believe I could stand it. I remember what a comfort it was last summer, when I got out my previous summer's trousers and found they would not button by two good inches, to go to my wife and sob it all out on her kind shoulder. Think of carrying—alone—the burden of getting too fat to walk!

The best thing to have, in the way of a wife, is a woman who can listen to your troubles and still stay cheerful. The second grocer has ignorant cheerfulness; that is, cheerfulness that is such only because the wife is ignorant of what would destroy her cheerfulness.

I would prefer cheerfulness with knowledge, that is, cheerfulness strong enough to stand the shock of knowing the worst. A wife who has that and will exercise it is a jewel indeed.—Stroller in Grocery World.

### Believes in System of State Insurance.

Bliss, March 10—In your excellent editorial on "Brave People of Galveston," in last week's issue of the Tradesman, you emphasize a theory I promulgated through the columns of your progressive periodical five or six years ago—that the only wise and just system of insurance is a system of state insurance. Insurable property that is taxed by the state should be insured by the state.

In the case of the Galveston calamity the insurance companies to whom the citizens had paid, probably, millions of dollars, were helpless to aid them. On the other hand, the state would have simply returned to the people what they had paid to it.

Similar to the calamity mentioned is the Chicago fire. The year of the Chicago calamity one or two counties in this State were devastated by fire. Both had well-organized mutual fire insurance companies. The meager help that the sufferers received—mostly cast off clothing—in lieu of what they had paid for insurance, was of but little avail to the greatest sufferers.

I know this suggestion will be met by a storm of protests from insurance men of every class, including the most insignificant agent in the whole country, but wise and just principles should prevail nevertheless.

Gideon Noel.

### Looking For Something Easy.

"So you've resigned your situation again, I hear," said the old gentleman to his son.

"Yes," said the gay youth, "it was too hard."

"Too hard? Don't you know that no situation is easy?"

"Yes, sir. That's why I prefer no situation."

### Hardware Price Current

Ammunition					Mattocks	
Caps					\$17 00..dis	
G. D., full count, per m.....				40		
Hicks' Waterproof, per m.....				50		
Musket, per m.....				75		
Ely's Waterproof, per m.....				80		
Cartridges						
No. 22 short, per m.....				2 50		
No. 22 long, per m.....				3 00		
No. 32 short, per m.....				5 00		
No. 32 long, per m.....				5 75		
Primers						
No. 2 U. M. C., boxes 250, per m.....				1 40		
No. 2 Winchester, boxes 250, per m.....				1 40		
Gun Wads						
Black edge, Nos. 11 and 12 U. M. C.....				60		
Black edge, Nos. 9 and 10, per m.....				70		
Black edge, No. 7, per m.....				80		
Loaded Shells						
New Rival—For Shotguns						
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100	
120	4	1 1/2	10	10	\$2 90	
129	4	1 1/4	9	10	2 90	
128	4	1 1/4	8	10	2 90	
126	4	1 1/4	6	10	2 90	
135	4 1/2	1 1/4	5	10	2 95	
154	4 1/2	1 1/4	4	10	3 00	
200	3	1	10	12	2 50	
208	3	1	8	12	2 50	
236	3 1/4	1 1/4	6	12	2 65	
265	3 1/4	1 1/4	5	12	2 70	
264	3 1/4	1 1/4	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.....					6 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	
Flow.....					50	
Buckets						
Well, plain.....					\$4 00	
Butts, Cast						
Cast Loose Pin, figured.....					70	
Wrought Narrow.....					60	
Chain						
Com.....	1/2 in.	5-16 in.	3/4 in.	1 in.	4 1/2 in.	
BB.....	3/4	6 c.	5 c.	1 1/2	1 3/4	
BBB.....	3/4	7 1/2	6 1/2	8	9	
	3/4	7 1/2	6 1/2	8	9	
Crowbars						
Cast Steel, per lb.....					6	
Chisels						
Socket Firmer.....					65	
Socket Framing.....					65	
Socket Corner.....					65	
Socket Slicks.....					65	
Elbows						
Com. 4 piece, 6 in., per doz.....					75	
Corrugated, per doz.....					1 25	
Adjustable.....					40&10	
Expansive Bits						
Clark's small, \$18; large, \$26.....					40	
Ives' 1, \$18; 2, \$24; 3, \$30.....					25	
Files—New List						
New American.....					70&10	
Nicholson's.....					70	
Heller's Horse Rasps.....					70	
Galvanized Iron						
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....					28 17 18 17 18	
Discount, 65.....						
Gauges						
Stanley Rule and Level Co.'s.....					60&10	
Glass						
Single Strength, by box.....					85&20	
Double Strength, by box.....					85&20	
By the Light.....					dis	
Hammers						
Maydole & Co.'s, new list.....					dis	
Yerkes & Plumb's.....					40&10	
Mason's Solid Cast Steel.....					30c list	
Hinges						
Gate, Clark's 1, 2, 3.....					dis	
Hollow Ware						
Pots.....					50&10	
Kettles.....					50&10	
Spiders.....					50&10	
Horse Nails						
Au Sable.....					dis	
House Furnishing Goods						
Stamped Tinware, new list.....					70	
Japanese 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 & Tubular, Doz.....					5 00	
Warren, Galvanized Fount.....					6 00	
Adze Eye.....\$17 00..dis						
Metals—Zinc						
600 pound casks.....					7 1/2	
Per pound.....					8	
Miscellaneous						
Bird Cages.....					40	
Pumps, Cistern.....					75&10	
Screws, New List.....					85&20	
Casters, Bed and Plate.....					50&10&10	
Dampers, American.....					50	
Molasses Gates						
Stebbins' Pattern.....					60&10	
Enterprise, self-measuring.....					30	
Pans						
Fry, Acme.....					60&10&10	
Common, polished.....					70&5	
Patent Planished Iron						
"A" Wood's patent planished, Nos. 24 to 27 10 80						
"B" Wood's patent planished, Nos. 28 to 27 9 80						
Broken packages 1/4c per pound extra.						
Planes						
Ohio Tool Co.'s, fancy.....					40	
Scolts Bench.....					50	
Sandusky Tool Co.'s, fancy.....					40	
Bench, first quality.....					45	
Nails						
Advance over base, on both Steel and Wire.						
Steel nails, base.....					2 35	
Wire nails, base.....					2 35	
10 to 16 advance.....					Base	
8 advance.....					10	
6 advance.....					20	
4 advance.....					30	
3 advance.....					45	
2 advance.....					70	
Fine 3 advance.....					50	
Casing 10 advance.....					15	
Casing 8 advance.....					25	
Casing 6 advance.....					35	
Finish 10 advance.....					25	
Finish 8 advance.....					35	
Finish 6 advance.....					45	
Barrel 1/2 advance.....					85	
Rivets						
Iron and Tinned.....					50	
Copper Rivets and Burs.....					45	
Roofing Plates						
14x20 IC, Charcoal, Dean.....					7 50	
14x20 IX, Charcoal, Dean.....					9 00	
14x20 IC, Charcoal, Dean.....					15 00	
14x20 IC, Charcoal, Alloway Grade.....					7 50	
14x20 IX, Charcoal, Alloway Grade.....					9 00	
20x28 IC, Charcoal, Alloway Grade.....					15 00	
20x28 IX, Charcoal, Alloway Grade.....					18 00	
Ropes						
Sisal, 1/2 inch and larger.....					10 1/2	
Manilla.....					15 1/2	
Sand Paper						
List acct. 19, '86.....					dis	50
Sash Weights						
Solid Eyes, per ton.....					25 00	
Sheet Iron						
com. smooth. com.						
Nos. 10 to 14.....					\$3 60	
Nos. 15 to 17.....					3 75	
Nos. 18 to 21.....					3 90	
Nos. 22 to 24.....					4 10	
Nos. 25 to 26.....					4 20	
No. 27.....					4 30	
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.						
Shovels and Spades						
First Grade, Doz.....					8 00	
Second Grade, Doz.....					7 50	
Solder						
1/2@1/2.....					19	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.						
Squares						
Steel and Iron.....					60—10—5	
Tin—Melyn Grade						
10x14 IC, Charcoal.....					\$10 50	
14x20 IC, Charcoal.....					10 50	
20x14 IX, Charcoal.....					12 00	
Each additional X on this grade, \$1.25.						
Tin—Alloway Grade						
10x14 IC, Charcoal.....					9 00	
14x20 IC, Charcoal.....					9 00	
10x14 IX, Charcoal.....					10 50	
14x20 IX, Charcoal.....					10 50	
Each additional X on this grade, \$1.50						
Boiler Size Tin Plate						
14x56 IX, for No. 8 Boilers, } per pound..					13	
14x56 IX, for No. 9 Boilers, }						
Traps						
Steel, Game.....					75	
Oneida Community, Newhouse's.....					40&10	
Oneida Community, Hawley & Norton's.....					65	
Mouse, choker per doz.....					15	
Mouse, delusion, per doz.....					1 25	
Wire						
Bright Market.....					60	
Annealed Market.....					60	
Coppered Market.....					50&10	
Tinned Market.....					50&10	
Coppered Spring Steel.....					40	
Barbed Fence, Galvanized.....					3 25	
Barbed Fence, Painted.....					2 95	
Wire Goods						
Bright.....					80	
Screw Eyes.....					80	
Hooks.....					80	
Gate Hooks and Eyes.....					80	
Wrenches						
Baxter's Adjustable, Nickle.....					30	
Coe's Genuine.....					30	
Coe's Patent Agricultural Wrench.....					30	



## Getting the Best of a Bargain.

The actress who had married and had tried to settle down was talking.

"Most people think it is impossible to get the best of the bargain when one is dealing with the department stores," she was saying, "but it isn't—that is, if you know how. One day last week I went down town to buy an automobile coat. I found exactly what I wanted for \$55, so I had it sent home and I wore it that evening.

"It had been my intention to buy material for a gown at the same time I bought the coat, but I saw nothing that suited me, so I went down again the next morning, and on the way I saw in another window of the same establishment the very same coat marked \$49.98. Well, I felt badly for a while. I could have had a lot of things I needed for that extra \$5 that I had paid. But soon I decided what to do. Fortunately, I was wearing one of my best gowns, and was looking very well, so I swept into the store where I had purchased my coat and gave an order to have it sent for immediately, saying that I had decided not to keep it.

"Then I went over to the other department and bought the one for \$49.98, and with the credit slip which I received from the first store I purchased my gown and some other necessary things."

## Look Below the Surface.

The gentleman who has looked on wine when it was red sat down in the corner of the car. His silk hat was pulled over his forehead at a Bacchanalian angle, his necktie was twisted and his coat collar was turned up. In one corner of his mouth he held a cigar which had long since ceased to burn. The conductor approached him.

"No smokin'," said the conductor briefly.

The man straightened himself and surveyed the conductor severely.

"Conductor," he said thickly, "I ain't smoking."

"Well, you've got a cigar in your mouth," urged the conductor.

"Conductor," asserted the intoxicated gentleman with dignity, "I've got pistol in pocket, but I ain't shootin'. Got money in purse but I ain't spendin'. Got feet in shoes, but I ain't walkin'. Conductor, learn to look below the surface of things."

## A Selfish World.

George—No matter how things go, the poor always suffer.

Jack—Yes, the nabobs who own railroads don't think anything of running over a poor man's horse.

"Yes, and the man who can afford to own a horse runs down the poor fellow on a bicycle."

"Just so. And the fellow on the bicycle runs down the poor chap who has to walk."

"That's it. And the man who walks stumbles against the poor cripple who goes on crutches."

"That's the way. And the cripple on crutches spends most of his time jamming his stick down on other people's corns. It's a sadly selfish world."

## Why the Business Is Prosperous.

From the Birmingham News.

The New York Commercial devotes an editorial to the fourth annual statement of the National Biscuit Company, and speaks very flatteringly of the business methods of the company as exemplified by the showing made. The record of this company is a living demonstration of the fact that a big corporation can be made a complete success without buying out all of its competitors and getting a monopoly—they have succeeded rather because of the excellence of their goods and because of the big demand which has been created for them by extensive advertising, which has made their brands known everywhere.

## Partly Classified.

In the course of an object lesson on the "Cat," in a Kalamazoo public school, the teacher, trying to find out what her pupils remembered of a previous lesson, asked this question:

"What boy can tell me to what family the cat belongs?"

After questioning eight or ten boys, she was giving up in despair, when a hand was raised.

"Well," asked the teacher.

"I think the cat belongs to the family that owns it," was the diminutive pupil's answer.

## The Scent Ball Revived.

The pomander or "scent ball," which was in vogue in the fifteenth century, is again coming into fashion. These were small round balls, perforated, filled with spices, and suspended from the waist by a chain. Dried oranges stuffed with cloves and other spices were also used. They were used not only to gratify the sense of smell, but to overcome disagreeable odors. The present pomander is about the size of a billiard ball and is made of silver.

## Why She Favors Her Mother.

Lucie—I always give the prettiest embroidered things I do to my mother.

Marie—That is kind and thoughtful in you.

Lucie—Yes. Then I can borrow them, you know.

## Cadleigh's Blunder.

Cadleigh—I thought I had met you before, Miss Browne.

Miss Browne—No; I guess it was my sister.

Cadleigh—Perhaps so. The Miss Browne I met was rather pretty.

A few days ago the cables announced that the German fruit inspectors had confiscated some four hundred barrels of American apples on the ground that they were infected with the San Jose scale insect. Close on the heels of this report comes a communication from the United States Consul at Budapest to the effect that the Hungarian Minister of Agriculture has prohibited the importation of American plants and fresh fruits. The prohibition is sweeping and covers the living plants, grafts, layers and every sort of plant section in fresh condition, fresh fruit and fresh fruit sections, as well as the barrels, boxes and other objects used in packing the same. The measure is said to have been taken to prevent the introduction of insect pests. There is a great deal of humbug in this bugaboo of pest introduction and there is more than a suspicion that politics plays a greater part in such embargoes on commerce than practical economics. There is no country in the world where practical entomology and plant physics are carried to a higher degree than in America and no Government that so liberally opens its purse for the eradication of just such pests as are feared by continental Europe. It is on the cards that the petty embargo of the Hungarian Ministry of Agriculture will not deaden the faculties of our fruit cultivators, for there are other markets which seem to want all that we can spare them.

## 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. 338

FOR SALE—A NICE STOCK OF GENERAL merchandise; almost new; good farming community in Northern Indiana; postoffice and telephone exchange in connection with store. Address Hostetter & Co., Emma, Ind. 358

FOR SALE—A NICE CLEAN GROCERY stock in bustling Northern town. Reason for selling, it interferes with my other business. Address No. 357, care Michigan Tradesman. 357

FOR SALE—THE ONLY BAKERY, SODA fountain and ice cream business in town of 2,000 population; good location. Address J. Hoare, Elk Rapids, Mich. 356

FOR SALE—STOCK OF CLOTHING AND furnishing goods in good town in Southern Michigan; good business. Address No. 349, care Michigan Tradesman. 349

FOR SALE—STOCK OF SHOES IN GOOD town in Southern Michigan; good trade. Address 350, care Michigan Tradesman. 350

FOR RENT—A GOOD TWO-STORY STORE; best location; suitable for dry goods, clothing, boots and shoes, etc.; electric light. Address M. H. Smith, Box 386, Lawton, Mich. 348

FOR SALE—TWO GENERAL STORES IN good Northern Michigan towns; excellent business; did \$45,000 cash business last year; good buildings and fixtures; will invoice \$4,000 and \$7,000 respectively. The best of reasons for selling. Address Box 103, Lewiston, Mich. 347

WANTED TO EXCHANGE—GILT-EDGE income property for stock of merchandise. Will give or take cash difference. Address J. T. Day, Dunkirk, Ind. 346

TO EXCHANGE—IMPROVED 80 ACRE farm for general merchandise. John W. Curtis, Whittemore, Mich. 345

I WILL SELL WHOLE OR HALF INTEREST in my bazaar; doing a good business; clean up-to-date stock; poor health reason for selling. For particulars address No. 353, care Michigan Tradesman. 353

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

FOR SALE IN CITY OF MUSKOGON—A store building with barn, a ten room house with barn and a stock of general merchandise. Enquire 482 Washington Avenue, Muskogon, Mich. 354

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

FOR SALE—DRUG 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 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. C. Andrus, Osgood, 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

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 GENERAL MERCHANDISE, involving about \$2,200, which has been one of the best paying stocks in Northern Michigan. Can make an elegant showing to anyone wishing to purchase. Will sell stock and building or sell stock and rent building. Resort town. Address No. 302, care Michigan Tradesman. 302

FOR SALE 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, Rensselaer, Ind. 310

FOR SALE—FURNITURE AND UNDERTAKING 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

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 Tonia St., Grand Rapids. 321

WANTED—A LOCATION FOR UP-TO-date shoe store. Would buy small stock. Address Shoes, Carrier 2, Big Rapids, Mich. 317

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

THREE TWENTY-TWO FOOT ASH COUNTERS, good ones, for sale at a bargain. Write Parrish & Watson, Ithaca, Mich. 326

SODA FOUNTAIN FOR SALE. TUFTS' make; ten cup size. Address J. L. Stansell, Grand Ledge, 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 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 BAZAAR stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 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 428, Crystal Falls, Mich. 133

FOR SALE—GROCERY STORE OF E. J. Herrick, 118 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herrick wishes to retire from business. Address 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

REGISTERED PHARMACIST DESIRES situation, middle aged and well experienced. References furnished. Address K. N. Pepper, Box 114, Woodland, Mich. 352

WANTED—SITUATION IN GENERAL store; six years' experience; best of references. Address Box 268, Lake Odessa, Mich. 351

REGISTERED PHARMACIST WANTS good position; ten years' experience; steady and reliable. Address No. 355, care Michigan Tradesman. 355

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

WANTED—THE NAMES OF REGISTERED drug clerks or registered assistants wanting situations. State age and experience. References required. Address Lock box 46, Sturgis, Mich. 340

WANTED—REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 134

## SENT ON APPROVAL!



## THE STAR PEANUT VENDING MACHINE

For automatically selling salted shelled peanuts. Operates with a cent and is perfectly legitimate. It is attractive and lucrative—not an experiment, but actual facts from actual results. Handsomely finished, and will increase your sales at large profit. Try it; that's the test! My circular gives full description and brings price and terms. Shall I send it to you?

Manufactured by

W. G. HENSHAW, Kalamazoo, Mich.

## 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.

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