

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, MARCH 19, 1902.

Number 965

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### NOT A QUESTION OF MONEY.

A great many interesting incidents occur in Chicago, and one of recent date will appeal particularly to parents. A widow named Mary Carlyle has a residence in that wicked and windy city and she supports a family of seven small children by taking in washing. Anybody who ever undertook to support themselves by taking in washing has found it a difficult not to say disagreeable task. When seven little mouths with seven growing bodies are to be added, the magnitude of the task becomes apparent even to the casual observer. The narrator says that Mrs. Carlyle not only sheltered and fed her brood of youngsters, but that they were cleanly and comfortably clothed and those old enough were in regular attendance at the public schools. It seems that a lady of means took a notion to one of the Carlyle boys and offered to adopt him. Thinking that some financial consideration might add to the probability of consent, she philanthropically offered Mrs. Carlyle \$5,000 if she would give her the 7-year-old boy, and sign the papers preliminary to making his adoption legal.

It is a very rich person to whom \$5,000 does not make more than a momentary appeal. One might naturally suppose that this sum to a lady who lives by taking in washing and who, after the transaction, would still have six children left, would appeal both strongly and favorably. Not so with Mrs. Carlyle. She thanked the kind lady for her consideration, but declined her offer with polite firmness. To make it more emphatic and prevent further bids, the widow informed the philanthropist that she would not part with any one of her young ones for a million dollars. Like the famous character of old, she gathered them about her and said: "These are my jewels." Mrs. Carlyle thought herself better off with her seven children than she would be with seven million dollars. Better off indeed with the seven and the necessity of taking in washing to support them than she would be with seven million in the bank. They say every one has a price, and perhaps if the kind lady philanthropist had really offered a million, Widow Carlyle

would have hesitated and perhaps capitulated; but since the offer was refused before it was made, the good woman is entitled to credit for the courage of her convictions. It is the old story thrice told and told again, that no matter how large the family, the really affectionate parent would part with none of them at any price.

A recent statement attributed to Mrs. Astor, to the effect that the one qualification of an American gentleman is that he must be a college-bred man is somewhat of a staggerer for the thousands of human beings on this continent whose education has been so neglected. Why the statement was made has not been divulged, and it is reasonable to hope that the leader of Newport's coterie of society butterflies and of the four hundred lambs of the defunct Ward McAllister has either been misquoted or that the incident has been cut out of whole cloth by some unscrupulous, jaundiced editor or reporter short of copy. Seeing that the statement is being given so wide a prominence in some of the Northern newspapers prompts its notice here, otherwise it might have been dismissed for what it is worth—nothing. The last man in the world to recognize the special qualification will be the college man himself, and that while education may have its polishing effect, the true grain of the wood is in the man, and that man is not confined to university halls nor college lecture rooms. If the statement attributed to Mrs. Astor were true, the conception of a gentleman receives a severe setback from the action of some college men of Harvard. Only this week some of these "gentlemen" cut out the portrait of Mrs. Agassiz, the President of Radcliffe College, which hung on the wall of one of the college halls, pasted it on a black flag and strung it from a telegraph wire across Quincy square. It would take a goodly stretch of the imagination to picture these vandals as American "gentlemen." There is something wrong with the statement, and the sooner the public gets at the bottom of it the better for everyone concerned.

The prophecies of Edison in regard to wireless telegraphy have been questioned, but heretofore that gentleman has given personal and successful attention to the fulfillment of his prophecies. His predictions were that the average distance for messages sent by wireless telegraph will be 2,000 miles; that the difficulties of obtaining a high rate of speed by wireless telegraph will be overcome; that methods will be provided to prevent interference between wireless messages; that everything now done by steam will ultimately be performed by electricity.

It always takes two to make a quarrel, where there's a will there's generally a won't.

Charity begins at home but does not end there.

Idle folks have the most and hardest labor.

### GENERAL TRADE REVIEW.

It is impossible that the industrial activity of the country should be at the highest and finances continue without disturbance. Thus the payments of heavy quarterly dividends operate to harden money conditions at least temporarily. This, with the unusual drain caused by Treasury demands and the unusual number of schemes requiring financing, has made quite a pronounced stringency in Eastern centers. Of course, this condition will be quickly remedied, for higher rates will bring the commodity to the better market; so that, while there may be a depression of current trading, there is nothing to cause uneasiness but rather congratulation that there should be some kind of a healthy retarding influence to keep the activity within bounds. One effect of the depression is the giving of opportunity to the bear speculators to make another raid on Amalgamated Copper, which seems likely to give the red metal a harder run than ever.

The early opening of the season promised to bring an early spring trade, but, with storms blocking railway traffic in the Northwest and much of the country elsewhere in the grip of severe winter weather, there is no prospect of anticipating the average in the opening; and it is usually better in the long run that the season should not be too forward.

The tide of general distribution, as indicated by railway earnings and bank clearings, is without abatement. Railway facilities continue to be taxed in many localities. Building operations are only gauged by the ability to obtain materials and find labor for their prosecution.

There is no diminution in the activity of the iron and steel industries. Prices for future deliveries are still being kept at a reasonable basis, but the pressure for immediate delivery is so great that many holders can not be prevented from taking heavy profits. Better transportation facilities are helping to keep furnaces supplied.

Textile industries are somewhat disturbed over the labor condition in New England and the weaker tone in hides and leather operates to lessen the boot and shoe demand.

The little cowardly curs always bark at the great big dog. This is true in human life also. The snarler is a little cur. Nothing pleases him, and he always snaps, but never does harm. He will bite you, just like hypocritical friends will stab you, but the wound soon heals. It is nonsense to heed the barking of curs. They may annoy you, but they can not injure you. A cur in the canine family is sneaking. A cur in the human family is sneaking, also. A human cur is a coward, a hypocrite and a thief. A coward, because he fears to express his feelings; a hypocrite, because he pretends to be a friend while he is a foe, and a thief, because he tries to rob you of your good name. Watch him, pity him, but avoid him. Everybody soon finds him and should crush him. He is found everywhere. All classes have him. The big dog heeds him not.



## STICKLERS FOR DETAIL.

## Extraordinary Exactness Pursued by European Bankers.

It is difficult for one accustomed to our ways of doing business to fall into line with the methods employed by the foreign banks, and the effort to do so is sometimes followed by rather amusing results. The foreigner apparently proceeds on the theory that he is not in business for his health altogether and, consequently there is a charge for every service performed, however slight.

He is a great stickler for detail and if he is engaged in the banking business usually may be counted upon to take the most extraordinary care of the funds intrusted to him, but in the final settlement of accounts he always expects something a trifle more substantial than mere gratitude in return for his vigilance and certain little favors to his customers which on this side would be rendered as a matter of course and solely in the way of favors.

In most of the large foreign cities the banks make a charge for every check drawn upon them, and this accounts for the custom of merchants over there of frequently drawing out all or the greater part of their account at one time, instead of making several small checks against it, as is the case here. The tradesman gets the amount of all his current bills from the bank at the expense of one check and then settles those bills by paying cash to his creditors.

It is difficult to convey to one that has not had the actual experience an adequate idea of this tendency on the part of foreigners to make a charge for everything in the nature of a service. A few years ago, while in Paris, I one day received a note through the mail from an officer of one of the largest banks there, a concern having a capital of several millions of francs, asking me to call on him on a matter of business. I went to his office, and after transacting the business in hand, which happened to be of quite as much importance to him as it was to me, I turned to go, but stopped at the door and, more as a matter of courtesy than anything else, said: "Is there anything further that I can do for you in regard to this?"

"No," was the reply, "unless you care to reimburse the bank for the expense of the postage incurred in notifying you to call."

"The thing struck me as such a good joke that I thought I would help it along, and so I pulled out a handful of silver and said, 'Of course, help yourself.'"

My surprise, perhaps, may be imagined when the official of the bank reached out, carefully sorted out the coins I held in my hand, and selected the equivalent of about 1½ cents in our money, and then with a "Thank you," gravely escorted me out.

There is no lack of courtesy on the part of these people, but with all their desire to be agreeable they continually give evidence of the possession of a strong business instinct—an instinct that finds expression in various ways that a stranger would consider absurd.

At one time, making some small purchases in the way of curios in a town in the interior of France, and not caring to be bothered with the articles on my trip, I asked the shopkeeper to send them to the Credit Lyonnais, at Paris, to be held there for me until my return to that city. I got back to Paris about ten days later, and going to the bank and calling for my packages, I received

them, together with a bill the length of which staggered me for a moment.

It was an itemized affair and the clerk that made it out knew his business. There was a charge for receiving the package, one for carrying it downstairs to the storage vault, one for storage and another for insurance. In addition to this there were items of clerical fees, porter's fees for getting the package from the storage vault and carrying it back to the office, together with a "pourboire" for the porter, besides a number of other charges which I cannot now recollect.

None of the charges amounted to much, and some of them were ridiculously small, but nothing, no matter how inconsequential, that had in any way entered into the expense of caring for that package had been overlooked. The total of the items amounted to about 50 cents.

After being in Paris awhile a stranger becomes somewhat accustomed to this sort of thing, and generally finds himself prepared to pay for everything he gets in the shape of a service. It occasionally happens, however, that after getting the comfortable feeling that he has fallen fully into the ways of the natives, something occurs that entirely upsets his equilibrium and causes him considerable embarrassment. I once asked permission to take a party of women through one of the largest banks in Paris and my request was most graciously granted.

The greatest care was taken to furnish us with facilities for seeing everything in the bank. Instead of being turned over to an ordinary guide, such as strangers usually are supplied with, we were placed in charge of a well-dressed, fine looking man of about 45, who was quite as distinguished in appearance as any of the officials of the institution. His whole manner indicated good breeding and a position in the bank of considerable authority.

I would have preferred an ordinary guide, as in that case I should have known just what to do at the end of the trip. But this man puzzled me and during the entire trip through the bank the problem of whether or not I should offer him something for his services was uppermost in my mind. Finally, nudging my wife, we dropped a little to the rear of the rest of the party and I whispered to her:

"Help me out. Here we are, nearly ready to leave, and I don't know what to do in the case of that guide. Would you offer him a tip?"

"Would I?" echoed my wife; "of course I would. You know that that is the proper thing to do."

"Ordinarily, yes," I said, "but this man does not seem to be of the regular tipping variety, and he might be insulted, if I offered to pay him for his courtesy in showing us around."

"Well," responded my wife, "you just neglect to offer him anything and see who will be insulted. After the experience we have had over here I should be ready to tip a king or a queen."

By this time we were at the door. Our guide was handing the women into the carriage and I was as much in the dark as ever as to the proper mode of procedure. However, at the last moment I turned and said:

"I wish to thank you very much for your kindness to us to-day, and I also should like to know if it would be possible for me to make some return for the favors you have shown us."

The man raised his hand with a gesture of protest and replied:

"Absolutely nothing. It has been a pleasure to show your party around, and I should be glad of the opportunity to perform a similar service for you again. So far as my services are concerned the bank has arranged for that, and you are under no obligation whatever."

Of course that settled it. My wife's judgment had been entirely at fault, and I was just getting into the carriage and congratulating myself on my fortunate escape from a serious error when I felt a light touch upon my arm and heard a voice, low but earnest:

"But, of course, if monsieur should insist, why, then—"

I tossed him a coin and we drove away.

The tipping system is one about which every European traveler makes more or less complaint, and while I do not enjoy it at all, I can stand it all right so long as the hold-up practice is confined to the natives over there. Those people are in a sense born to it, and they look upon the matter in quite a different light from that in which we see it. They regard tips as a perquisite to which they are naturally entitled, and the manners and customs of the country furnish a legitimate excuse for this feeling.

But there is a pestiferous element in all of the large European cities, but more particularly in Paris, composed largely of Americans who have taken advantage of this custom, and in the practice of it a hundred-fold more than any native I have ever seen. They are human leeches and their special object in life seems to be to prey upon such of their fellow countrymen as are unfortunate enough to fall into their clutches. A friend and I had an experience with a fellow of this stripe a few years ago. It was my friend's first trip to Paris, and as he was still rather green, I volunteered to take him around to see some of the show places. As we were about to leave the hotel in the morning one of these renegade American guides attached himself to us. I told him that we had no earthly use for him and that I knew the city as well as he did, but all my efforts to shake the fellow off were useless. Wherever we went that day that chap would bob up and insist on doing something for us. He was on hand at the hotel in the afternoon when we got back and, although my patience had become exhausted by that time, I could hardly help admiring his colossal nerve, and so I said to him:

"Now, see here. I didn't want your services, and I feel that I do not owe you a cent, but I should like to know how much you think I owe you."

The fellow, in a deprecating tone of voice, replied that he would leave that entirely to me.

"You had better not do that," I warned him. "If you leave it to me you are likely not to get enough for a drink. Tell me how much you want."

It was, however, impossible to get him to fix a price, and I partly carried out my threat by giving him only a franc. He did not say a word, but clearly showed that he was disappointed, not to say disgusted, and walked over to my friend, who was standing a little distance away and who, unfortunately for him, had not heard our conversation. Seeing the fellow approach, my friend said:

"Well, how much do I owe you?"

Quick as a flash came the reply:

"One dollar."

In all my European experience I found but one employe of high or low

degree who absolutely refused to take a tip and, strange to say, he was a native, too. This man was a clerk at one of the hotels at which I had been living for some time, and he had shown me many little courtesies. As I was leaving I attempted to follow the usual course and give him a gratuity but he could not be induced to take it. He informed me that the hotel paid him for his services, that he was satisfied with his salary and did not care to accept any pay for such courtesies as were extended in the line of his duties. Doubtless there are other cases of this kind, but in the course of several foreign trips this is the only one that I ever came across.

Frederick T. Haskell.

## The Honesty of the Average Man.

That the average person is scrupulously honest may be denied by the skeptics who question the existence of any good traits in humanity, but it is nevertheless a statement founded not upon mere sentimental belief, but upon exact knowledge. There is proof of it in the experience of people who have to do with the "lost and found" columns of the newspapers and the bureaus established by the railway companies, the traction companies, the theaters, the hotels and the great stores for the reception and restitution of lost articles. Not everything that is lost finds its way back to the loser, but in these bureaus there is constantly more property awaiting owners than there are claimants for it.

Because now and then somebody loses something which is never found the impression is created, perhaps, in that person's mind that the average human being is dishonest, but the fact remains that only an insignificant fraction of the money or articles lost in public conveyances and public places is unrecovered by the losers.

Recognition of the fact that the people, generally speaking, are not only honest, but scrupulously so, has given rise within the last twenty-five years to the establishment of a retail credit system that now spreads into every line of trade. The people as a whole are trusted as they never have been trusted before in all the world's history. Successful merchants in the credit line no longer regard it in the light of a risk to deliver valuable property to a man upon the receipt of a small payment.

Costly books are sent by express on the receipt of a nominal sum. Furniture, pianos, clothing, watches, diamonds, everything that one can name almost, are now sold on "installments," and in the great majority of cases absolutely without other security than the purchaser's bare promise to pay.

The pessimist will find no satisfaction in the contemplation of these facts, but, as they are presented only to encourage the optimist, that does not make any difference.

Foreigners are just beginning to realize the immense size and resources of the United States of America. It is doubtful if the citizens of this country realize this size and importance as thoroughly as do outsiders. It is only when we stop to consider what our great extent of territory and our 76,000,000 of population mean that we begin to understand how thoroughly independent our country has become. We need depend upon no other land for our breadstuffs, our clothing and most of our luxuries.

The man who tries to drown his sorrow in the flowing bowl must sooner or later discover that sorrow is amphibious.



The following from the advertisement of a prominent wholesale grocer should be read and pondered by every dealer:

“Some grocers succeed where others seem to work just as hard and yet fail to achieve much—it is just as important to know what to push as it is how to push—pushing pure and pleasing products produces prosperity, but pushing poor stuff drives trade away.”

It pays infinitely better to push a baking powder like “Royal,” an article of known merit, whose good qualities are recognized and appreciated by all consumers.

Royal Baking Powder is easy to sell, and when sold there is always a pleased purchaser.

Royal Baking Powder is largely advertised and that helps the dealer; but a pleased purchaser is the best advertiser for your store, because she will recommend to others that dealer who has pleased her.

Royal Baking Powder is the highest class baking powder, made from pure cream of tartar, and absolutely free from alum or other harmful ingredient.



## Around the State

### Movements of Merchants.

Paw Paw—The Paw Paw Music Co. has removed to Lawton.

Holland—Walter Zylstra has sold his grocery stock to Henry VanRy.

Vassar—F. J. Minnie has purchased the meat market of Wm. Davis.

Portland—Wm. Love, dealer in lumber, is succeeded by C. A. Estep.

Pottersville—Chauncey Smith has opened a meat market at this place.

Mendon—E. J. Barber has purchased the hardware stock of M. C. Flewelin.

Cement City—Albert L. Freer, harness dealer, has discontinued business.

Charlotte—Henry J. Rocket has sold his grocery stock to Walter A. Howell.

Traverse City—George Gwatkins has sold his meat market to Thomas Gunton.

Wyandotte—Carl Dice, of the Carl Dice Mercantile Co., has sold out to N. Sabel.

Charlotte—J. F. Lewis has purchased the interest of P. Hults in his meat market.

Jackson—Seery & Maino have purchased the boot and shoe stock of James Falihee.

Charlotte—J. D. Kay, dealer in vehicles and harnesses, has sold out to Z. M. C. Smith.

Ypsilanti—The Ypsilanti Baking Co. has been organized with a capital stock of \$5,000.

Ovid—It has been decided to bond the village for \$10,000 to build a carriage factory.

Saginaw—N. T. Fenner has purchased the hardware and paint stock of Frank W. Blodgett.

Charlotte—Mrs. Susan Newton has purchased the grocery stock of F. H. Stocking & Co.

Cassopolis—C. T. Nash has sold his stock of groceries to Burlington & Makey, of Porter.

Saginaw—Fred J. Lohman, dealer in cigars and tobacco, has sold his stock to B. I. Rosenberg.

Onsted—F. M. Skinner succeeds J. Frank Brooks in the jewelry and confectionery business.

Three Rivers—Maher Bros. have opened a music store under the management of T. J. Maher.

Bellevue—C. D. Kimberly has sold the Busy Big Store to Emmet Hagadorn, of Traverse City.

Hanover—Geo. T. McClintock & Co. have purchased the general merchandise stock of J. M. Jones & Co.

Midland—Williams & Forward have purchased the bazaar and millinery stock of Mrs. Ella Glidden.

Port Huron—Thos. Smith has purchased the interest of his partner in the grocery firm of Potter & Smith.

Croswell—The Croswell Egg & Produce Co. has filed articles of incorporation. The capital stock is \$10,000.

Hudson—Armstrong & Munger have formed a copartnership to continue the tinning business of R. W. Armstrong.

Tekonsha—Wolf & Clark have purchased the dry goods, grocery and men's furnishing goods stock of F. L. Masters.

Bad Axe—W. H. Evans has opened a grocery and bazaar store, having purchased the stock of Lysander Lishness.

Olivet—Harvey E. Ward, of Ypsilanti, has purchased a half interest in the lumber yard of Webster, Cobb & Co.

Holland—Notier & Co., dealers in clothing and boots and shoes, have dissolved partnership. The style of the new firm which succeeds to the business is Notier, Van Ark & Winter.

Monroe—The drug firm of Weiss & Merz has been dissolved. The business is continued by G. C. Merz in his own name.

Fairgrove—Harlo W. Houghtaling, dealer in agricultural implements and vehicles, is succeeded by D. C. Broadworth.

Menominee—Geo. McKinney & Co., dealers in wholesale lumber, have removed their headquarters to Laclede, Idaho.

Bronson—M. C. Terry has sold his grocery stock to W. D. Bailey, of Frontier, and will retain his crockery department.

Reed City—Wm. P. Switzer, of Manistee, has purchased the furniture stock and undertaking business of Thomas J. Amspoker.

Sturgis—H. S. Church, for many years engaged in the grocery business at this place, has sold his stock and retired from trade.

Frankfort—Blumberg & Shepard have engaged in the cigar manufacturing business, having purchased the equipment of Anderson & Co.

Quincy—P. A. Shepard will shortly remove his stock of general merchandise to Coldwater, having already leased a store building at that place.

Colonville—W. S. Hamilton has sold his general merchandise stock to Dee Carrier, of Marcellus, who will continue the business at the old stand.

Detroit—The Frank B. Taylor Co., manufacturers' agent for crockery and glassware, has increased its capital stock from \$10,000 to \$20,000.

Schoolcraft—H. L. Loveridge has sold his bakery to Frank North, who has been engaged for the past two years in the bakery business at Brooklyn.

Muskegon—Mann, Watson & Co., lumber dealers, have taken Frank H. Smith as special partner and have increased the capital stock \$25,000.

Lansing—Arthur Fry, who has been employed in the meat market of H. H. Curtis, has purchased the meat market of V. E. Sears, on Washington avenue, north.

Allegan—B. F. Foster has purchased the stock of the B. B. Sutphin Seed Co. Mr. Sutphin will continue the wholesale business exclusively, buying clover seed, wool, etc.

Petoskey—Walter Tuttle has purchased the clothing and men's furnishing goods stock of A. Cohen, who will devote his entire attention to the clothing store at Alanson.

Rogers City—John Colupniczak and John Zieselskowski have leased the White Eagle Mill and have assumed the general management of the business for a term of five years.

Cadillac—E. Gust Johnson has purchased the grocery stock of Andrew L. Virene & Co. on North Mitchell street. Mr. Virene will probably continue the management of the business.

Eaton Rapids—L. A. Bentley & Son, shoe dealers, have added lines of men's furnishings and hats. M. M. Stanton & Co. furnished the former and the Henry A. Newland Co. the latter.

Nashville—O. Z. Ide has sold his store building and bazaar and grocery stock to Elmer Hart, who will continue the business at the same location. Mr. Ide will embark in the clothing business.

Saranac—Talcott, Marshall & Gorham have purchased the mill property and lumber yard of Kelly Bros. They will deal in all grades of lumber, lath, shingles, posts, sash, doors and inside finishings.

Owosso—D. R. Salisbury is closing out his retail shoe stock and will devote his entire attention to the manufacture of gloves. Mr. Salisbury now gives employment to about 100 women in the stitching of gloves.

Hamilton—W. Wilson and M. Gordon, who conduct the meat business under the style of Wilson & Co., have purchased the grocery stock of Chester Johnson and will continue the same in connection with their meat market.

Wayland—Jos. M. Burpee, who for the past year has been engaged in the lumber and coal business, has sold out to Lee Deuel. W. S. Ablett will have charge of the business until Mr. Deuel can dispose of his grocery stock at Kalamazoo.

Ludington—John A. and C. E. Mitchell have sold their one-half interest in the Carrom-Archarena Co. to Henry L. Haskell, who already owned one-fourth interest. The remaining one-fourth interest is held by E. L. Williams, of Peoria, Ill. The consideration was \$45,000.

Battle Creek—E. R. Smith has sold a half interest in his book, wall paper and stationery stock at 6 East Main street to Geo. Benriter, of Grand Rapids, who formerly represented a wall paper factory in the East, and who will take the active management of the store. The new style is Smith & Benriter.

Kalamazoo—The shoe stock of J. C. Bennett & Son has been sold at auction to W. H. Garrett, of LaPorte, Ind., an old shoe man, who will continue the business at the same location. The appraised value of the stock was over \$1,800, or 50 per cent. of the original cost. It was sold at 61 per cent. of the appraisal—about \$1,100.

Detroit—A sale of the woodenware stock of B. G. Morris & Co. was conducted at the store, 62 and 64 Jefferson avenue, by Trustee Henry M. Butzel, March 18. J. L. Hudson was the highest bidder, getting the stock at \$5,425. The stock was appraised at \$8,100, and the sale was confirmed by Referee in Bankruptcy Harlow P. Davock.

Tekonsha—Clyde M. Wolfe and Edward C. Clark, composing the general merchandise firm of Wolfe & Clark, of Frontier, have purchased the dry goods, men's furnishing goods and grocery stock of F. L. Master and will add to it a line of shoes. Mr. Wolfe will continue the business at Frontier, and Mr. Clark will manage the business here for the present.

Detroit—The Chandler Co. has filed articles of association with a capital stock of \$7,500, divided into 750 shares of the par value of \$10 each. The entire stock is paid in. The stockholders are: Myrtie K. Chandler, 729 shares; Clarence J. Chandler, 1 share; George H. Kempf, 10 shares; Mary L. Pierson, 10 shares. The corporation will do a general mercantile business, particularly

the buying and selling of eggs, poultry, butter and other farm products.

Escanaba—The North Star Clothing Co. is the name of a new concern recently organized in this city by several prominent citizens. The building at 1122 Ludington street has been leased and extensively repaired. The business will be in charge of A. Klasell, formerly with the Fair Savings Bank, and Fred Benson, who was employed in the general store of Isaac Kratzenstein.

### Manufacturing Matters.

Bellevue—The Veana Food Co. has been organized at this place.

Battle Creek—The Grocers' Specialty Manufacturing Co., Limited, succeeds the A. B. Barnum Co., Limited, in the manufacture of food products.

Holland—The directors of the Holland Sugar Co. have decided that a dividend of 10 per cent. will be paid to the stockholders this year. Last year the dividend was 7 per cent. and the first year it was 5 per cent.

Port Huron—The Port Huron Canning Co. will move unless it can raise \$1,000 and sell \$5,000 worth of stock to-day. J. H. White has donated a site on the above conditions.

Pontiac—The factory of the Pontiac Knitting Works, which has been idle for some time, the company being insolvent, will be sold at auction Thursday. It is hoped that the purchasers will continue the business.

Lansing—C. P. Leshner & Son, cigar manufacturers, have dissolved partnership. W. R. Leshner and T. J. Leshner, sons of C. P. Leshner, have formed a copartnership and will continue the business under the style of Leshner Bros.

Saginaw—The Saginaw Woodenware Co. has purchased a three-story brick building at 122 and 124 South Hamilton street. The building is 42x106 feet in size, three stories and basement, and will be entirely occupied by the company.

Lansing—W. H. Joy has purchased A. S. Bennett's interest in the Creole Cigar Co. The other stockholders are A. M. Darling and Theodore Heirsch. The business will continue as it has been conducted and new officers will be elected later.

Cassopolis—The Cassopolis Creamery Co. has nearly the requisite amount of capital stock subscribed to insure the erection of the creamery building. The Board of Directors is composed of Jas. G. Hayden, Jas. L. Robinson, Milo Cook, W. W. Reynolds and Dr. W. C. McCutcheon. F. M. Fisk has been elected Treasurer and J. H. Eppley Secretary.

Hudson—Meyers & Deville have accepted the proposition of the business men of Dansville, Virginia, to locate their furniture manufacturing industry there and will move their machinery to that city in about two months. Mr. Meyers will start for Virginia in about two weeks to select a location for the plant. The effort to form a stock company to keep the factory in Hudson failed.

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

Bell Phone Main 1870  
Brown 541

119-121 Superior St., Toledo, O.

## REMEMBER

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

**GRAND RAPIDS SUPPLY COMPANY**

20 Pearl Street

Grand Rapids, Mich.



# Grand Rapids Gossip

## The Grain Market.

Wheat has lost about 3c per bushel during the past week. The visible made a decrease of 1,158,000 bushels, leaving the amount in sight at 52,000,000 bushels, against 55,000,000 bushels last year. The Government report showed 23 per cent. in first hands, which was construed as a bear factor. Of course, as the Government only reported percentages, every reporter figured the amount in bushels to suit himself. The consequence was a drooping market, while we find winter wheat scarce. The reported rains in the Southwest last week also helped to depress prices. Should the cold snap hold or freezing and thawing set in, the market would show a different state of affairs; but this is all guesswork at present. Wheat, as has often been said, is the lowest cereal on the market. Reckoning in pounds, corn is equal to wheat, while oats are worth 1½c per pound, but this state of affairs can not last always. The amount on passage was only 5,278,000 bushels, against 7,958,000 bushels at the same time last year—rather a large decrease and considerably below normal. Receipts at initial points are less than last year. Argentine has raised but a very small amount this year for export, in fact, hardly any. Manitoba is selling wheat for some less than we are at present, but they will soon reduce what they have in sight, so we think wheat is low enough for the present.

Corn has held its own, with a strong undertone. Prices are liable to be elevated, as there is not much to come forward and what comes in does not grade. There is only 9,000,000 bushels in sight, against 22,000,000 bushels last year.

Oats are strong and 1c higher than last week. There are only 3,000,000 bushels in sight, against 10,000,000 bushels last year, so prices will not sell off any in this cereal, but we look for an advance, as it is quite a time before new oats will make their appearance, as they have not been sown yet.

In rye there is no change, as the demand equals the supply.

Beans have slumped fully 6c per bushel. Good handpicked beans, by the carload, are quoted \$1.40@1.42.

Flour has been reduced 10c per hundredweight or 20c per barrel for the city trade.

Mill feed is also off \$1 per ton to the jobbers—\$20 for bran and \$21 for middlings.

Receipts of grain have been rather small this week, being as follows: wheat, 45 cars; corn, 3 cars; oats, 2 cars; flour, 8 cars; beans, 1 car; hay, 1 car; potatoes, 9 cars.

Millers are paying 80c for wheat, which is rather high, taking other markets into consideration.

C. G. A. Voigt.

## The Produce Market.

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

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

Beets—\$2 per bbl.

Beans—The market is easy, with a declining tendency. Buyers throughout the country are looking for still lower values before taking hold to any great extent. Eastern markets are easy and sluggish. Imported beans continue to arrive, which is having a very depressing effect on the market.

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 stronger and about 1c higher than a week ago. Fancy commands 19@21c. Choice fetches 17@19c. Packing stock goes at 15@17c. Receipts are very small, being only about one-quarter enough to supply the consumptive demands of this market, in consequence of which many grocers are compelled to resort to creamery exclusively.

Eggs—The cold snap tended to stay the downward tendency which was so much in evidence a week ago, but every indication points to a lower level of values as soon as Old Sol asserts himself. The Tradesman urges its country friends to hold their paying prices steady at 9c, because anything above that figure is quite likely to subject them to loss.

Cabbage—55@65c per doz.

Carrots—\$1.25 per bbl.

Celery—For the next two months we shall be compelled to resort to California stock, which now commands 90c per doz. for Jumbo.

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.

Figs—Five crown Turkey command 14c.

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 and Messina stock command \$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 active demand for seed stock from Southern Ohio and Indiana has caused an advance of 10c per bu., which naturally tends to enhance the value of eating stock as well. Local dealers have advanced their paying prices to 65@75c for seedling varieties and 60@65c for eating stock. Everything points to a strong and active market until the advent of warm weather, which will enable the growers to market the stock they have reserved in pits.

Poultry—All kinds are very scarce and unusually firm. Dressed hens fetch 9@10c, chickens command 10@12c, 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 are on their last legs at \$5.

Vegetable Oysters—20c per doz.

"The average man's conscience," said the Tobacconist to the Wooden Indian, "is that still small voice within his breast which tells him he wouldn't be as mean as his wife's relatives are even if he knew how."

Mrs. W. S. Thompson has opened a grocery store at 135 Grandville avenue. The Worden Grocer Co. furnished the stock.

Reenders & Drury have engaged in the grocery business at Kalamazoo. The Worden Grocer Co. furnished the stock.

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

## The Grocery Market.

Sugars—The raw sugar market is quite a little firmer and prices show an advance of 1-32c on 96 deg. test centrifugals. Holders are asking still higher prices, but refiners will not pay more, but it is the general impression that in case the demand for refined sugar increases refiners will probably pay the advance asked for raws, of which they have very light supplies. The firmer feeling among holders of sugar is chiefly attributed to the impression that the tariff question on Cuban sugar will be settled soon in favor of that island. The world's visible supply of raw sugar is 3,720,000 tons, showing an increase of 850,000 tons over the same time in 1901. The refined market has been very quiet all the week with the trade rather expecting a decline. This, however, has not taken place, and on account of the firmer feeling in raws the outlook is somewhat brighter. There still prevails much uncertainty in the trade regarding the further course of the market and the feeling in general is unsettled.

Canned Goods—The canned goods market shows much strength and there is a very good, steady consumption of all the different lines. The subjects commanding most interest at this time are future and spot tomatoes, the outlook for the pea crop, and the coming pineapple crop. Michigan future tomatoes are still in excellent demand and are selling just about as fast as they are offered. The packers withdraw from the market every few days, saying they are entirely sold up, but they are selling against their acreage, and as fast as they secure more acreage they offer more tomatoes. These offerings are quickly snapped up, however, and there is a continual request for more. Spot tomatoes are in good demand and prices are tending upward. Stocks are low and are rapidly diminishing under the steady movement. Corn, both spot and future, is in fair request at previous prices. Spot peas are in fair demand with no change in price. In futures most packers have entirely sold up and withdrawn from the market. There are, however, a few still offering goods and these are meeting with a ready sale. Future pineapple is in moderate request, most buyers taking their usual quantity of this article. The crop during the coming season, it is reported, will be equally as large and the quality as good as last season, and some say that the indications are that the pineapples will be larger this season than they were last. Salmon is in a strong position. Stocks are light and are being rapidly decreased under a steady consumptive demand. Sardines are dull and the tendency of the market is downward.

Dried Fruits—The most interesting feature of the dried fruit market is prunes, for which there is a good demand for all sizes, and the tendency of prices seems to indicate a general improvement on this line shortly. Stocks of all grades are being gradually reduced with the large sizes scarce and very strongly held. Reports from the coast state that the stock of prunes on the coast to-day consists of 1,500,000 pounds of the 1901 crop, 9,000,000 pounds of the 1900 crop, and 4,500,000 pounds of 120s and up, or a total of 15,000,000 pounds, of which nearly one-third are small prunes of the 1900 crop, to meet the requirements of export and the naturally heavy consumption during April, May, June and July. In the face

of these facts one can not reasonably look for any lower prices on prunes. Loose muscatel raisins are rather quiet, but seeded are moving out well at previous prices. Peaches are very firm, prices showing an advance of about 1c per pound with demand very good. Apricots are also firm and are selling moderately well. Dates continue in active demand and prices are decidedly firmer. Figs are also active and the tendency is toward higher prices. Stocks of these goods are very light. Evaporated apples are firmly held on account of their scarcity, but there is very little demand for them at present at any price.

Rice—The rice market remains steady in price, but trade is rather dull, buying in most cases being for immediate needs only, buyers having moderate stocks of all grades on hand.

Teas—The tea market in general is firmer. Prices for green teas show decided strength owing to the scarcity of supplies on the spot and holders are asking 1 to 2c per pound above quoted prices a month ago. The supply of green teas is not sufficient to meet the wants of the trade until the arrival of the new crop, consequently a further advance in prices is likely. Low grades of black sorts are very firm, but show no advance as yet.

Molasses and Syrups—The molasses market is in good condition with the statistical position strong. Buying is of moderate volume, being, however, chiefly for actual wants rather than of a speculative nature. Spot stocks of all grades are light and firmly held in anticipation of a probably higher market. Corn syrup is rather quiet at present, most buyers having stocked up before the last advances.

Fish—There is about the usual activity in the fish market, especially in mackerel, which manifests decided strength and of which stocks are said to be light. During May a large demand for this fish is usually experienced and holders anticipate a strong market until that time, when decided advances are looked for.

Nuts—The demand for nuts of all grades is very light. There are practically no changes in price on anything in this line.

Rolled Oats—The market for rolled oats is very firm and prices show an advance of 20c per bbl. and 10c per case.

George Hurst and Archie Whitehead have formed a copartnership and will engage in the shoe business at Cadillac about April 1. Mr. Hurst has been engaged in the shoe business at that place for about twenty years, retiring a year and a half ago. Mr. Whitehead was for three years in the employ of Rice & Cassler. The style is Hurst & Whitehead. The stock was purchased of George H. Reeder & Co.

C. L. Dyer has engaged in general trade at Ferris. The dry goods were purchased of P. Steketee & Sons, the hardware of Foster, Stevens & Co. and the grocery stock of the Musselman Grocer Co.

Potter & Moore have opened a grocery store at Cook's Corners, two miles from Belding. The stock was furnished by the Musselman Grocer Co.

Dodson & Grill have embarked in the grocery business at Hubbardston, purchasing their stock of the Musselman Grocer Co.



## Village Improvement

Spring a Good Time to Abate the Bill Board Nuisance.  
Written for the Tradesman.

Over so vast a territory as that of the United States, including, as it does, such a variety of climate from extreme cold to extreme heat, the admonition to start in early can never be an untimely one. Then, too, the work of the Improvement Society wherever located can hardly be said to be controlled by temperature, and in one form or another is always in evidence.

One of the spring signs of the society's existence is its protest already presented against the omnipresent bill board. It is determined to have none of it. From every point of view it is a blot. Coarse and common and cheap, its tendency is coarse and common and cheap, and the humanity coming under its influence is so affected by it. The board itself is a monstrosity in its ugliness and this is only increased by the average advertisement pasted on it. In town, its reveling place, its locality is too often one of disorder. It affects the vacant lot where weeds and demoralized tin cans most do congregate and there holds high carnival. In the country, intended only for bright sunshine where sweet winds blow, it is the only object often that mars the landscape and teaches its crude lessons to the country eyes, attracted and debased by its violent forms and colors. True to its mission it seeks and finds the places where it can do the most harm. It looks out through the unwashed windows of the saloon. It greets the patrons of the blacksmith shop. It attracts the customers of the country store. It becomes a fixture of barn doors. It climbs

fences and clings to the top rail. Anywhere and everywhere it impudently greets the passerby until the soul of the beholder cries out against it.

Thus early the cities the land over are moving against it—the evident result of deliberation during the otherwise inactive winter—and it is plain to be seen that the beginning of the bill board's end is at hand, at least so far as its objectionable features are concerned. If color is an attraction, then that appearing upon the bill board must receive the approval of the artistic taste. If the board itself is to be tolerated that too must betake itself to duly considered localities where it can accomplish its purpose to the best advantage with the least detriment. If form and outline are to be the advertising agents they are to be subject to the same exacting conditions. They are to be artistic and to convey in a pleasing and always wholesome way a beautiful art ideal. If "the human form divine" is to be made a means of communication between the patron and his public, that form shall present chastely only what is chaste. Rosalind may still appear upon the stage in the forest of Arden with hopelessly shortened skirts but not upon the bill board. Apollo in tights may exhibit in the circus ring his fine physique, but his handsome form is no longer to be tolerated in the sidewalk picture gallery. In a word, Lewdness in the garb of business is no longer to herald his wares in public places without restraint. From a moral and an artistic point of view the bill board has been condemned and even the shrewd business eye is beginning to find out that the most effective advertising agent is not the bill board but the periodical. The Improvement Society will find its

strongest ally in the press in its struggle with the bill board and it is safe to predict that whatever triumphs are won will be due in a great measure to that all-powerful influence.

While the struggle with this nuisance is going on there are other matters which the Improvement Society can not afford to lose sight of now. There are alleys and backyards that need looking after; and in such work where the public is interested, or ought to be, those engaged in the work should guard themselves against the truth of the maxim, sure to be pointedly used if occasion offer, "One should clean his own doorstep before he finds fault with his neighbor's." Work from center to circumference is best here. It is not youth only which is taught best by example. Mature life is not beyond such instruction and instances are not wanting where a single painstaking neighbor has by his example wrought the most wholesome changes. I have a case near home, as most of my readers have. Negligence is the one thing noticeable about the premises. The leaves last fall were not raked up and burned. The uncut weeds are standing in garden corners and are exultantly proclaiming with their empty seedcups high in air the mischief they have done. Last year that front yard had no interview with the lawn mower because its owner would not "waste good money on any such nonsense." For the same reason the front gate hung on the traditional upper hinge and the demoralized plank sidewalk was a continued menace to the pedestrian. The whole domain from alley to front gutter is an eyesore and a disgrace to the outraged public tolerating it, and yet what could and can be done about it? It is a species of cursed-

ness not uncommon and one, it seems, to be conquered only "by fasting and prayer," only it is to be remembered the average American community is over-inclined to that method of treatment. The point to be here enforced, therefore, is that of example, a means of improvement which in the long run is strenuously effective.

Where one has the good of the public weal at heart, it is well to remember how much can be done by a little neighborly attention. "Kindness is better than violence; God is love," and it is wonderful how much can be effected in the line of village improvement over a well-spread tea table in a well-ordered home where the homemaker has shown how a little well-directed effort can produce such splendid results. This followed up by timely offers, first to start the ball and then to keep it rolling, will do much where failure existed before and may be found the only means of bringing about what is so earnestly desired. The springtime is now upon us and it remains now to be seen who will be the earliest to begin and go on with the great reform. R. M. Streeter.

### The Useful Woman.

"Blennerhasset," said Mrs. Bliggins, as he was about to start downtown, "can you let me have a little money to run the house with to-day?"

"You can have just 50 cents," he growled, flinging the coin at her and slamming the door behind him as he went out.

"By the way, Bliggins," said a friend who dropped into his place of business an hour or two later, "will you go my security on a note for \$500?"

"Shortleigh," replied Bliggins, "it is an inflexible rule in my family that I must never do anything of that kind without consulting my wife."

# Big Bargain on Wheels



The above represents our No. 52 Delivery Wagon, which is especially adapted to meet the requirements of the grocery trade. Capacity 1,500 pounds. Write to us for catalogue and prices.

**DUNLAP VEHICLE COMPANY, Pontiac, Mich.**



# The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, March 15.—The wholesale grocery trade of this city never was in better condition. Every store is a perfect beehive and some are working overtime.

Coffee is practically unchanged. Receipts at primary points continue large and low coffee is bound to be with us right along. Since July 1, 1901, the receipts at Rio and Santos have aggregated to March 12, 12,683,000 bags, against 8,842,000 bags during the same time last year. In store and afloat there are 2,393,392 bags, against 1,265,299 bags at the same time last year. At the close Rio No. 7 is worth 5½¢. Mild grades are quiet and neither jobbers nor roasters seem to take more than superficial interest in the situation. Good Cucuta is worth 8@8½¢. East India sorts are moving in the smallest lots. Prices are unchanged, but fairly firm.

Sugar and coffee are two important things to which the rule of activity will not apply whatever. Orders have been few and far between, and for the smallest possible lots. Foreign advices show a weak feeling abroad, owing to the large prospective outturn, and this feeling is reflected in this market. Quotations continue unchanged.

Green teas have lately been attracting some attention and prices are very firm. In fact, the whole tea market shows a degree of strength and steadiness, although dealers do not anticipate much activity until the question of 10c duty is settled by Congress.

Rice is firm. The demand has been quite satisfactory. Prime to choice, 5@5½¢. Supplies are not very large.

Nothing is doing in spices more than filling the usual small daily run of orders at prevailing rates.

Spot tomatoes are firmer and will fetch almost any price within reason. A good trade is being done in futures also. Gallon tomatoes have sold at \$3.50. California 2½s are reported as worth \$1.25, although this is probably top. Salmon is strong. The market is especially active for all sorts. Corn, peas and, in fact, all goods are selling freely.

There is a fair jobbing trade in dried fruits and holders are very firm in their ideas on almost everything. Quotations, while not perceptibly higher, are very certainly fully on a level with those prevailing for several weeks past.

Lemons are firm and an advance of about 15c a box is shown at auction. Sicily, \$2.10@3; California, \$2.40@3 and \$3.10 for fancy. Florida oranges, \$1.75@2.50 and \$3.50@5 for extra fancy.

Butter receipts have run rather lighter for a day or so and the market is firm, although no higher than last week. Best Western creamery, 27¢; seconds to firsts, 24@26½¢; imitation creamery, 22@24¢; factory, 19@21¢.

The cheese market is firm and small size, full cream is worth 12½@13¢. The outlook certainly favors the seller.

Receipts of eggs continue liberal and every day sees a decline of from ½@1¢. On "change" it requires choice stock to fetch over 16½¢ and 16¢ or even 15½¢ will purchase good goods.

Beans are steady. Choice marrow, \$2.15@2.17½; choice pea, \$1.75; red kidney, \$2.10@2.12½; white kidney, \$2.30@2.35.

## Lost His Sausage Appetite.

"Another new waiter has come and gone," said the veteran of the fifteen-cent restaurant as he deposited a beef stew in front of his favorite customer.

"What was the matter with him?" asked the favorite customer.

"Well, it wasn't exactly his fault," explained the veteran. "You see, the second day he was here a customer comes in and asks for a brace of frankfurters. 'Sausage is all out,' says the new waiter, 'but if you wait awhile I think I can get you some.' He was so eager to be obliging that he was going to send across the street for 'em. Well, sir, as he went through the door into the kitchen he happened to tread on the

dog's tail. The dog set up a howl, and the customer yells: 'Hey, there! Never mind that sausage. I guess I don't want it!' Then he puts on his hat and goes out.

"The boss saw the whole thing, and that night the new waiter was paid off and quit. Pretty tough, wasn't it?"

## The Boy Came Back.

An educator who is on the shady side of 60 recently related the following anecdote:

"One day at school I gave a very bright boy a sum in algebra, and, although the problem was comparatively easy, he couldn't do it. I remarked: 'You should be ashamed of yourself. At your age George Washington was a surveyor.'

"The boy looked me straight in the eyes and replied: 'Yes, sir, and at your age he was President of the United States.'

## Wanted a Cheaper Variety.

"What!" exclaimed the woman who had just started a boarding house, "twenty-five for those string beans?"

"Them ain't string beans," said the huckster. "Them's butter beans, an'—"

"Hm—butter beans! Maybe you've got some oleomargarine beans that'd come cheaper."

## It's Like

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

## \$20 FOUNTAIN

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

Grant Manufacturing Co., Inc.  
Pittsburg, Pa.

## Removal Notice

Studley & Barclay, dealers in Mill Supplies and Rubber Goods, have removed from No. 4 Monroe Street to 66 and 68 Pearl Street, opposite the Furniture Exposition Building.

## Brown & Sehler

Wholesale Manufacturers of

**Harness for the Trade**  
**Jobbers of Saddlery Hardware**

**Horse Collars**

**Robes and Blankets**

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

West Bridge and Front Sts.  
Grand Rapids, Michigan



## Clear, White Store Light

of 16 times greater illuminating power than city gas and at an average saving of 40 per cent. In the cost—this, in brief, is the description of

## Acetylene

### "The Twentieth Century Light"

In safety, convenience and economy it is far and away the best lighting system on the market. You own your own gas plant, and the cost is much less than you'd think. Catalog describing our "Colt Carbide Feed" and "New Model Eagle" and estimates on necessary equipment for your store will be sent at your request.

**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.

LL CLINE Adv Det

All Kinds  
of  
Solid

## PAPER BOXES

All Kinds  
of  
Folding

Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

**GRAND RAPIDS PAPER BOX CO.**  
GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers



If the people ask for it you will buy it. If you buy it the people will ask for it. We create the demand—leave that to us.

**OLNEY & JUDSON GROCER CO., Grand Rapids**

## ATTENTION

We do  
the  
best of  
work

Steel Ceilings  
Galvanized Iron Cornices  
Skylights

ADDRESS  
METAL DEP'T,

**H. M. REYNOLDS ROOFING CO.,**  
GRAND RAPIDS, MICH.





Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,  
Grand Rapids, by the  
**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 19, 1902.

#### STATE OF MICHIGAN } ss. County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of March 12, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

#### FOOD IN THE NAVY.

The necessity for maintaining a much larger enlisted strength in the navy than was formerly deemed necessary or advisable has evolved several problems with which the Navy Department did not have to cope in times past. The first of these problems has been the necessity for securing recruits from other than the seafaring classes, for the reason that the merchant marine not having expanded in anything like the proportions of the navy a sufficient number of seafaring men were no longer available to supply the material needed in the service. Formerly the navy recruited its ranks of seamen from among men used to the sea and fitted to fill positions as able or ordinary seamen. Of course a very considerable percentage of foreigners were enlisted in this way. Finding it impossible to longer secure the number of men required from seafaring classes, the Navy Department resolved to try the experiment of training landsmen. Accordingly a number of ships were detailed for the special duty of training such, and young men were recruited from the interior of the country as well as from along the coast.

While the landsmen training system has been successful, it has given rise to a new problem, namely, that of making these landsmen, fresh from cities and farms, comfortable and content in their new surroundings. It was soon discovered that the percentage of desertions among these young men was very large, and the complaint in the great number of cases was poor and insufficient food. In a recent hearing before the Naval Affairs Committee of the House of Representatives, Commander Hawley, who, until recently, commanded one of the landsmen training ships, the Hartford, testified that the discontent among the men was due to insufficient food. As Captain Hawley has had much experi-

ence in recruiting landsmen, and also in training them, his opinion is entitled to much weight; but it is nevertheless true that there has always existed an impression that the American man-of-war's man was better fed than the sailors in any other navy. How then are this prevailing belief and Commander Hawley's statement to be reconciled?

The enlisted man in the navy receives thirty cents per day or its equivalent in rations. Judged by the standards in use on merchant ships, this allowance should be sufficient to provide an abundance of wholesome food. It is undoubtedly a larger allowance than exists in any other navy or in the merchant marine. Moreover, our sailors are better paid by far than any other class of sailors, hence are better able to supplement their rations by delicacies purchased by themselves.

In the case of the landsmen some allowance must be made for their lack of familiarity with seafaring life and manners and their inability to make themselves comfortable on board ship like a genuine Jack Tar. Unaccustomed surroundings, homesickness and kindred troubles are no doubt quite as much responsible for the number of desertions as dissatisfaction with the food, although that, for obvious reasons, is the excuse which most deserters would prefer to give.

While there may be room for questioning all that is said about insufficient food, there is no denying that much good food issued to the men on board ship is ruined by bad cooking. The cooking on shipboard in the navy is simply execrable, and so generally is this fact recognized that the Navy Department has taken steps to secure a better class of cooks by offering increased pay and privileges. Of course, improperly prepared food is almost as serious a cause for complaint as insufficient food, and it is more than probable that the real cause of all the discontent lies not with the quantity or quality of the rations issued to the navy, but in the manner in which the food is cooked and served to the men. A well-known poet has written that "Civilized man can not live without cooks," and whether a sailor be regarded as "civilized" or not, he is as much dependent upon cooks as other people. Evidently the Navy Department will have to establish a training school for cooks if it expects its sailors to become contented with their lot.

Rural free delivery has become an important feature of the postal system and, despite all opposition, it is developing toward a higher standard of efficiency. An attempt has just been made to put the rural delivery service on a contract basis similar to that of the star routes, but this has been frustrated. The House of Representatives not only defeated that proposition, but increased the salaries of the rural carriers from \$500 to \$600 per year. By a recent order of the President the carriers were placed under the protection of the civil service law. Attempts to exempt them from the provisions of this law and leave them subject to the vicissitudes of political favor encountered overwhelming opposition. The rural carriers are now to have relatively the same standing as carriers in cities and villages. Any other result would have been distinctly disappointing. Great things are to be accomplished through the operations of the rural delivery system if it be kept free from the baneful influences of politics which militate against efficiency.

#### THE MEANING OF IT.

To governmental Europe America is a puzzle. She can not be understood. She has queer ways and queerer ideas. She works in straight lines. She does not cover up what she has made up her mind to do. She speaks right out. She lacks diplomacy; and, as if the rest of the earth has nothing to do about it, she goes on her way, utterly indifferent as to whose plans she is or may be interfering with, and treats all protest and the suggestion of it as the idle wind which she regards not. From the humblest origin she has worked her way into the circle of earthly power where she at once proceeds to make her presence felt and then, as if born to the purple, presumes to lay down the law. With the monstrous idea that all men are created free and equal and that the humblest has rights the noblest is bound to respect, in the name of humanity she modestly appropriates a continent to herself, packs up and sends home the oldest reigning house of Europe, fastens to her belt the jewels of the Philippines and concludes her adornment by the purchase from Denmark of a bangle for her wrist.

There was a time, but not now, when Europe's cold shoulder chilled her. Then the coolness was followed by an anxious "Why?" with an earnest and early endeavor to remove even the trifling cause. Now the change of temperature occasions alarm only for the cold-producing shoulder, with a recommendation of such remedies as an extended experience has found valuable, with, what is noticeable, a vigorous administering of the often unpalatable medicine. In a word, the United States of America has become a power among the nations of the earth, with elements of character and with methods of expressing them which remove all doubts of the intention and which create a wholesome respect for the people to whom they belong. This has been followed, naturally enough, by an earnest, not to say politic, desire to have the friendship of this national wonder and from the monarchical point of view the way to secure this is to prove that now and always the kindest relations have existed between it and them. The natural antagonism of monarchy and republicanism has made the task a difficult one, furnishing many an occasion of dispute, but statecraft shrinks from nothing and the old undertaking to turn failure into advantage has begun.

Germany has had periods of looking askance at the United States. There has been too much, on the part of this country, of the assuming a virtue when she had it not. From the German ironclad the importance of the American navy has not been discernible. The country agricultural is not at its best a country deserving consideration and when the Western republic forgot herself and presumed to dictate to Spain and lay down the law "in good set terms" for the crowned heads generally, there was a determination to resent the presumption. The rest was a repetition of the old story of belling the cat. None were willing to accept the job and the whole thing fell through. Then the Maine went up and the Spanish navy went down and every power is calling heaven and earth as witnesses that it was the other one that tried to get up a policy of interference during the Spanish-American war.

This part of the complication has been amusing and shows how ridiculous a dignified power can become on oc-

casation. In the "You did it" squabble it appears that it was Great Britain which ended the attempts of the leading European powers to enter upon the formal protest. Before the breaking out of hostilities they agreed, through their representatives at Washington, upon a common and united plea for peace which Great Britain, by asking in advance whether this step would be agreeable to the United States, deprived of special significance. At a later period Austria, mindful of Maximilian and Mexico and influenced by her kinship with the Spanish Queen-regent, proposed a formal protest to the United States, which would have doubtless led to serious interference. France took no open action, but its government, with the in-born fickleness of the Gaul, was known to sympathize with the proposed action, owing to the financial influence due to the circumstance that two-thirds of the Spanish debt was held in Paris. Germany, while permitting a member of the Triple Alliance to take this important step, assumed no responsibility and observed an attitude of diplomatic reserve. England refused to take any share in the movement. Russia is believed at Washington to have been friendly, although it is charged by those in a position in Europe to know that she was hostile. Nothing was accomplished by this proposal of the Austrian beyond the leaving of a bad taste in the mouth and the consequent wry face, with the equally consequent, "See what you've done!" It was a mistake all around and Germany, taking advantage of her diplomatic reserve, went early and industriously to work to retrieve her error by a course of action as pleasant as it was politic. Hence the christening of the yacht, the visit of the Prince, the hearty exchange of good wishes and the triumphal homegoing, with a clearer understanding on the part of kingship that Republicanism is, after all, but the passing from the ideal to the real of the much vaunted "Good will to men"—to all men.

Finally this: The American Republic is in a position sufficiently secure to ask for no favors and to cherish no grudge nor grievance. She has but one unbending course to follow—to carry out the high ideals which without doubt heaven has committed to her charge, the only "Divine Right" that earthly powers receive. In that spirit she has received and entertained the Prince, welcoming the coming and speeding the parting guest, with a heartiness that can not be mistaken. It is simply an exchange of courtesies, to be followed by fawning on neither side, that and nothing more. If "the Powers" see in the visit more than this, the seeing is due to their distorted vision, for which the Great Republic is in no way responsible.

Oiled roads are an innovation which, it is claimed, have given excellent results in California during the rainy season. Roads which have been treated with oil have, it is declared, remained like asphalt during the wet weather. Only the residue from the refineries is used in the roadmaking. In the refining process the petroleum is subjected to an increasing temperature, until the gasoline and distillate, so-called, are driven off, the residue being liquid asphalt.

Hypocrites are numerous and wily. Watch them closely. They know their neighbors' failings, but are silent about the shortcomings of their own household.



## PHYSICIANS FOR PUBLIC SCHOOLS.

The special physical examinations which have been conducted of late years in American schools are leading straight on in the direction of the state's exercising a supervision over the bodies as well as the minds of school children. In Germany this plan is already pursued on a large scale, and, although it is perhaps too soon to count results, the foundation has been laid for the correction of visual defects, for checking the spread of disease, and for building up a race which shall be physically strong as well as intellectual.

At the last general meeting of the Society for Child Study in the Dukedom of Saxe-Meiningen, one of the smaller principalities of the German empire, Professor Dr. Leubuscher of the University of Jena reported that during the year 1900 school physicians had been almost everywhere employed. The dukedom has about 225,000 inhabitants, and thirty-three physicians were apportioned to its schools, each attending from 1,200 to 1,500 children. The initial physical examinations extended to 40,000 children. Although the dukedom has very few cities possessing over 10,000 inhabitants each, the difference between town and country youth was marked from a hygienic point of view. In the cities of Meiningen and Hildburghausen 10 and 13 per cent. of cases of defective eyesight were respectively established, while in the rural districts the percentage amounted to only 2.4. Tuberculosis was found to be much rarer in children than in grown persons, while on the other hand there was more scrofula among the little ones, a blood taint which often develops into tuberculosis of the lungs in later years. In some localities the teeth of the children were in very poor condition. Of 303 children in the village of Roemhild only three had good sets of teeth. In some localities cases of goiter were numerous, running as high as 33 per cent. Among pupils of the secondary boys' schools (Gymnasium and Realschule) of Meiningen cases of defective sight were more numerous than in the elementary schools of the same locality, reaching 34 per cent. in the former. This corresponds with similar data obtained in San Francisco.

Affections of the heart were found to be not uncommon among school children, but were sometimes traced directly to overexertion in bicycle riding. Out of 309 pupils in the schools mentioned there were 120 who rode wheels. In making these investigations physicians and teachers worked harmoniously together. As yet the application of remedies to cure existing defects has not been carried far, the provisions for treatment being as yet inchoate and incomplete. In one instance special physical training was given to children with weak spines, and to those who walked awkwardly and ungainly. Scrofulous children have been taken from the schools and sent to hospitals or salt water springs at Salzungen, while separate classes have been opened for pupils who, while not actually feeble-minded, were slow of perception and required instruction adapted to their dull wits.

This brief review of what the most scholarly and most thorough people on the face of the earth are attempting to do with the education of the young is full of suggestion to our enterprising Western world, which can not afford not to keep abreast of the times in every step making for the advancement of the

race, and, as a matter of fact, is usually ahead of the times. American children have too much inborn energy to ever grow inert or weak for lack of exertion, but the very intensity of purpose which possesses them often makes for a one-sided development. Symmetrical character can only be attained by a symmetrical physical and mental development. Brilliant minds are of little use when encased in weak bodies. When the best scientific skill and knowledge shall take up the work of impressing a knowledge of hygiene upon the child, and the development of the body shall be intelligently directed with a view to making the physical man as nearly perfect as may be, intellectual expansion will take place along the same normal and healthy lines, and we may hope to see the ideal citizen, product of that dual culture which takes into account every demand which life shall make upon him.

A suggestion for the changing of the names of the West India islands recently purchased from Denmark, which hails from Chicago, seems to have more of the ridiculous in it than common sense. The suggestion is that St. John, St. Thomas and St. Croix receive the names of Lincoln, Garfield and McKinley, in honor of the three presidents who have fallen by the hands of assassins. The ground for the suggestion is that there are entirely too many places on the map with similar names to the above. The same could be said of the names of many of our cities—Springfield for instance—but no suggestion has been made for any change, and it is questionable whether the citizens of the same would take the suggestion, if made, in the same spirit that it was offered. There is a restless spirit for change which oft-times crops out in the Windy City, and the above seems to be one of the evidences. But history is not made on the Chicago principle by burying even the saints of the calendar. Our new possessions have been known under their present names for generations and to make any change would not only be inadvisable but absolutely ridiculous. The proposition to erect the so-called Indian territory into a regular territory, and bestow upon it the name of Jefferson is of quite a different character to the above. The territory has no civil government except under tribal arrangement, and such supervision as may be given by the federal authorities. It may be said to be new, and in giving it a name no historical associations are disturbed.

No immediate results may be expected from Prince Henry's visit. America will go on its way as before. Germany will keep pushing toward the front just as it has been doing. Americans will not be less active in meeting German competition in the markets of the world. Germans will continue to popularize the legend "Made in Germany" in international trade circles. We shall find fault with the German tariff and they will condemn the American tariff, but a new spirit may characterize our discussion of matters in which we differ. Things that are said may be devoid of acridity and sarcasm. Prince Henry's visit has undoubtedly laid the foundation for future good nature and good feeling between the two nations. The purely friendly mission of the Prince has already lifted the veil of misunderstanding and it may be completely removed if advantage be taken of the favorable opportunity that has been developed.

## AN ELASTIC CURRENCY.

The plan for the practical reorganization of the monetary system of the country, which has been prepared by the Committee on Banking of the House of Representatives, has naturally given rise to much comment, and, while many of the features of the Committee's bill have been criticised, there is a general disposition to recognize that the measure has merit.

The proposition to exchange silver for gold seems rather radical on the face of things; but it is probable that the practical working of the plan would not entail any excessive drain on the gold reserve, particularly after the issue of silver is restricted to notes of five dollars and below. The object sought, namely, to put all classes of currency on an equal footing, would undoubtedly be attained.

Another wholesome feature of the bill is the provision for the retirement of United States notes, to guarantee which the Government is compelled to maintain a gold reserve of \$150,000,000. The withdrawal of the Government from the banking business as much as possible is something greatly to be desired.

By far the most important feature of the bill is the provision for the creation of an elastic national bank currency. It is a recognized fact that our existing currency system is about as inelastic as it can possibly be. The amount of national bank notes in circulation is constantly decreasing, while the excess of the Government's revenues over expenditures is causing a steady accumulation of treasury notes in the hands of the Government, thus withdrawing just so much money from circulation. The problem is to secure a currency system elastic enough to expand when trade requirements are pressing, and as quickly contract when all pressure has been removed. The bill honestly aims to provide such a currency, the only criticism being that the bill does not go far enough.

The bill provides that, at the end of two years, national banks may issue circulation equal to 10 per cent. of their capital, and they may issue 10 per cent. per annum for a period of five years until the total issues equal 60 per cent. of their capital, the tax on each of the four issues last named to be at the rate of 1 1/4 per cent. per annum. In the discretion of the Board of Control, an emergency circulation of 20 per cent., to be taxed at the rate of 3 per cent. per annum, and a further emergency circulation of 20 per cent., to be taxed at the rate of 5 per cent. per annum, may be permitted.

The object of the progressively higher rates of taxes on the two emergency issues is clearly to induce a prompt withdrawal of this emergency circulation as soon as further need for it has disappeared, thus providing the elasticity lacking in our present system.

## TRUST TO CONTROL SALOONS.

In England there is an association in the nature of a trust, the shares of which are held by worthy men whose object is to control the retail liquor trade. This association has acquired possession of a majority of the drinking places in many districts and is operating them in such a manner as to drive individuals out of the business. The saloons owned by the association are conducted strictly in accordance with the law and have a reputation for the pure quality and low price of the beverages they dispense. The association does not aim to make profits, but to run the liquor business in

such a way as to minimize its evils. Lord Grey, one of the promoters of this English scheme, is now in this country to urge its adoption here. He addressed a meeting at the City Club in New York the other evening which developed much interest in the plan. Many prominent men were present, and it was decided to hold a general public meeting to agitate the matter. Bishop Potter, who was at the City Club meeting, said: "We have great men who have organized the coal industry, the steel industry and other industries. I do not see why they should not take hold of this problem and organize it on a proper basis. It is a matter of more importance than coal or steel, as it really affects the foundation of the republic." Of course, the name of J. Pierpont Morgan was mentioned in this connection. He has successfully organized so many trusts that everybody feels confident he could put the saloon business under trust management if he but turned his talents in that direction. Some legislation would probably be necessary to make such an enterprise succeed here. In England, it is understood, the number of licenses is limited in each district and the association gets control by bidding higher than individuals can afford to do. There would likely be much opposition to such an arrangement in this country. The movement is interesting, however, as an indication of the possibilities that the trust idea contains and the wide range of subjects to which it may be applied.

The Illinois Audubon Society is going to strike a blow at the root of the fashion of wearing seagulls and terns for bonnet decorations. The society has decided that moral suasion with the women is not effective and that the people to get after are the dealers. Every millinery establishment in Chicago, wholesale and retail, is to be served with a notice that the selling of skins of gulls, terns and songbirds is illegal under the law of Illinois. The name of each bird which it is forbidden to buy or sell will be given in order that ignorance can not be pleaded as an excuse for law violation. A committee chosen by the directors of the society will visit the retail milliners, and after an inspection of the stocks, will point out to responsible persons the birds which it is unlawful for them to sell. The committee will then request that the prohibited bird skins be returned to the supply house from which they were purchased. If the merchants agree to do this they will avert prosecution.

The city of Chicago has not yet finished paying the damages for which it has been held responsible as a result of the riots of 1894. A few days ago the United States Circuit Court of Appeals affirmed the judgment of the lower court, which awarded the Pennsylvania Railroad Company \$2,792 to cover the loss of property which it suffered. Trades unions are expensive luxuries and those communities which do not throttle the walking delegate and his anarchistic associates invariably pay the penalty of their neglect.

A bill has been introduced into the Virginia Legislature authorizing women to carry weapons. This seems to be unnecessary legislation so long as hatpins are in fashion.

When money talks we never stop to criticise the grammar of the advertisement.



## Clothing

Tailors at Sea—Latest Things in Hosiery and Collars.

I have the word of a very honest tailor for it—one who treats you respectfully and depletes your exchequer conscientiously—that the leading merchant tailors of the country are just now swaying 'twixt the devil and the deep sea, pending the arrival of the English plates. The materials are all here, and very exquisite creations some of them are, but the problem is, how to cut them. According to this authority, no tailor in the country has the courage to take the lead, pending the arrival of these precious and infallible plates. "Then, Snips," I enquired, at the end of this dispiriting discourse, "I suppose it would be very indiscreet, to say the least, in any fellow to order two or three suits of spring clothes at this inopportune period?" He balked at the polysyllable, but replied, with the honesty of his race: "We should sell them to him, sir, whenever the opportunity offered, but we should endeavor to delay at least two of the suits until the plates came to show us the correct cuts."

I suppose that in coronation year at least, it is right and loyal that we should take the pattern of our clothes from London. There may come a time when America will set the fashions for well-dressed Englishmen, but until then the expensive tailors, and we who patronize them, will have to be content to await "the arrival of the plates." Quite a phrase that, is it not? It reads like the title to a poem descriptive of a naval battle or something. It is apt, too, for on the tables of this model tailor there lay an assortment of very choice suitings, indeed—cheviots, mostly, in medium dark grounds, with pale gray checks for relief. The careful merchant, so conscientiously awaiting "the arrival of the plates" before cutting into all this sumptuousness, informed me that stripes were going out and checks coming in—something that I knew before, although I was too considerate of his feelings to tell him so. The cheviots I have mentioned are for sack and cut-away business suits. The materials for trousers that I have seen so far this year are neither especially new nor especially beautiful. There are, however, some Manchester worsteds in dark shades, with small figures and checks, that look reasonably tempting; also some nice shades of gray and lavender that would be suitable for weddings or garden parties. Ah, I had almost forgotten. There was one piece of green cheviot, about the shade, I should say, of a mulberry leaf, embellished with a slender dark red check, that should make an irreproachable spring suit for wear in the morning. I might have bitten at it if I had not been so ruthlessly ordered to await "the arrival of the plates."

In all my tours of investigation I can not find a tailor who will admit that the increased tendency of Americans toward country life and consequent tendency toward the purchase of so-called "outing clothes"—which, as we know, are ridiculously cheap—has exercised any perceptible effect on the volume of his trade. This would leave the pleasant inference that what the average man saves on his outing wardrobe in the summer and autumn he gives his real tailor the benefit of in increased expenditures in winter. Nobody should object to such a condition of affairs, for if

there is one direction in the world in which extravagance is pardonable—where one can afford it—it is in that of suitable dress.

We have heard much of open work hosiery—a luxury not many seasons old—but what do you say to openwork pajamas? I confess I was a little shocked when the salesman boasted to me of the novelty, but the explanation seemed so reasonable that the blushes soon disappeared. "Openwork" pajamas for the summer sounds inviting, to say the least; for scarcely anything is cool enough to sleep in in the dog-days, and the cool-and-airy effect of the new night-garments is undeniable. They are made of mercerized cheviot, made mostly in shades of pink and robin's egg blue, with white silk frogs and mother of pearl buttons. Down the front and back of the blouse run broad vertical stripes, the stripes being in colors and the intervening spaces in white. The openwork is in the stripes, and is liberal enough to admit ventilation without the scandal of a too-apparent flesh tint. The openwork pajamas will doubtless serve a useful purpose with fastidious men at times when the mercury is in the nineties, but I should dislike to be caught in such a rig during a stampede from a summer hotel fire.

There has arisen lately, among the first-class haberdashers, a sharp demand for some French four-in-hand ties in Barathea and peau de soie silk, recently put on the market. They are  $1\frac{3}{4}$  to 2 inches wide, with a seam down the inside center, and are mostly in black and white—a black ground with a white figure. The wider variety—from  $2\frac{1}{2}$  to 3 inches—make up either in four-in-hands shapes or in a puff. The effect in either case is satisfactorily rich.

The collars that we are to wear this year do not differ materially from those of last, although there is one new shape in the "turn-over" variety that is at least partly new. The upper, or "turn-over," half laps over an eighth of an inch below the inside surface. The result is a little more spread of the points—an effect the taste of which is at least questionable. These points, by the way, are almost uniformly square, the rounded ones having lost whatever popularity they ever possessed. The "turn-over" collar, it should be added, is one of the few inventions in haberdashery that seems to have come to stay indefinitely, and for the best of reasons: It combines elegance with comfort. Any sartorial invention that accomplishes as much will succeed, and deservedly so. The fellow, whoever he was, who invented the "turn-over" collar deserves the unqualified benediction of every man who ever wore one. The spring shapes are not all out yet, the designers being still busy upon them; the one, however, that will hold most favor with correctly-dressed men is that which makes the upper points meet closely and brings the lower ones near enough together to present an almost indistinguishable triangle. The height is a matter of choice, although anything beyond two-and-a-half inches will be considered extreme. In summer two inches, or even one-quarter of an inch less, should be the limit. The correct straight standing collar, for afternoon or evening wear, is of five-ply linen, meeting closely to a point three-quarters of the way above the button and diverging ever so slightly at the apex, where the throat is

## The Peerless M'f'g Co.,

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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.

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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.

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Men's and Boys' { Box Coat  
Cape Coat  
Marlboro

Ladies' and Misses' { Cape Garments  
Automobile full back  
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Newest fabrics, latest styles. Exclusive patterns. Tailored in a first-class manner. Rubber surface and oil clothing. Write for catalogue and price list.

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## 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.

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touched. The fashionable height (13½ inches) is dignified and still not incommensurate with comfort.—Percy Shafton in Apparel Gazette.

#### Distinctive Effects Divide the Classes of Shirt Wearers.

Inasmuch as there is only one kind of shirt for wear on Easter Sunday, and that the white shirt, an article on Easter shirts, including fancies, is rather ambiguous. Still, as there will be many fancy shirts shown in the neat, inconspicuous colorings and effects, their incorporation in an article titled as above is not so much out of place.

The real Easter day shirt is the white dress shirt in plain or pleated bosom. The pleated bosom most favored is the one with four knife-pleats on each side of the center. The box pleats are not being put on the better grades of white shirts for spring. The plain bosom white shirt is without any suggestion of stitching or relief from its plainness. On both shirts the 2¾-inch square cuff, rounded, is in best form.

In fancy shirts for spring distinctive effects are shown for the several classes of wearers. There seem to be few high class patterns copied or reproduced in the medium and cheap grades of goods this season than ever before, and the reason assigned is that the effects—in light tones—preferred by the best dressers are not favored by the medium class and not wanted at all by those who buy cheap shirts.

Shirts which are best adapted for display in Easter windows are the white dress shirts. Next to them the white grounds with small figures in black, dark blue and red. The lighter the effect the better it is for this display.

There will be many more fancy shirts sold at Easter time than white ones, but it is unnecessary to spoil the general scheme of Easter display and decoration by bringing out colors to spoil the idea.

The popularity of the nut brown tans, fawns, natural linens and sage and sea greens, in stiff bosom styles, is so pronounced that an unusual demand may be expected for them for early spring wear, although it is said that they will be in greatest favor in negligee shirts. These goods will please all buyers, from the best dressers to the most inexperienced. They are about the only ones with which to cater to all demands.

The best grades of shirts for spring run to the white backgrounds with fine stripes, widely set, or small figures liberally spaced. No dark or pronounced colorings are being used in the high class shirts. The bosoms are plain, principally. The pleated bosom is being ordered in about a 25 per cent. proportion.

The cuff question, in high class shirts, depends entirely upon the retailer's individual trade. Many retailers are ordering about twice as many shirts with cuffs attached as they used last year. This is a remarkable growth in the popularity of the attached cuff, but the call for the attached cuffs will never equal that for the detached ones, and the retailer who is not sure of his trade is safest in ordering detached cuffs.

The medium grades of shirts show more coloring in the grounds, with much wider stripes, making the effects decidedly darker than those in the high grade shirts. Some extremely handsome effects in bosoms are produced by the manipulation of these shirtings in the way of folding. Bright blue color schemes are most favored in this grade

of shirts. Reds, browns and greens next in the order named. The choice in bosoms—plain or pleated—is about evenly divided. In the cheaper grades of shirts the backgrounds are dark and stripes much wider, making it almost impossible to determine which is the ground. In these goods a number of colors are used in the pattern, the most prominent being the blue or red with black, or all in a combination. These goods do not easily soil and are naturally favored by men of limited means. There never has been a finer display made for spring, in the cheaper grades, than is being shown this season.

Using the statistics to be compiled from salesmen's order books and house trade to date, the retailers throughout the country expect to sell nearly double the number of fancy shirts—in all grades—that they did last year. Most of the shirt manufacturers now show an increase of 40 per cent. in orders placed. Some few show a greater increase, and very few show a smaller one. Brains, exercised in a fancy shirt stock, bring results in the substantial financial way.

Cranberries are recommended as a remedy for indigestion and biliousness.

#### Putting It Plainly.

"He was a stranger cycling through the highly intellectual city of Boston. You could tell it from the cautious manner with which he picked his way down the principal street.

It was evening. A gentleman approached the cyclist.

"Sir," said he, "your beacon has ceased its function."

"Sir?"

"Your illuminator, I say, is shrouded in unmitigated oblivion."

"Really, but I don't quite—"

"The effulgence of your radiator has evanesced."

"My dear fellow, I—"

"The transversal ether oscillations in your incandescer have been discontinued."

Just then an unsophisticated little newsboy shouted across the way:

"Hey, mister, yer lamp is out!"

#### Easy Way to Classify Men.

Customer—Why haven't you called upon me for that little bill I owe you?

Grocer—Oh, I make it a rule never to ask a gentleman for money.

Customer—Indeed! But suppose a man is indebted to you and doesn't pay?

Grocer—Well, after a certain length of time I conclude he is not a gentleman; then I ask him.

## M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

Ask to see Samples of

**Pan-American  
Guaranteed Clothing**

Makers

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

## We'll Give You Fits

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

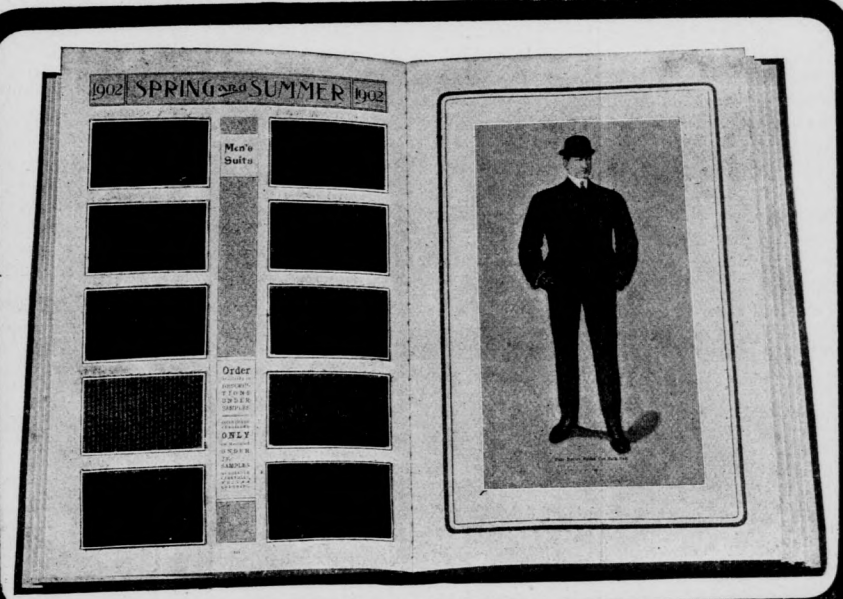
**MASON, CAMPBELL & CO.,**

JOHNSTOWN, N. Y.

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

C. H. BALL,  
Central and Northern Michigan.

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



# Sell Clothing By Sample

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

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



## Shoes and Rubbers

### How to Make Money in the Repairing Business.

"It requires more tact and ingenuity to run a shoemaker's shop than it does to run the Government of the United States."

That is the saying which is credited to U. S. Grant, and he may well have been supposed to know what he was talking about, for while in the leather business he learned something of shoemakers and their troubles. His saying may be exaggerated, but I doubt if the management of this Government could bring more gray hairs to a man's head in the same length of time than the multitudinous and perplexing problems that daily beset the path of the merry cobbler.

Constantly changing styles, numerous substitutes for leather and the different plans of construction bring with them the usual accompaniment of problems that must be met and disposed of without loss of time, and in order to do this the cobbler must not only be a quick thinker and a very ingenious man, but he must be equipped with all the latest appliances with which to do his work quickly, neatly and substantially; quickly, because competition is so keen that the man who is slow is not in it at all; neatly, because the world is daily becoming more fastidious, and if a shoe is repaired in a careless manner people will wear them out without having them repaired; substantially, because every one who has a shoe repaired fully expects to get service to correspond with the expense of repairing, or even greater service.

In order to make money out of repairing you must first get the work, and for a starter a little judicious advertising is advisable. After you get customers you must hold them by honesty and fair dealing. I am a young man, only thirty years old, but I have had sixteen years of practical experience at shoemaking. The first ten years I spent in different towns, first learning the trade and afterward as journeyman. This is a good way to get experience but a very poor way to make money. Finally, six years ago, I started a shop of my own in Frankfort, Ky., in the face of strong opposition, there being at that time seven or eight repair shops in town, most of them well located and with more or less well established trade. I started on a narrow back street, the only place I could find within my means and I am there yet. Within two years two of my competitors were forced to leave town, and to-day I feel safe in saying that I am doing more work than all the remaining six. Now, how did I do it? By cutting prices? No; nothing whatever is gained by cutting prices. In fact, my experience teaches me that people are suspicious of cheap work and justly so. No man can make money by repairing shoes on the cheap, quick, shoddy plan.

I started by advertising liberally. When the work commenced to come in I used and am still using nothing but the best material that money can buy, and I aim to do the best work in town. When I once got the impression started that I was doing the best work in town, I took care to keep on gaining by constantly being on the lookout for new and practical ideas and at the same time adding to my shop rigging every appliance and convenience that I could get. First, I bought a repairing ma-

chine, a Singer, for patching, sewing rips, etc., the only machine of the kind in town. Afterwards I bought a splitting machine and a roller, all kinds of punches in sets and a Solidity repairing outfit, a convenience that no up-to-date cobbler can afford to do without. These and many others, too numerous to mention, but all necessary to do good work and lots of it, were purchased, for in order to make money out of repairing, a man must get good prices and in order to get good prices he must do good work that will command them. Working cheap is a good way to work one's way to the poorhouse, but a poor way to make money at shoemaking. The only way to compete successfully is to do good honest work, use the best material, be prompt and never disappoint a customer. Never make a promise you can not fulfill. If a customer's shoes are not worth repairing I always tell him so. Treat everyone kindly and considerately. Have a clear understanding with the customer as to what is to be done and how it is to be done. Then if there is any little thing overlooked, do it without extra charge. Give him a little more than his money's worth rather than to fall short of it.

If you do business on this plan you can generally get your price if it is a reasonable one. If you can not get your price let him go to one of the cheaper ones. You will have lost nothing. There are shops here in town where half soling men's shoes is done for from 35 cents per pair and up and other work in proportion, while I get \$1.25 for the best sewed half soles, \$1 for the second, and 75 cents for pegged or nailed. My prices are 25 to 50 cents for heels and 15 to 50 cents for patches. For sewing shoes all around on the machine I get 25 to 40 cents and these same prices can be had anywhere else.

A man can make more money on his own work than he can on three hired hands' work. I work myself and another man all the time. Sometimes I have four men at work, but not unless I have more than I can do myself, and when I do hire a hand I get the best I can find, for a poor or slow workman is a nuisance in the shop, for when you have to loose time to watch and instruct him and then do his work over afterwards his work is dear at any price, and you will lose more customers in a month than you can regain in a year.

I have no set rule in regard to credit, preferring to use my own judgment. If I think a man will pay I credit him if I can afford to, and if I trust him I do it cheerfully, and if I lose it I pocket my loss with as good grace as possible and say nothing. In six years I do not think that I have lost in this way more than \$25. If I see that a man does not intend to pay, with the use of a few sugar-coated words I let him down as easily as possible, and rarely incur any ill will.

So, finally, to make money at cobbling you must get good prices, do lots of work. In order to do that be strictly honest, and thereby gain the confidence of your customers.—John Brady in Boot and Shoe Recorder.

### Managing to Live Through It.

"Still doubled up with that infernal rheumatism, are you, Notley? Upon my soul, I am sorry for you," said the friend who had dropped in for a short call.

"I am glad to have your sympathy," replied the sufferer, wincing a little as a sharp twinge caught him in the elbow joint, "but I have read the obituaries of thirty-two people who were sorry for me."



## 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



## Unseen Essentials

There are twenty-five distinct parts to the average shoe. Several of these parts form its interior construction. Though unseen they are as essential to the wear and durability as are the uppers and the outsoles. We use only the very best materials in making these unseen essentials. This is one of the reasons why our Grand Rapids made shoes give such good satisfaction.

**Rindge, Kalmbach, Logie & Co.**

Grand Rapids, Mich.

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

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

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

**The Western Shoe Co.,**

Toledo, Ohio





### Fancy Lines Should Be Handled With Care.

Whatever the current idea of fancy trade may be, it is usually prevalent that the stores handling fancy lines and catering to a wealthy class of patronage are great moneymakers and constitute the most desirable custom to be secured by a shoe store. Such is more or less of a fallacy. While high-priced shoes bring a bigger percentage of profit, such is necessary when one considers the variability of the tastes of that kind of clientele. More styles must be carried, with an attendant loss of profits on what is left over at the end of a season. Then, again, conservative dealers must figure that much of the higher-priced custom is a credit trade, and often—too often—the labor and time spent in collecting such accounts overbalances any large profit in selling. Then there is the made-to-order feature. Often a dealer is tempted to order two or three pairs made similar to the special pair, often resulting in his having two more pairs to add to his "graveyard" later on. A cash patronage on medium grade goods is the trade to nurse. Every town has a fashionable store, but it does not always make the money it is credited with making.

Too much stress can not be laid these days upon affability and courtesy as a tangible asset of a successful shoe clerk. Nothing so detracts from the popularity of a store or an individual as discourtesy, and in these strenuous days no asset is more to be valued. Shoe stores are so numerous nowadays that a purchaser has plenty of opportunity to pick out the one he likes the best, and as values are more or less the same everywhere, such little items as courteous treatment and a kindly reception will often make a buyer a customer for life. People are more intelligent these days, and bluffing customers into selecting stock they do not want is poor policy. Years ago, when stores were few and competition not so keen, it might do, although a poor policy at best; but now a clerk can not be too accommodating within reason. Besides, it gets people acquainted with him and the popular clerk often can carry his trade with him, an asset that makes him valuable to himself as well as his employer. Human nature is such that it will forget countless little favors and kindnesses and remember one small act of discourtesy. This more often injures the store than the clerk, as a customer forgets him but remembers that at So-and-So's they had some trouble. Consequently, a dealer should not tolerate discourtesy an instant, and a clerk can not afford to prejudice his aspirations as a successful salesman by any little act of rudeness or unamiability.

### Shoemen Who Are Handicapped by Their Friends.

In all large cities we know men who have clerked all their lives and who have saved money and are living well. Their wives and families are well dressed and their employers think the world of them. They have been of great assistance in building up the firm and every one acknowledges their worth. Such men are often asked: "Why do you not get into business for yourself?" and in reply a shake of the head will be given or perhaps an answer something like this: "Not much; I would like to go into business, but I have not the capital. I realize the handicap under which a small store struggles, and I do not wish to compete with the big stores." "Well, why do

you not go to a smaller city where you will have a better chance?" and to this they will reply: "Why, I do not know anybody there; all my friends and customers are here."

"Friends and customers" are an illusion and a snare. The man is best off who has no friends in business, and as for customers, they are simply transient acquaintances who buy where they think they are receiving the best value. If you doubt it, sell them a poor article, and you find how quickly they change their allegiance.

How many young men who have entered business have seriously handicapped themselves through their friends? Beginning with a small capital, they have bought special lines for their friends.

They have been promised support and so provided the stock. They were ashamed to have their friends think they were handicapped for capital and so bought styles that their judgment told them would not be sellers, and then their friends wished credit, and because they were friends they could not be refused, and when their names went down on the books they could not be dunned because they were friends.

Friends are the greatest handicap that ever surrounded the young man entering business. It is the wisdom of the world not to depend on friends, but on your own exertions. Pay close attention to business and "cut out" all social duties or lodges that would take you for a moment from your place of business. Remember, your lodge members know you are in business, and if you can offer the proper inducements they will trade with you; otherwise they will trade elsewhere.

Did you ever stop to consider who are the successful men? Well, look around you and size a few up. The successful merchant, the self-made man, has many acquaintances, but few friends. He is generally brusque in manner; never attends lodges, balls, etc.

His one aim is his business, to which he pays close attention. The younger generation and under clerks think he is not enjoying life and will tell you that, with all his money, they would not exchange places, and so forth; but still his business grows, and the more his trade expands the closer he seems to draw the lines of friendship. He realizes that his friends did not build him up. He realizes that it was his undivided attention to his business, and nothing else, that put him where he is, and he therefore has no time to devote to so-called friends.—Shoe Retailer.

### Makes Women Less Womanly. From the Woman's Home Companion.

It is impossible for woman to engage in any business life without losing at least a little of that softness and—well, call it irresponsibility if you will, that once formed her chief charm. She may gain the more solid qualities of mind, but walk she ever so circumspectly her eyes will be opened upon the hard facts of life and the practicalities of a most prosaic world will rub a little of the bloom off the peach. As a matter of self-protection and self-interest this may be a good thing for the woman who must enter the arena of every-day life and work early.

But upon those married women who are more or less secretly propagating the gospel of discontent, as well as the single woman of any assured income, I would urge Mr. Punch's celebrated advice: "Don't."

The present epidemic for young men does not prevent the old fellows having lots of fun when they have the price.

## Men's Work Shoes



### Snedicor & Hathaway Line

No. 743 Kangaroo Calf.  
Bal. Bellow's Tongue. ½ D.  
S. Standard Screw. \$1.75.  
Carried in sizes 6 to 12.

Geo. H. Reeder & Co.  
Grand Rapids

IF YOU WANT TO SELL YOUR  
REAL ESTATE OR BUSINESS

FOR CASH

OR BUY REALTY OR MERCANTILE PROPERTY  
WRITE TO

**WARNER**

REAL ESTATE **BROKER** MERCANTILE

GRAHAM & MORTON BUILDING

BENTON HARBOR, MICHIGAN



## THE NULITE

### VAPOR GAS LAMPS

**For Home, Store and Street.**  
The Nearest Approach to Sunlight and Almost as Cheap.  
**ARC ILLUMINATORS 750 CANDLE POWER.**  
**7 HOURS TWO CENTS.**  
Make your stores light as day. A Hardware house writes us:  
"We like your lamps so well we are now working nights instead of days."  
We also manufacture **TABLE LAMPS, WALL LAMPS, CHANDELIERS, STREET LAMPS, Etc.** 100 Candle Power seven hours ONE CENT. No wicks. No Smoke. No Odor. Absolutely safe. **THEY SELL AT SIGHT.** Exclusive territory to good agents. Write for catalogue and prices.  
**CHICAGO SOLAR LIGHT CO., DEPT. L CHICAGO.**

## From Maine to California

Applications are coming from every part of the country asking for agencies for the World's Only Sanitary Dustless Floor Brush. Merchants are beginning to realize what a snap it is to sell the "Dustless." Any woman can see just how this brush will save her lots of work. More dealers wanted.

Milwaukee Dustless Brush Co.,

121 Sycamore Street,

Milwaukee, Wisconsin



## Dry Goods

Weekly Market Review of the Principal Staples.

**Staple Cottons**—Heavy sheetings and drills are very firm and also the lighter weights. This is only in the line of the general tendency toward an upward movement in the general market, which, it is expected, will extend to all lines before long. Coarse colored cottons are very strong. In several lines there have been advances reported and others are expected daily. This is but the natural result of the long-continued stringency in this market. Every make probably is well sold ahead. Bleached cottons are fairly active but the division for cambric muslins is the liveliest. The leading tickets in these goods are well sold ahead, and many orders have this week been turned down because deliveries can not be made within the required time. There is considerable disappointment expressed by buyers over this, for they did not in most cases anticipate anything of this kind, and, being unprepared, are unable to decide what to do. Wide sheetings show no special feature, business continuing in a steady, uneventful way at full prices. Cotton flannels and blankets show about an average amount of trading at steady prices.

**Prints**—Staple prints are almost without exception in excellent condition from the seller's point of view, and a number of the most important lines have been so far oversold as to take care of the production for some time to come. Naturally prices have been very strong and easily maintained. There has been no change in the market for fancy prints, the demand continuing quiet. In other lines, such as percales, printed flannelettes, domets, madras cloths, etc. the market is firm and trading good.

**Ginghams**—Are perhaps in the most interesting condition. The market is very much against buyers, and shows no signs of becoming easier. Occasionally an odd lot can be picked up now, but the production is practically entirely taken care of by orders that have been in the hands of the mills for some little time now, and are being rushed by the buyers, who are in a hurry for them. Many of them are weeks old and should have been delivered long ago. The agents themselves are doing everything in their power to rush matters for their customers, but without very much effect. Fine ginghams are especially behind and the question of price does not enter into the matter in any way. Prices might well be advanced on these goods, although it would mean little at the present time. When production has caught up, however, it would mean something and might be very welcome.

**Dress Goods**—Business is progressing in a generally satisfactory manner in the dress goods market. The majority of lines are ready for the buyer and are open for his consideration either openly or covertly; in the staple division, particularly, the seller and buyer have got together in good style. A good number of lines of plain goods are in a well sold position—the season's production being wholly or largely taken care of. Salesmen who have been out on the road for some little time write very encouraging letters to their houses regarding the position and attitude of the jobbing trade, and what is more to the point, are sending forward orders of a character that speak for themselves. Stocks of heavy-weight dress goods carried over by job-

bers and retailers, while heavier in some sections of the country than in others, are generally reported of a modest character. The jobber has done a very fair business on spring goods, and as indications for spring retailing are considered very promising, they expect to clean out spring weight stocks in good style. The position of the cutting up or manufacturing trade is likewise considered a healthy and promising one, so that under the circumstances the dress goods trade feels that they have good reasons to look at things in an optimistic light. Buyers are operating with due regard to value qualifications and in accordance with their requirements. They are not plunging, but there is a suggestion of liberality in their operations which bodes well for the mills. The demand runs strongly to cloth effects such as chevots, broadcloths, thibet cloths, meltons, Venetians and zibeline effects; sheer single yarn effects, such as played so important a part in the spring season, are also factors in the business. Fancy waistings are making very fair headway, a number of lines having already attained a strong position in point of sales. The demand runs to the mergerized cotton effects, and likewise the medium and better grades of all wool and worsted goods.

**Underwear**—Every style of light-weight underwear has been placed, to a considerable extent, under contract, but, as has been the case for several years past, nothing has equaled balbriggans in size or number of orders. They have received orders far beyond any other styles. Another line that is particularly noticeable is that of union garments for both men and women. The business that is being transacted in lightweights in these goods is far ahead of that of any previous season. The jobbers on this account are preparing for an even better demand for fall goods of this style. There is promise now on the part of the jobbers that more orders will be placed for fall goods because of the growing feeling that they may not be able to secure quick deliveries and that if they want them before the season is well advanced, it will be necessary for them to get their orders in at once. In regard to prices, the general feeling to-day is that a reasonable price must be paid in order to have any assurance of the goods being delivered. To be sure, orders have been placed for the very cheapest lines, but the buyers have "hedged" by ordering at the same time higher priced lines of the same styles. Fleeced goods are, of course, the center of criticism and comment as far as prices are concerned, and buyers are wondering what part of their orders will be delivered. This past week has shown us perhaps the lowest point yet reached, \$1.65 per dozen, but those who have placed orders for these goods, admit that it is practically a gamble; if they get the goods they will have something that they can either make an extra profit on or use as a leader, and if they do not come, they have made provisions whereby they will have other goods.

**Hosiery**—The hosiery end of the market presents, this week, a good and healthful appearance. Mills are rushed to their limit. Jobbers are well sold up and the retailers are beginning to fear a scarcity of the popular styles. Prices, in the face of repeated efforts to weaken them, have held firm and the sellers see no reason for making any cuts, while conditions remain as good as at present. There are many lines of white hosiery for men on the market and sell-

## The Railroad Man



Be he Engineer, Fireman, Baggage-man or Switchman, appreciates the value and comfort of the "EMPIRE" make of overalls. They afford ease in every position, are unequalled for liberal cut, look thoroughly presentable, and at the same time will stand the wear and tear required by such work. Isn't it reasonable to suppose what is good for the R. R. man is equally desirable to others? We believe an "EMPIRE" OVERALL to retail at fifty cents will make more customers than any other sold at a similar price. It's the way they are "built" that does it. Why not give them a trial? Our salesman will call if you say so.

## Grand Rapids Dry Goods Company,

Grand Rapids,  
Michigan

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.

## DO YOU NEED STORE STOOLS?



We are making one of the best stools on earth. We can sell them the cheapest.

BRYAN PLOW CO., Bryan, Ohio

## CAPSHEAF

THE MODERN  
SAFETY PIN

Highly Endorsed  
by TRAINED  
NURSES



Will  
not  
Pull  
Out  
in  
Use

STIFF  
STRONG  
COILLESS

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

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

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

## AWNINGS

FOR STORES AND HOUSES



TENTS, FLAGS AND COVERS.

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

Directions for Measuring.

Measure 7 1/2 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.

## Cheaper Than a Candle

and many 100 times more light from  
Brilliant and Halo  
Gasoline Gas Lamps  
Guaranteed good for any place. One  
agent in a town wanted. Big profits.  
Brilliant Gas Lamp Co.  
42 State Street, Chicago, Ill.



ing well. They are pure white, with an embroidered silk clock of color or small effects in stripes, leaving white for the chief shade. There has been good trading done in these, and many of them will undoubtedly be worn this season.

Carpets—Business is reported good in all quarters and a majority of the mills are running their looms at full capacity. Duplicate business has shown itself only in small orders, but it is anticipated that a much more satisfactory showing will be made before the close of the present month. The carpet situation is a healthy one, both from the manufacturer's and jobber's standpoint and if present conditions continue a month or six weeks longer, which they are likely to, the spring season of 1902 will compare favorably with any season which the carpet trade of the country has ever experienced. From the start the season in  $\frac{3}{4}$  goods has been one of great activity, with no break in the amount of orders placed and now when the season has only a little less than two months more to run, there is business on hand sufficient to keep machinery going for at least half that time. On some lines, however, new business is not being entertained, as a sufficient amount of orders has been taken to last the remainder of the season. The fine and medium qualities of carpets are having a demand which has been seldom exceeded. Body Brussels, Wiltons and velvets are the leaders, with Axminsters and tapestries in a good strong position. In body Brussels and Wilton carpet sized rugs the demand has been such that production has not been equal to the call and one large manufacturer has over 4,000 rugs yet to make to fill his orders on these lines. These rugs have been the feature of the season and more is likely to be heard from them in seasons to come. They are a made-up rug usually 9x12 feet with a border. In the designs of this season, chiefly Oriental, they are very attractive and make a good selling card for the retailers. Smyrna rugs in the large sizes have been hard hit by these lines and only the smaller rugs in Smyrnas are in much call at present. A new Wilton carpet is to be put upon the market next season called the Sarah Wilton. John and James Dobson, of Philadelphia, are the manufacturers of this entirely new fabric and they have already taken out a patent on it. The new fabric possesses the advantage of an unlimited range of colors, and, as in other similar fabrics, the pattern goes straight through to the back. The design is more distinctly outlined on the reverse side than in any other carpet line. This feature makes it very durable and in spite of its wearing qualities and the possibility of color combinations and design, the manufacturers state that they will be able to place it on the market at only about 15 cents more per yard than their Imperial Wiltons. Ingrain manufacturers are beginning to report more business coming their way, especially manufacturers of the all-wool fabrics. Western jobbers are beginning to show interest in ingrain and have of late placed some large orders with Philadelphia mills. The ingrain business has been rather late in showing itself, but it is better late than never with the manufacturers, and what business is taken now has given them much encouragement for the future.

Curtains and Draperies—The drapery and curtain trade report a good demand for their lines. In draperies business is beyond the average and with the numer-

ous novelties and new fabrics coming out now and then, it keeps the trade busy. Among the new fabrics introduced in draperies is one called the cloudburst moria. This fabric is made entirely of silk, plain with a watered effect. In pinks, greens and reds it makes a very pleasing effect. It is said that applique reps will be among the leading novelties this spring. The applique will be an imitation of Russian or some other lace and on reps should make a good combination, but edging, it is said, will take the place of cords on draperies hereafter. Some solid silk tapestries in greens, reds and blues are being shown at \$10@11 per pair. The moria bring \$16@17 per pair. An imitation of taffeta silk is being sold quite largely for drapery purposes. This fabric comes at 35c per yard and is 50 inches wide. Cotton reps are in large demand and cannot be made fast enough to supply it.

#### Had His Suspicions.

Pat Murphy had run up a small bill at the village shop. He went to pay it, and wanted a receipt.

"Oh, we never give receipts for these small amounts," grumbled the proprietor. "See, I will cross your account off the book," and he drew a pencil diagonally across it. "There is your receipt," he added.

"Do ye mane that that settles it?" asked Pat.

"Certainly."

"And ye'll niver be asking for it again?"

"We'll never ask you for it again," said the other, decidedly.

"Faith, thin," said Pat, "and I'll be after kapin' me money in me pocket, for I haven't paid it yet."

"Oh, well," was the angry retort, "I can rub that out."

"Faith, and I thought as much," said Pat slyly.

The proprietor of that establishment now issues a receipt for the smallest amount.

#### Best He Could Think Of.

In a certain medical college a professor of chemistry asked a student:

"Suppose you were called to a patient who had swallowed a heavy dose of oxalic acid, what would you administer?"

The student to which the question was addressed is preparing for the ministry and takes chemistry because it is obligatory.

"I would administer the sacrament," he replied.

## Women's Belts

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

**Novelty Leather Works,**  
Jackson, Mich.

### 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.

## 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.

## 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.

WORLD'S BEST

**S.C.W.**

5c. CIGAR. ALL JOBBERS and

**G. J. JOHNSON CIGAR CO.**

GRAND RAPIDS, MICHIGAN.



## Hardware

### Mutual Relations of the Retailer, Jobber and Manufacturer.

The only fact which lends importance to a brief discussion of the subject at this time may be that recently in a sister state an organization of retail hardware dealers seriously considered the plan of eliminating the jobber from the commercial arena and so-to-speak build a cut-off between the retailer and the manufacturer, leaving the poor jobber high and dry on the rocks of disaster. And some Eastern papers have taken the matter up, having published articles on the subject designed to prove beyond peradventure of a doubt that such a plan might be carried out to a successful issue.

After looking over the ground carefully, I am more thoroughly convinced than ever that the manufacturer, the jobber, and the retailer, constitute a trinity equally necessary to the most satisfactory transaction of trade, are equally vital as organs in the commercial body.

At the outset permit me to lay down the following propositions which seem to me important in the consideration of the subject:

1. That the manufacturer is obviously indispensable to the transaction of trade.
2. The manufacturer can not ignore the jobber in an attempt to dispose of his product direct to the retailer.
3. The jobber is a vital necessity to both manufacturer and retailer.
4. The jobber will never find it profitable to cut out the retailer in his effort to transact business direct with the consumer.
5. The retailer is essential to the very life of trade, and he, in turn, can not avoid the jobber in his effort to save the jobber's profit, by purchasing direct from the manufacturer. All three are links in a mighty chain. Break any one of them and you destroy a magnificent commercial system which has centuries of success behind it, and generations to come will find it an indispensable tooth in the great gear wheels of material progress.

The manufacturer is the Genesis of our commercial life. From him emanate the finished products which form the basis of our trade transactions, like the vital organs of man's being which take the food and convert it into blood, sending it out through the arteries of the body, supplying life and action to every member; so the manufacturer appropriates the raw material; the iron from the mine; the timber from the forest; the thought of man's mind, and the strength of his muscle; and by the subtle process of manufacture brings forth the merchandise of commerce and sends it down through the great arteries of our business life, furnishing thereby the very life blood to our commercial body.

Let us suppose, for the sake of argument, however, that in order to increase dividends, the manufacturer conceives the idea of disposing of his goods direct to the retail trade with a view of saving the jobber's profit. three questions face him demanding a solution, as follows:

1. Will it net him larger returns to market his goods direct than under the time-honored jobbing system?
2. Will the service rendered on direct shipments, be satisfactory to the retail public?
3. A most vital question, at least so

far as the retailer is concerned, is how much, if any, of the profit thus saved by the manufacturer will go to the dealer in the shape of a reduction in prices. And I am going to leave this last problem for you to figure out at your leisure, for if there ever was an age when one set of men were willing, nay anxious, to give away any portion of their profit to another set of men, this is it.

It will be seen at a glance that in order for the manufacturer to render satisfactory service to the purchasing public in the absence of the jobber he must, of necessity, maintain a sufficient force of agents in the field and a line of distributing warehouses at strategic points in the territory; otherwise what will become of your fush and telegraph orders which go to the jobbers daily? Urgent needs must have quick response. If you become suddenly ill you cannot send to New York for a physician, but are most likely to call the neighborhood doctor, and the retail public will never transact its business satisfactorily on factory shipments.

Will it swell the manufacturer's profits to adopt the policy of selling direct to the retailer? My answer is, "It will not." No manufacturer or association of manufacturers comprising say, five or six of the leading lines, could successfully maintain such distributing warehouses with the necessary quota of salesmen and clerks, owing to the excessive cost of handling the goods under such a method. This will appear quite plain to you when you stop to consider that the stock of a jobbing house comprehends the product of several hundred manufacturing establishments, each in itself supplying many lines of goods, and each line pays its pro-rata of the expense of transacting the business so that under one roof, with one force of clerks and one expense account, the business is executed. No one line is heavily taxed, but all contribute to make up the great budget of the jobber's expense, thus making the percentage of cost to handle the goods under the jobbing method much less than under any manufacturers' distributing scheme where one-half dozen lines at most bear the entire burden, and the small manufacturer who could not possibly enter into such an arrangement must of necessity ship direct in small lots, thus causing the utmost discomfort to the country merchant.

The question of satisfactory service is not the only vital point to be considered before you relegate the jobber to the scrap pile of antiquity. You might get your pencil and do a little careful figuring on some other matters, for instance: You must first ascertain the freight rate on small lots from New York, Pittsburg, St. Louis, Cincinnati, and other manufacturing centers to your town, and deduct from this the carlot rate on the same commodities to your jobbing point, plus the local rate to the same point and make up your mind that "Jones" does not pay the difference in freight, but you do.

Another important matter that may concern you a little is the fact that under the factory shipment plan you will doubtless find it necessary to increase your stock at least 25 per cent., for it is now possible on rush orders to sort up in three days at the most by mailing your memorandum to your local jobber, and on telegraph and telephone orders your goods will be on your depot platform next day, while factory shipments would be at least two weeks on the road. Again, this excess of capital tied

up in the business would earn you absolutely nothing when it might be employed on outside investments at a satisfactory profit.

Therefore, with a possible 50 per cent. advance in freight added to the first cost of goods, and a certain 25 per cent. at least of dead capital invested in your business; the proposition certainly should have no attractive features to the retail dealer no matter how much the scheme might commend itself as a moneymaker to the manufacturers.

Another question in this connection which awaits solution by the retailer is the matter of credit. So long as our commercial structure is builded largely on the foundation of credit, so long will man need accommodations from time to time to tide him over the sand bars of failure, and a friend in need who will reach down a helping hand betimes and pull him out of the slough of commercial despondency.

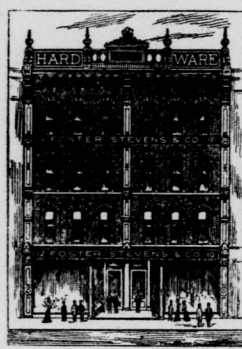
To-day any straightforward, honest retailer who will go to his jobber in a time of financial stress and lay his case squarely before him, if there is any merit in the matter at all, can get the necessary help to weather the storm and enable him to sail again under fairer skies in the peaceful harbor of financial safety.

Suppose, however, you cut out the jobber as some have suggested, and you do business with a resident agent, representing, as he may, several of the leading manufacturers, a man, no matter how much he might personally desire to assist you, nevertheless can not act on his own responsibility in important credit matters, but must refer your case to the home office for settlement, where it will be passed upon, not with a view of helping you over a difficult situation, but the question will be simply this: How can we get our money, and how can we get it quick?

Cut out the jobbing business and you would impoverish your State treasury to the extent of moneys paid in on taxable properties owned by these corporations within its jurisdiction.

Cut out the jobber and the inconvenience and delay in correspondence and the adjustment of claims and errors would alone be a very serious matter.

Cut out the jobber and where will the traveler be with his friendly advice as to market conditions on staples? Many a dealer new at the business has been piloted over the dangerous rocks of failure by the clearcut advice and keen business foresight exercised in behalf of the dealer in whom he has taken a particular interest.



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

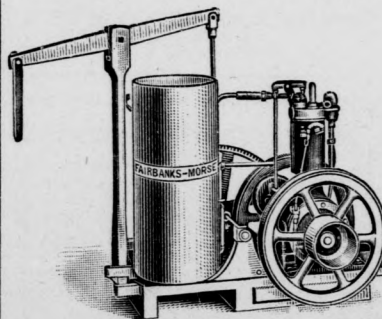
Foster, Stevens & Co.,

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



These are but a few of the reasons which appear on the surface, showing why the manufacturer and retailer combined can not side-track the jobber without serious disturbance to the business atmosphere. But as the mountain stream empties itself into the channel of the mighty river which flows onward to the sea, so must the manufacturer ever send his product out on the high seas of commerce through the time-worn channels of the great jobbing centers.

Now let us turn our attention for a moment to the jobber in his relations to the retailer and the consumer. The question is often asked: May not the time come when large jobbing houses will be led to adopt the methods now employed by catalogue houses, at least so far as selling to the consumer direct is concerned, and instead of employing a large force of travelers and other expensive agencies which are now deemed so necessary to the proper prosecution of the jobbers' work, be led to draw the coupling pins on the expense account, and running right by the old town of Retailerville, never set a brake until they pull in at the end of the line at the new town of Consumerville?

But before the jobber casts aside his old friend, the retailer, as a useless link in the chain of events, he must himself make some careful calculations. The first questions to be solved are the same as those which the manufacturer must work out in his direct relations with the retailer, namely: "Will it pay larger dividends?" "Is it a safe proposition?" "What are the objections to be overcome in its realization?"

The first stubborn fact that blocks the track is, that in order to consummate such a scheme successfully it would be necessary to throw overboard the time honored credit system now employed between the jobber and the retailer, and in its place must be established the same method now pursued by the catalogue houses, namely: that of doing business on a strictly cash basis. And let me say, that the fond hope of the realization of this scheme exists solely in the theoretical brain of the man who has never had the sweet experience of closing a long past due account into a slow note, nor has never had a vital connection with a crop failure.

It is a very difficult matter for the jobber to keep in touch even in a nominal way, with the financial standing of the several thousand retailers who make up his list of customers, but multiply this number by the average number of customers tributary to the ordinary retail dealer, and you can get some conception of the serious proposition which would face the jobber in doing business direct with the consumer on a credit basis. But you say, the catalogue house operates successfully on a cash basis direct with the consumer, why may not the jobber be tempted to do this also? The answer is simply this: That the amount of goods furnished to consumers by catalogue houses, as compared to the enormous proportion handled through jobbing concerns, is not worth consideration here, and let me say further: That if these same catalogue houses were compelled to supply the entire demand, within a year they would either be out of action or trying to do business on a credit basis; or, what is infinitely better still, would be utilizing our old-time friends, the retail merchants, as a medium of distribution.

If this was not sufficient cause to keep the jobber in his proper sphere of action there is yet another sufficiently potent.

The account of the country merchant with his jobber is usually of such an amount as to warrant legal action in the collection of the same when the painful necessity arises, but in doing business with the consumer direct no one account would be large enough or of sufficient importance to justify such action, nor would such a course be advisable against his client. You retailers can take crop, live stock, or implement security on these small accounts, but no jobber could pursue such a method, where in many cases he is located hundreds of miles remote from these small debtors.

Another reason why the jobber can not go direct to the consumer for his patronage is the fact that not a little of the business transactions of the country merchant is on a basis of an exchange of commodities; butter, eggs, cattle and produce of all kinds are exchanged for the merchandise carried by the retailer, while the jobber in his direct dealings with the consumer would be compelled to ask cash or bankable notes in settlement.

There is a bond that unites the jobber and the retailer stronger by far than ties of affection; it is the bond of absolute necessity. Bound together by common interests they can never be divorced so long as dependence of man upon man plays such a vital part in the execution of the business of this world.

The manufacturer supplies the merchandise of trade to the jobber. The jobber in turn maintains great depots of supplies in the very heart of the territory tributary to him, thus facilitating the distribution of goods to the dealer, who in turn performs the same function to the consumer; in fact, the retailer is simply a pocket edition of the jobber himself. The jobber, in a measure, is the retail merchant's banker. He has a vital interest in his success. That success brings a smile of satisfaction to the faces of both, and his failure beclouds their brows alike, and may the time never come when the bond of sympathy and common interest which now binds them so firmly together is broken, but shoulder to shoulder they may go forth armed with a firm faith in one another, and in the everlasting truth and justice of the great God above, to conquer every foe that stands in the way of a legitimate profit on a legitimate business. Let me not close without paying tribute to whom tribute is due. The manufacturer and the jobber need no eulogy. Surrounded, as a rule, by every comfort which life in a large city can bestow and wealth supply, knowing not what hardship and sacrifice mean in the truest sense; but let me to-day sound the praises of the man who has the courage to cut loose from the blessings which city life affords to himself and family and faces squarely up to the hardships and privations of frontier life and, armed alone with the broad axe of faith in himself, and an unflinching purpose, hews his way through every difficulty to financial success. Men who stand on the skirmish line of civilization, fighting at all times in the vanguard of commercial life, assailed by every conceivable foe; lack of moisture, too much rain, too many bugs, blighting frost and withering heat; now fighting the common foe, "the catalogue house," again threatened by depression in the values of farm production; never sure of a harvest at anytime, but, like the sturdy oak, they stand defying the storms of life, and with a courage born of hardship and suffering, pluck success out of the very jaws of defeat.

P. W. Lyon.



## E. Bement's Sons

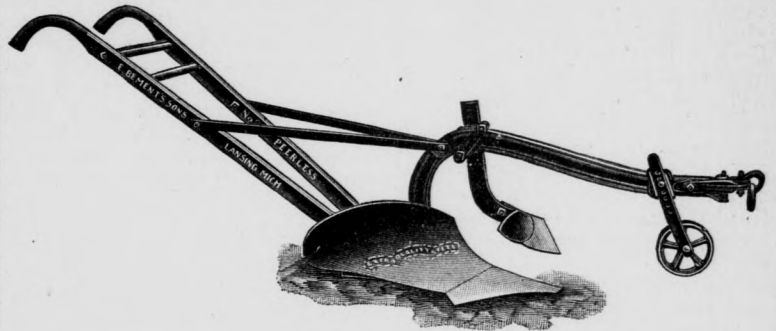
### Lansing Michigan.

**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



## SENIOR STOREKEEPER.

**His Opposition to a Competitor at Wayback.**  
Written for the Tradesman.

Uncle Danny's little scheme did not work.

His suddenly conceived idea that a few soft words and a little show of friendliness might turn Si Green from his determination to start a store in Wayback was a failure.

Si was going into business. That much was sure. To just what extent he would participate in the commercial game remained to be seen and it was with ill-concealed anxiety that Uncle Danny watched the simple preparations being made.

First Si moved his woodshed out to the road and had it sided and painted. Then he put in a good matched floor, shelved up one side and had a counter made that he thought would answer his purpose. It wasn't a beauty, but it was nicer than Briggs' and that counts for a good deal in Wayback. Uncle Danny's caustic tongue ran relentlessly as the work progressed.

"Anybody kin fix up an old woodshed and paint it yaller," said he, "but it takes a feller with a head on him to make a business place outen a hog pen. Green thinks it's a snap to run a general store, but he'll find out a thing or two when he comes to try to b-u-y his goods. That's what'll tell. Jest wait till he comes to b-u-y 'em." And then Uncle Danny would walk around the store uneasily, but always bring up in the little cage where he handled the United States mail. Then it was his custom to take a surreptitious look through the side window, which commanded a view of the new business place, and not infrequently he sighed deeply at what he saw.

Yet in spite of the warnings and predictions of his competitor to be, Si went calmly on with his preparations, and one morning when the stage stopped at Wayback while the mail was "changed," Si Green, resplendent in a red and green necktie, his very best suit of clothes and a pair of freshly tallowed boots, engaged passage for Central Lake and announced that he was going outside to buy a stock of goods.

Just what is meant by "outside" is rather difficult to determine, but, speaking broadly, it is a term that to the average resident of Northern Michigan implies any old place the other side of Cadillac, but presumably, and perhaps preferably, a good ways beyond.

Si boarded the stage, the driver cracked his whip, the horses bounded forward and the equipage vanished in

a cloud of dust. There was a little cheer from the small crowd of men who watched the departure and then all was over—over for them, but not so with Uncle Danny. The luster of similar performances of his own was dimmed and a new star had arisen in the Wayback firmament. There were others in Wayback now, and Uncle Danny could no longer wear his laurels unchallenged. Something new had come into his life—something hideous and appalling. He had been able to regard the newly-sided woodshed with complacency and he had put up a bold front and sneered at the "amateur merchant" when the chance of having a competitor seemed remote and improbable. But now that Si had really started out to buy goods and had departed with perhaps even greater eclat than Danny ever had, the whole matter seemed to him like a horrid dream. It was so unreal and so grotesque and so monstrous that he could scarce believe it true, yet it haunted him through all the long, tedious day, and he lay awake that night thinking it over and wondering if things could ever seem the same again.

Three days after that several businesslike envelopes came to the Wayback postoffice addressed to Silas Green, and Uncle Danny judged them to contain invoices of goods. And among his personal mail were two letters that interested him especially. They were requests for prompt information relative to the standing, worth and business ability of one Silas Green, Gen. Store, Wayback, Mich. "How long in business," "prospects of success" and a proper rating were matters of the deepest interest to the commercial agencies that had sent them.

Mr. Briggs poured over them long and intently. If Si were ever to want a dollar's worth of credit—which, should he aspire to soar to commercial prominence, he was sooner or later sure to need—now was the time, once and for all, to clip his wings. So Uncle Danny sat at his deal writing table, nursing his wrath and cogitating over the answers with which he should fill the blank spaces in the printed forms he had received. He determined to make a thorough and complete job of it; one that would leave no hole through which the smallest atom of credit or even ordinary commercial respectability might trickle. He had decided to kill off his competitor, body and soul, at one fell swoop. And so narrow was he, so blinded by arrogance and his own self-interest, so certain that Si Green was doing an unjust and a wicked thing to endeavor to capture a part of the busi-

ness of the Wayback community, that it never so much as occurred to him that he was not only doing a foolish and underhanded, but also a very wrong act when he filled out the blanks that had been sent to him as an honorable business man for fair and impartial treatment.

A few days later Si Green returned to Wayback. He said he had bought a big stock of goods, but that the wholesale houses in Grand Rapids and New York and Shecawgo were a little shy of some of the things he needed, and that the stuff would be along pretty soon. Uncle Danny smiled grimly when he heard of it, winked knowingly at the crowd and said he guessed the wholesalers had a plenty of truck to let go, but that they were a leetle mite petickler who they put it out to. Then he called attention to his own stock, and sug-

gested that it would be well for anyone needing warm goods for winter to lay in a supply at his store, rather than wait until the season was half gone and then have to buy of him after all.

In spite of all Uncle Danny had said and done, it began to look as though Si was really going to have a stock in his store. Every time the stage came in, it unloaded something or other at Green's. To-day it might be a small shipment of baking powder with a lot of glass vases to be given away to the consumer, and to-morrow a couple of cases of flavoring extracts of a brand that Mr. Briggs had never before heard even the name, and the next day a box and three or four pails of some kind of candy the Waybackers declared was the best they ever saw. Then the word was passed that Si had free cigars on tap and that night nobody loafed in Briggs'

## 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.

## A Soldier's Duty

is to obey orders. A grocer's duty is to keep in stock what the people want. When such goods pay him a good profit the duty becomes a double one—to himself as well as to his customers. **Standard D Crackers** are what the people want and pay the merchant a good profit.

**E. J. Kruce & Co., Detroit**



# SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

### FINE CUT

UNCLE DANIEL.

OJBWA.

FOREST GIANT.

SWEET SPRAY.

### SMOKING

HAND PRESSED. Flake Cut.

DOUBLE CROSS. Long Cut.

SWEET CORE. Plug Cut.

FLAT CAR. Granulated.

### PLUG

CREME DE MENTHE.

STRONG HOLD.

FLAT IRON.

SO-LO.

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



place but old Daddy Whalen who dropped in for a tilt at checkers. Danny played poorly that evening, for his heart was not in the game, and his mind wandered again and again to the woodshed where Si Green was holding court and dealing out twenty dollar cigars to the assembled natives.

The next day Uncle Danny opened his store as usual, but nobody came to buy. At 9 o'clock the stage drove up, the mail was taken out of the bag and the few letters that belonged to Wayback parties were assigned to their respective cigar boxes. Then all was quiet again. Ten o'clock found Uncle Danny bent over a basket of eggs he had bought the previous day, busying himself sorting out the larger ones for his own use. There were a good many small eggs in the lot, but that did not trouble him particularly, because he expected to put them in the bottom of the crate anyway, and he knew he could sell them to Cameron or Thurston or some other sucker at Central Lake, and that he would get the same price for them that they paid for the larger sizes he intended for his own table. There was one large double yolked specimen, however, that troubled him. At first he laid it in his own pile but something unusual in its appearance led him to take it up again and examine it more closely. He shook it, smelled of it, held it up to the light, balanced it in his hand alternately with another of equal size and, finally, with a sigh of doubt, laid it among the small eggs. Once alongside the little ones, however, it looked so strange and out of place by contrast, and seemed like such a big one to sell to another dealer that he again picked it up and proceeded once more to give it a rigid inspection. For the second time he held it between thumb and finger, and tried to determine by the faint light that percolated through its shell whether or not it was good, and had just decided to let it go with the small eggs, when the store cat, the apple of his eye, the creature that keeps the Wayback mice in a state of continual terror, jumped from a nearby shelf upon Uncle Danny's shoulders, startling the old man and causing him to drop the egg among the extra choice selection he had laid aside for his own use. The result was a loss of three eggs besides the doubtful one, which, in breaking, proved itself to be perfectly fresh.

Uncle Danny seized the erring feline with one hand and started for the door, spanking it soundly as he went. Cats are cats, and while this one was as meek and gentle as the majority, it still retained the instinct of self-preservation, so it may not be charged against it in the final reckoning with cats that at this harsh treatment it squirmed into a favorable position and then set every claw deeply and firmly into Uncle Danny's wrinkled hand. With a profane howl he threw the offending animal through the open door.

Mr. Briggs was still saying things to himself and wiping the blood from his hand with a red cotton handkerchief, when stuttering Bob Adams came whistling down the road and, with a skip and a jump, bounced into the store.

Bob is 15 years old, full of life, and he never allows his lingual infirmities to interfere with the due course of a business transaction.

"How much ye pup-pup-pup—" "Don't deal in dogs," said the merchant promptly. He was still smarting from the effects of his cat scrape and

did not feel in a mood to be gentle or forbearing with the youthful customer. "No, not that," said Bob. "I say, what do ye pup-pup-pup-pay fer abu-abu-abu-abutter?" he finally gasped, all out of breath.

"Sixteen cents," replied the merchant, curtly, still mopping blood.

"Well, but Si Gug-Gug-Gug-I say Si Gug-Gu-Gu green he pays S-s-s-seventeen sus-sus-suents over to his store."

"Then why in time didn't ye sell to him an' not come around here botherin' me when I'm busy?" asked the merchant sharply.

"I would, only he didn't have no sus-sus-sus-I say he didn't have no sus-sus-sus—"

"Didn't have no suspenders, hay?" interjected Uncle Danny disdainfully. "Wall, that won't be nothin' fer him arter he's be'n in business a leetle longer. He won't have no shirt an' no other clo'es nuther."

"No, not that. I say he didn't have no sus-sus-sus-sugar. Can't ye pay me as much as him?"

"I kin, but I won't. Butter hain't worth no more'n sixteen cents. I've got my prices an' that's all the' is to it. Green'll be a candidate fer the poorhouse afore spring, an' I reckon I'll be the one that'll haf to support him then the most of anybody," said the merchant, reaching for the basket. His hand had stopped bleeding now and, on second thought, he decided to exhibit some little inclination to do business.

"I want two pound of hog's tut-tut-tut-taller, an' a cuc-cuc-cuc-cucan o' lamp gug-gug-gug-grease an' the bub-bub-bub-bubalance in sus-sus-sus-sugar, an' pup-pup-pup-pupaw says if ye don't give bub-bub-bubetter weight 'n ye gen'ly d-d-d-do, he's gug-gug-gug-goin' to trade all the time to Gug-Gug-Gug-Green's after this."

Uncle Danny flew into a rage. "You tell yer paw that I said if he don't settle up an' pay me all he owes me by to-morrer night, I'll sue him afore a jestic of the peace ateen now an' Sat'd'y if it costs me every cent I'm woth. D'ye hear?"

"Yes, but ye can't cuc-cuc-collect nothin' from paw. He hain't gug-gug-gug-got nothin'," retorted the youth with a ring of pride in his voice. "So ye can just cuc-cuc-cuc-crack ahead as soon as ye pup-pup-pup-please."

"Well, by the Eternal!" ejaculated the Seer in astonishment. Never before had any of the Adams family spoken to him like that, and he had come to believe that he owned them and their trade and that they were as dependent upon

him as his own pet calf. "Can't collect nothin'!" repeated the merchant. "Can't collect!" he roared, as his mind began to adjust itself to the enormity of the statement. "I'll jest see about that. Here's five pound an' a half o' butter I can levy on right now. That comes to eighty-eight cents. I'll jest give yer paw credit fer that fer fear he might want to send back the goods an' git the money fer 'em. Now you take yer basket an' skate home an' tell the old man I want to see him in here to-day. Tell him he needn't wait till after supper neither, an' if he thinks the' hain't no hurry, jest remind him of the bird's-eye maple logs he stole offen railroad land last winter, an' ask him if he minds of me comin' along there when he was to work a gettin' of 'em out."

There was a little noise of cheering up the road and Uncle Danny shuffled into his office again and looked out to see what was going on. The sight that met his gaze was not one calculated to soothe his feelings, for it was a lumber wagon that had stopped in front of Green's store, and it was piled high with boxes, barrels, bales and packages of goods, and the whole was topped out with a bundle of brooms with the reddest handles that Uncle Danny had ever seen. It was the first real, good sized load of merchandise for the new establishment; but perhaps the most unsatisfactory feature of the spectacle was the crowd of fellows that had gathered about the wagon. There was Hent Liscomb and Tug Bailey and Limping Mose Turner and Stingy Green Peterson, and a lot more, all swinging their hats and cheering, while, the most cruel cut of all, old Daddy Whalen stood on the store steps, smiling complacently at the exuberance of his fellows, and, when the yelling was over, he turned and with the others, just as though it had been one of his fixed habits of life, walked calmly and easily into Green's new store. Geo. L. Thurston.

The early bird in politics catches lots of things even worse than worms.

## THREE GOLD MEDALS PAN-AMERICAN EXPOSITION

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of  
**PURE, HIGH GRADE COCOAS AND CHOCOLATES**

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.  
Dorchester, Mass.

Established 1780.

That's the One!!

The Ann Arbor Quick Lighting Gasoline Lamps

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

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

Good fishermen usually fish where there is good fishing. Their success depends upon it. Likewise the best bread bakers are careful to use the best flour. Millions use CERESOTA in preference to any other.

OLNEY & JUDSON GROCER CO., Grand Rapids, Mich.  
Distributors for Western Michigan

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 <p>INSIDE ARC LIGHT 1000 CANDLE POWER 2 3/4¢ PER HOUR</p>	 <p>SINGLE INSIDE LIGHT 500 CANDLE POWER 3 3/4¢ PER HOUR</p>	 <p>OUTDOOR ARC LIGHT 1000 CANDLE POWER 2 3/4¢ PER HOUR</p>
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**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.**



## Woman's World

Inevitable Result of the Lack of Discipline.

In New York a young girl, only 20 years old, exquisitely beautiful, delicate and refined looking, is being tried for the murder of her sweetheart, a lad only 20, also. In many ways the case has hardly a parallel in criminal annals, but sad and tragic as it is, the most appalling feature is the searchlight it has thrown on the way in which the average child is brought up in this country and the utter lack of discipline that prevails in the average American home.

For these two unfortunate children do not belong in any sense to the criminal classes. They came from respectable people and good homes and church-going parents, yet it has been shown that they were left absolutely to follow their own desires and caprices, without guidance or hindrance, and to go the road that led them to ruin. The girl made friends of whom her parents knew nothing. She would absent herself from home without their knowing where she was and they accepted her excuse that she had been at "Maud's" or "Sallie's" without investigation, and when at last the worst befell her that could befall a girl, they turned her from home and shut the door in her face.

No thinking person can hear the story of this girl's life without feeling that it is her mother and father who ought to stand arraigned before the bar of justice to answer for the crime instead of her, but, criminally careless as they were, they do not stand alone. All over the country there are thousands and tens of thousands of other mothers and fathers equally reckless of their daughters' safety, and that the tragedy of this poor girl's life is not oftener repeated is the mercy of God and not the fault of the parents.

There is no other thing on earth that begins to compare in its importance with the responsibility a man and a woman assume when they bring a child into the world and there is nothing else they regard with such light-hearted, devil-may-care indifference. The little life is theirs absolutely to dispose of as they please, to fashion into beauty or warp into hideous deformity. Nowhere else is the inexorable law of cause and effect so relentlessly worked out as in the way children are brought up and yet every day we hear parents cowardly taking refuge from their own duty behind the excuse of saying that they had "bad luck" or "good luck" with their children according to the way their offspring turned out.

The luck theory was a comfortable one, and it let the parents off easy, but the trouble is that it won't hold water. There is no luck in the matter. It is all logic. Last summer I saw an ignorant mother give a teething baby a cucumber pickle to eat and heard a doctor remonstrate with her. "Why," said the woman, "I have had thirteen children and I raised 'em all that way." "How many have you alive now?" asked the doctor. "Well," replied the woman, her eyes filling with tears, "I had awful bad luck with my children. Every one of them died while they were babies."

We may smile at a story such as that, but in our way we are just as purblind and ignorant and are taking just as many chances with our children, in the hope that the calamity that we are inviting won't overtake them, and it is time that parents wake up and face the

fact that they are responsible for the physical, the mental and the moral welfare of their children.

We talk about the duty of children to parents. It is nothing to the duty of parents to children, and in all my experience I have never known one successful man or woman or one ruined life that I could not trace right straight back to the father or mother who had formed the character of that person. Oh, but you say so many good people's children turn out so badly. Very true. Some of the best people in the world are the biggest fools. The unwise restrictions that a saint puts on his sons may send them out into the world to plunge into every sort of debauchery, while the worldly wise counsel of a father who is a professional gambler and sport may keep his boys straight. There is judgment in all things and, with the best intentions to save them, many a parent steers his children on the rocks instead of away from them.

The first place in which parents fail is in establishing their authority and in inculcating a habit of obedience in their children. Everywhere I go I see mothers who throw up their hands helplessly over some girl or boy of 10 or 12 years of age, and say that they can not manage Susie or Johnnie. That is the beginning of the end. In a little while Susie and Johnnie want to run the streets and they do it. They go to places that their parents do not approve and nobody can hinder them, and when the time comes when they stand in deadly peril nobody has the authority to save them from their own folly. All morality, all government, all religion hinges on obedience, and any parent who fails to teach it to a child has failed in his first duty.

The next place in which parents fail is in their carelessness. If any one should load all his treasures of gold and silver and jewels—everything that makes life worth living—on a ship and send it out to sea in charge of a pilot who was utterly ignorant and inexperienced and who had no charts to steer by and knew none of the reefs that lined the coast along which he must sail, we should say he was crazy, but that is precisely what we do with our girls and boys.

It is a pleasing illusion to think that our Maids and our Toms are so extremely clever that they can take care of themselves, but it is not true. Eighteen and twenty years were never wise. It is impossible that they should have the mature judgment that comes only of experience, the wisdom to fathom motives and pierce deceit, the caution that looks forward and sees the baneful results that may come from indulging in the whim or temptation of the moment.

Yet we let our children run these risks. There is no middle-aged woman, who, looking back over her own life, does not remember with a shudder some act that she did in childish ignorance and innocence that still might have wrecked her life. She wonders what her parents were thinking of to let her go on journeys alone; to make acquaintances of men whom they did not know; to write letters, of whose contents they were ignorant.

I know these are common American customs, but they are none the less dangerous for all that. Only last year a beautiful and innocent young girl of my acquaintance barely escaped being dragged into a most disgraceful scandal on account of some silly and sentimental letters she had written to a man she had met on the train, and for months several

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Detroit Office, 111 W. Larned St.

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You will make no mistake in ordering

## Favorite Sweets

THE FAMOUS CANDY

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Traverse City, Mich.



of us were called on to help another young woman who had married a man she had known only two weeks, and who deserted her, leaving her penniless and nameless, for he had married her under an assumed name. Both of these girls had mothers—good mothers, loving mothers—but one may well ask, where were they when their daughters were doing these silly things, so disastrous in their consequences? I tell you that any mother who does not know where her daughter is, whom she associates with, what sort of letters she writes, and what sort of gush she talks over the telephone, is failing in her duty.

Another place where parents fail is in lack of companionship. I suppose every father and mother desire their children to confide in them and resent it when Maud and Tom go to other people with their plans and hopes and troubles, but you can not compel confidence. You must win it, and the average parent's attitude towards their children is either weakly indulgent or tyrannical.

If a father sneers at all the young men who come to the house as being fools and brainless fops, how can he expect Maud to come to him with her first, shy, sweet love story so that he can advise her from the depths of his knowledge of life and men? If he storms and raves whenever Tom mentions he has been to the races, how can he expect Tom will come to him when, boy-like, he loses more than he can afford? Yet right there is the father's opportunity to steady the boy to point out his folly and the inevitable fatal consequences of gambling.

Every man and woman know that the first part of life is the part that counts. Things that tempt us in our early youth do not tempt us later, and the girl and boy who can be gotten safely through the first twenty miles of the journey of life are almost sure to go the rest of the way without disaster. Is it not up to the men and women who have traveled this road, who know its dangers and its pitfalls, to guide these little pilgrims safely out into the high road of manhood and womanhood? Dorothy Dix.

#### American Women Best Dressed.

Robert Hichens, in his recent protest against what he describes as the overdressing of English women, says that while lunching at a fashionable restaurant in London recently he saw a duchess, a princess and several other titled women, all of whom looked more like demi-mondaines than English ladies.

He also says: "There is one dreadful word in the language, one of the vilest, the word 'showy.' Our overdressed English women are often nothing more nor less than showy."

But there is one still worse word in the language, where it is applied to the condition of the weather or to a woman's dress, and that is "sloppy," and it must be said that while the overdressing of the average English woman seen in America is in no way in evidence, an odd flatness and a distinctive looseness of coiffure and attire generally are so marked that one often hears at a theater, a concert or in a hotel dining room, "Couldn't you tell she was an English woman?"

The odious comparison which Mr. Hichens draws shows him strangely uninformed. No women in the world to-day dress with the perfect taste of the Paris demi-mondaines. In their carriages and upon the Bois, at Monte Carlo, Nice and other resorts they are always remarkable for the marvelous

simplicity that marks their gowning.

Their gowns are marvels of fineness and of cut and are hooked with gold and silver and lined with the rarest of silks and lace, but externally they are as simple as the gown of a country girl. They have substituted the wearing of natural flowers for jewels, although their jewel cases are overflowing.

In London there seems to be a tendency to copy from the gowns worn by fashionable actresses, just as the women of New York now order their modistes to copy certain frocks from popular plays. But the trouble is that while on the New York stage one sees only the most perfect of Paris frocks, modified by the taste of their wearers, the London stage just now is running wild over classic effects in dress, long lines, Greek draperies and endless "tails," for that is what they call trains in the British capital.

This sort of thing is all right on the stage, for it is a fad in London for the best artists to design gowns for the reigning actresses. Then the aesthetic wave that struck London so hard and that finally succeeded in killing the tailor gown years after the wave's recession left the fancy for girdles, for thinness, for chains and loosely arranged hair.

Aesthetic effects in dress when designed by an artist and shown behind footlights are entirely different from the same effects when concocted by an inferior dressmaker for house, and above all, for street and theater wear. The cheap imitations become absurd, almost grotesque.

English women have always leaned to the odd in dress. It cannot be called over-dressing or any but eccentric dressing. From them we have obtained the idea of leather hats, with fur or roses as a garniture, weird and wonderful rain coats of yellow oil silk, box-backed, and with collars of red or of hunter's green velvet, and even coats made of the skin of colts, this last garment having been worn recently at a London festivity and creating a sensation.

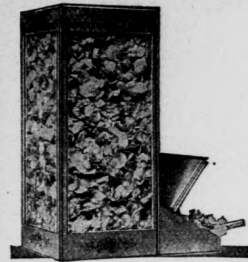
The success that the American modistes have had within the last few seasons is largely due to the fact that they have assimilated the best in the way of fashion that comes from London and Paris and toned it down with their own taste.

Take, for instance, the hats that are now shown in the millinery shops and in the millinery departments of the big stores in New York. They are called Paris models, and they are actually from Paris, or else are close copies of the first Paris hats of this spring. They are extreme to an absurd degree.

They show queer effects, such as strands of heavy jet beads that flap like chains and add pounds of weight to a hat. There are long sashes that reach half way down the back and perfect gardens of the most brilliant flowers in sudden flares at the side and back.

These hats are all you can find in the shops to-day, but you will not find them on the heads of smart American women. They have too much intelligence and individuality to put such things on their heads. But already the leading milliners and designers are building and copying these sample hats, using the ideas but modifying them in every way.

It is an odd thing that the French fashions never become really charming until they are thus toned down by American taste. The very best dressed women in Paris to-day are Americans. Cora Stowell.



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In a Show Case, as per cut, with 10 lbs. net Red Seal Brand for

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This offer is first cost on case. We furnish direct or through any jobber in 10 lb. boxes, 20 lb. kegs, or 30 lb. barrels bulk, to refill cases. In cartons ½ lb., 1 lb., or assorted, 24 lbs. to the case. Prices on application.

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Absolutely pure.

Best quality.

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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



## Poultry

### Peculiarities Pertaining to the Handling of Poultry.

If we have had an erratic and fluctuating market for eggs during the past few weeks it is nothing at all unusual to a winter egg market; and while values have gone up and down considerably the fluctuations have not been so radical, until the final slump, as on some previous occasions under similar conditions. The nearest analogy to the recent situation was experienced in 1899. In that year we had mild weather during December and January and although the arrivals were quite moderate—very little more than during January of this year—the tendency was strongly downward, the price of Western falling from 29c on January 1 to 17c later in the month. It was during February that the conditions more closely resembled those of the current year. Intense cold weather covered the country from February 1 to 15 in '99 and there was a rapid advance to 30c early in February, after which the market made rapid and radical changes under a constant expectation of increased supplies and a failure to realize them as soon as anticipated. There was a down turn to 23c, a later up turn to 35c, another slump to 23½c, another momentary rise to 30c (under almost identical conditions as prevailed here early last week) and then came the final slump. After a pinch for eggs on March 2, '99, under which 30c was established the receipts for the week ending March 11 rose to 45,000 cases and the market went down by jumps to 14c, settling to 13c by March 18 under receipts of nearly 94,000 cases.

\* \* \*

I review this situation in 1899 simply because the conditions of weather and supply were so similar to those experienced this year during the same time. Taking the two years in comparison the stock of refrigerator eggs was in both years, cleaned up during January; the January receipts at New York were within 3,000 cases and the February receipts within 4,000 cases of the same quantity. Taking both months together the receipts were just 2,000 cases less this year than in 1899. But a remarkable difference in the range of prices is to be observed during the month of January. In 1899, under almost identical receipts and very similar weather conditions in the interior the price of fresh Western fell to 17c, while this year it did not go below 25c. Under the influence of later cold weather and higher range of prices the action of the market was more nearly similar on both occasions. It remains to be seen whether this similarity will continue during the spring drop to speculative basis or whether the causes which led to so much higher level this year in January will again prevail.

\* \* \*

As to the latter question there are some interesting considerations. It will be remembered that 1899 was the year in which storage operations met with such generally disastrous results. Production began very late, lasted long, and was followed by a fairly good fall production. Storage was carried on all summer and it was October before any large use of refrigerator eggs was profitably possible. The cost of April stored eggs ranged from 13@14½c at New York. It is to be observed that there has since been a gradual and almost constant rise in the average yearly

value of eggs under steadily increasing receipts, indicating either that production has not increased as fast as population, or that the growing financial prosperity has encouraged a larger consumption relative to the population. The latter condition is generally recognized as the most potent factor in producing the higher level of values. But granting that the consumptive capacity is somewhat greater at a given price than was the case some years ago it is altogether probable that other conditions have had an important bearing in influencing the favorable outcome of refrigerator operations in the years 1900 and 1901 and that a reversal of these conditions would again lead to unfavorable results. The early reduction of spring and early summer storages last year (which had so important a bearing upon the final outcome) was purely an accident of weather. Had the usual proportion of July and August egg production been saved for consumption instead of being materially reduced by waste incident to abnormal heat, there might have been a very different condition of affairs in the later markets. The prices paid for April goods in New York in '99 were only 13@14½c and yet the wind up was bad—very bad. This year, as then, free production has commenced very late; it is reasonable to suppose that it will continue late as it did then. And yet operators are talking 15c at Eastern markets as the probable storage point for April—some even have higher ideas. Let us remember that Dame Nature does not bestow her favors continuously upon egg storers, and that abnormal weather conditions, although they served last year to make a profitable wind up of an originally bad situation, are not to be depended on.—N. Y. Produce Review.

What may be the ultimate effect on the sugar industry of Jamaica through the recent action of the Brussels conference in the matter of bounties is largely a question of surmise, but from late reports of the trade of the island for the last year there are many signs that the planter has at last seen the fallacy of sticking to the single crop system. The reports on the whole are satisfactory and the expansion of exports of new product is very creditable. Coffee and cocoa cultivation are advancing along scientific lines and the increase in exports of these two commodities amounts to 7 and 8 per cent, respectively. Rum showed an increase of something like 10 per cent., while bananas and coconuts marked an increase of 32 and 35 per cent, respectively. The export of dye woods was greater by almost one-fourth, and in connection with this branch of trade it may be said that the island shows great capabilities in the way of future exports of timber. A project is also on foot for opening up the mineral resources, and this, if successful, would react on the railway revenue, which is at present in a very depressed condition. The island is also growing popular as a pleasure resort. The outlook, on these showings, seems to be brighter than for many years past, and perhaps the continued declination or inability of the home government to interfere in the matter of preferential duties on sugar may have been for the best. At least it has wakened up the planter to the fact that he must find other channels for his energies than cane cultivation, or starve, and that the old plan of putting all his eggs in one basket is obsolete, and hence the increase in miscellaneous exports noted above.

## JOHN H. HOLSTEN, Commission Merchant

75 Warren Street,

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Specialties: EGGS AND BUTTER.

Special attention given to small shipments of eggs. Quick sales. Prompt returns. Consignments solicited. Stencils furnished on application.

References: N. Y. National Ex. Bank, Irving National Bank, N. Y., N. Y. Produce Review and American Creamery.

## 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.

## 2,000 PAIR PIGEONS

20 CENTS A PAIR

DELIVERED HERE

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

F. J. SCHAFER & CO.,

EASTERN MARKET, DETROIT, MICH.

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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.

## 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.



**Flour and Feed Dealers as Seed Merchants.**

There is probably no class of merchants outside of the exclusive seed merchants so well situated to successfully handle a complete line of garden and vegetable seeds as the flour and feed dealers.

In the Eastern and New England States the up-to date flour and feed merchant long ago realized this fact and year by year the business has grown with them until it has become a very important part and one of the most profitable departments of their business. The feed merchant who builds up a garden seed business requiring an annual purchase of \$1,000 to \$2,000 worth of bulk garden seeds, can rest assured that the profits on his garden seed sales will pay the expense of the entire business and give him a good salary besides. There is nothing else in the whole range of merchandising that will do so much on so small an investment.

The dealer in feed and millstuffs comes into direct association with the general farmer, the dairyman, the stockman and all that class who derive their living from and contribute so much to the general wealth of the country by the cultivation of the soil.

Dairymen are gradually learning that to obtain the best results they must feed their cows a greater variety of food than was thought necessary a few years ago. And they have learned that a certain variety of mangels and sugar beets produces enormous tonnage per acre at a very small cost and, when properly gathered and cared for and given to the cows during the winter, adds wonderfully to the flow of milk, besides contributing in no small degree to the general healthy condition of the herd.

The growers of sheep know now that beans fed in proper quantities will fatten sheep quicker than any other kind of grain and that the flock will leave the best timothy hay when they can get good bean straw.

The horse grower has also learned that carrots are one of the best foods for horses. Not only do they act as a regulator for the system and are greatly relished by the horses, but their use adds a sleek appearance and greater luster to their coats. The breeders of fancy, high blooded horses always provide a certain acreage of carrots for winter feeding. The cost is very small for the yield is very large in tonnage.

The absence of local seed dealers has built up many great "catalogue houses" throughout the country who yearly expend many thousands of dollars in publishing beautifully illustrated books descriptive of the different varieties of garden vegetables. Some of these publications are valuable and a great aid to the planter of seeds.

Every merchant in order to be a success should attempt to supply all demands of the community in which he is located. If the people want garden seeds buy them for them, but always bear in mind that the seed business is done on honor and the buyer always wants the best seed that can be produced. No merchant should handle cheap or poor seed. Buy the best as cheap as you can, but never buy cheap seed at any price. And always bear in mind that it costs money, and time and thought, and care to produce good garden seed. The majority of flour and feed dealers have ample room in which to build a small bulk seed business, and most of them have ample time to personally serve their patrons.

Study the uses of the different vege-

tables, teach the farmer that his stock needs vegetable food during the winter just as much as mankind needs a variety of food. Get him in line of mere scientific farming and feeding, then as a merchant find out what he wants and supply it. There never is any money in getting into an old rut and staying there. If you would be a benefit to your community as well as a help to yourself in a financial way, you should handle every article that an up-to-date farmer needs, and of these there is none so important as a strictly first-class line of seeds. Let us illustrate: A farmer in Ohio applied to a flour and feed dealer for turnip seed. The dealer had only a box of last year's "5 cent package" goods. He sold the farmer a few of those packages. Just one-half of that crop never came up, the other half cost about five dollars in time to keep clear of weeds. The farmer "got sore," and the dealer writes us that he lost a good customer and that he will never bother with cheap package goods again, but wants the best in bulk. It cost that dealer money to learn. It costs you only the bother of a little trouble and thought. Finally: Never buy cheap seed and keep posted on local needs.

H. H. Harries.

**Good Reason For Keeping a Dog.**

A prominent dog fancier and wealthy man stepped into a grocery the other night and accidentally stumbled over a fat old German, who was sitting in a corner smoking his pipe.

Under his chair was the most remarkable specimen of a dog that the gentleman had ever seen. It had the appearance of a pug, with rough red hair and a long tail. It was impossible to resist laughing at the placid old man and his nondescript dog.

"What kind of a dog is that?" asked the gentleman.

"I don't know," replied the German.

"I suppose you use him for hunting?"

"No."

"Is he good for anything?"

"No."

"Then why do you value him so?"

"Because he likes me," said the old fellow, puffing at his pipe."

**Missing No Tricks.**

Madge—She's a great girl after the fellows, isn't she?

Marjorie—Why, that girl would have a man at her feet even if she had to break a shoestring to do it.

**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.

**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.

**E. E. HEWITT**

**WHOLESALE FRUITS AND PRODUCE**

9 North Ionia Street, GRAND RAPIDS, MICH.

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

**POTATOES**

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

**H. ELMER MOSELEY & CO.**

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Long Distance Telephones—Citizens 2417  
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**SEEDS**

CLOVER, TIMOTHY, FIELD PEAS

**SEEDS**

Send us your orders for seeds. Fill promptly.

**MOSELEY BROS., GRAND RAPIDS, MICH.**  
26-28-30-32 OTTAWA ST.

SHIP YOUR

**BUTTER AND EGGS**

TO

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

Buy your

**EGG CASES AND FILLERS**

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

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

**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.

**==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.



## THE VILLAGE GROCER.

His Relation to the Community in Which He Lives.

Written for the Tradesman.

A Muskegon county banker, who recently severed his connection with his bank in the jerky manner bank cashiers sometimes have a way of affecting, left behind him a note in which he declared that all his accounts were as straight as the proverbial string, but that he had fled the bank and the community because the business cares of an entire village were too much for any one man to carry upon his shoulders. His was a private bank, in which he was President, Cashier and fire-tender, and his letter indicated that every time the local hardware man decided to put in a new line of plows or the town milliner a new line of type in her advertisement, each went to the banker and talked it over with the financial head of the place.

This may be true, but the responsibility which rests upon the banker of a small town is as light as a crock of butter taken on subscription compared with the cares that are heaped upon the village grocer. In the first place, the village grocery is the people's forum, in which the great political questions of the day are discussed, the policy of the government determined and the weather adjusted to suit the wants of the community. There the grave and venerable senators of the community unfold their togas and light their stogies and ascertain if the ship of state is on the right tack or on a tack which is likely to result in a puncture. There the doings and misdoings of the state legislature are respectively discussed and cussed and that body blamed for what it has done and damned for what it has not.

Here also gather the oldest inhabitant, who is known to the editor as "Subscriber," the village weather prophet, the bad punster and the champion tobacco smoker, who vie with each other in discussing the weather in the forties and the weather to come and in filling the air with a blue vapor that permeates the cheese and gives the crackers a flavor of burnt hair that is as difficult of imitation as it is of assimilation.

Here gather, too, the village liars to ply their gentle and popular vocation. In the winter evenings they love to sit and tell of the winter when it was so cold the shadows froze to the wall and of the summer that was so hot the river was dusty. Some of the most expert liars in the republic are wasting their talents about the stoves of small village groceries when they might just as well be editing 3 o'clock extras or writing circus advertisements. There are many openings in the cities for liars—in the courts, in the theaters, in the penitentiaries. A good liar may not make a success in a city; but a bad liar may accumulate great riches.

To the grocery, also, comes the largest retailer in the village, the retailer of gossip. We have been wont to call the women merely gossips, but give a man a good story about some one and he will go around trying to get rid of it as hard as if it were a bad cold. This industrious knocker knows the amount of every man's debts but his own, the reason John and Mary fell out—although they may not know themselves—and the blemishes on every horse in the township but the nag he drives himself.

To all of these interesting personages the grocer is expected to give a respectful hearing and free smoking tobacco, but the maintenance of this debating club is only a small one of the village

grocer's responsibilities and is not always looked upon as an unpleasant duty. Surely one might better have his store filled of evenings than have it empty all the while; but the grocer has always other cares.

Nearly every village grocer is compelled by force of circumstance to do a credit business, and it is here the grocer puts the banker into the shade as a bearer of responsibility. I am afraid that people do not always appreciate the village grocer, yet, if he would be honest with himself, there is many a man in every town who would be compelled to admit that the village grocer has helped him over some very hard spots in the journey through life. When sickness or some other catastrophe comes the householder meets the exigency by standing off the grocer until what he considers more pressing claims have been given attention. So the grocer is not only a help in time of need to his customer, but is also, in an indirect way, assisting other people to get their money quickly while he must wait for his.

Many people do not stop to consider that this is a burden upon the grocer, for he is compelled to part with some of his investment without receiving immediate return. If the grocer's books might be examined or the hearts of his customers scrutinized, it would be found that the burdens of the common people of the community were not resting upon the village banker, but on the broad shoulders of his neighbor across the street—the grocer. In time of need the banker will lend you money—on good security and with a good interest stipulated. The grocer asks no security but your honesty and no interest but your continued good will.

I hope that every man who borrows from the bank pays his debts; but I hope particularly that the man who borrows from the grocer returns the principal and pays the interest of proper appreciation. It is to be feared that the man who violates the confidence the grocer has reposed in him does not appreciate the compliment the grocer has paid him in extending credit to him.

An enterprising woman who runs a restaurant once told me the story of her financial troubles. It interested me partly because a grocer figured in it. Her husband was employed by a great corporation, and when he fell sick he was dropped from the pay-roll after the manner that great corporations have. He hoped to soon be on his feet again and so the family grocer was asked for credit. He extended it, but the man's illness dragged into weeks and the grocery bill grew to proportions.

It was then the brave little woman conceived the restaurant idea. She spoke of it to the grocer, and what do you suppose that big, kind-hearted man did? He said:

"Give me your order for what dishes and what groceries and meats you want to start and here is \$25 to get the business going."

That was a very prosperous little restaurant when last I ate there, the husband was back at work for his corporation and the grocer was getting the trade of the people he had helped in time of need. This is a true story and, therefore, not over-interesting; but I am glad there are such grocers in the world—and such customers.

Douglas Malloch.

Some men are so timid that their good wives have to support them with sewing machines.

## Quality of Product

and promptness of delivery are two points upon which we do not allow competitors to excel.

Michigan Lime Company,

Petoskey, Michigan

Warehouse Trucks

Coffee and Spice Mills

Baggage and Express Barrows

Letter and Way-Bill Presses

Grain Wagons

Grain and Flaxseed Testers

Cement Testers, Etc.

Fairbanks, Morse & Co.

Chicago or Detroit

## The Imperial Lighting System

Patents Pending



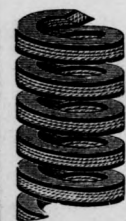
Economical, brilliant, durable, reliable and simple to operate. A light equal to an electric arc at a very low cost. The Imperial Lighting System is far superior to the Electric Arc, being softer, whiter and absolutely steady. From a tank the gasoline is conveyed through an entire building through a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

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



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

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



## Mill Supplies

Oils, Waste, Packing,

Belt and Hose,

Paints, Oils and Varnishes,

Cordage

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



## Commercial Travelers

### Michigan Knights of the Grip

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

### United Commercial Travelers of Michigan

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

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

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

### Gripsack Brigade.

Owosso Press: Fred Crowe has taken a position as traveling salesman for the Hamilton-Brown Shoe Co., of St. Louis, the largest shoe house in the world. His territory will be Southern Michigan and Indiana.

A. E. Motley, formerly engaged in the retail grocery business at Hart, has been engaged by the Worden Grocer Co. to cover that portion of its Northern Michigan trade formerly visited by Frank H. Vinton.

About thirty couples took chances on the weather last Saturday evening to attend the dancing party given by Grand Rapids Council to members and their friends. These monthly socials are very much enjoyed by all who attend, and the one Saturday evening was no exception.

Eaton Rapids Journal: Frank Sayers, who has been connected with the National Biscuit Co., of Chicago, for some time, spent Sunday at home and left Monday morning for Toledo, Ohio, where he will make his headquarters and represent the company in Ohio and Southern Michigan.

Hallam P. Smith, who holds a responsible position with the R. T. French Co., of Rochester, was married March 11 to Miss Janet I. Denison, a most estimable young lady of Saginaw. The groom is a son of Charles H. Smith, the well-known traveling salesman who is now credit man for the Wm. Barie Dry Goods Co.

Frank H. Vinton, formerly on the road for the Ball-Barnhart-Putman Co., but for the past year in the employ of the Worden Grocer Co., has engaged to travel for Reid, Henderson & Co., jobbers of teas, coffees and spices at Chicago. He will continue to reside at Williamsburg, although his territory has been considerably enlarged.

The Tradesman is the recognized mouthpiece of the traveling fraternity of the Middle West. It recognizes no one order or organization to the exclusion of any other, but is ever ready to labor in a cause that will enhance the interests of the traveling fraternity. One organization can not be built up at the expense of another, but all may lend one another a helping hand which will result in mutual good.

Lansing Republican: To resent a personal affront, a traveling salesman of large proportions threw one of three hoboos through a window at the Grand Trunk depot Saturday night. The tramp asked for money, and when refused called his companions and threatened to do the salesman bodily harm. This proved to be the signal for action. In passing through the window the vagrant swept everything before him, even to the sash. All three tramps fled and have not since been seen.

A traveling man meets with many different kinds of people on the road, but the ones who will take the cake are the yahoos who spend most of their time in country stores and who chip in with their little say in everything. You may

be showing the merchant a line of goods and just about ready to close the deal when the yahoo opens his breathing apparatus and shows him the flaws or tells him why it would not be advisable to buy the goods. Then the merchant gets his mind off the subject and a sale is spoiled.

There are times when every effort seems to produce no result, and very often industrious, conscientious young salesmen begin to become discouraged, when words of cheer from the firm arouse them, stimulate them and business is improved. Some firms show the same courteous treatment at all times, regardless of the business done, while others regulate their welcome according to the condition of trade. The older salesmen pay no attention to complimentary letters because their firms never write roasts about the poor trade, and when business is good it is not necessary to waste time writing letters. It is nonsense for a salesman to offer daily excuses for the poor business done. The firm are very busy and expect only business letters. These are words of cheer to the firm. To blame the firm for the loss of a customer occasionally is unjust, because sometimes the salesman is at fault. Then words of cheer to the boys on the road are business letters free from fault finding, and words of cheer to the boys in the house are orders.

At a recent gathering of traveling men at the Kalamazoo House, in the Celery City, Cornelius Crawford was unanimously decided to be the homeliest man on the road. Mr. Crawford was writing a letter, offering a \$150 horse for \$750—providing the proposition was accepted by return mail—but stopped long enough to accept the inevitable and respond as follows: "I have been on the road for nearly twenty years and have made myself a reputation in more ways than one, but am always distanced by some fresh accessions to our rank. I was at one time chosen as High Chief Prevaricator, but was robbed of it by Lewey Koster, of Grand Haven. I was once declared to be a mascot because I have never missed a train or failed to win a race in which my horse was entered. At another time I was voted the luckiest man in the State, because I have never had an accident, but my honors have all fallen away. Now I feel satisfied that this last is mine for keeps. No fraud, no intimidation was practiced in its conferring, it was a spontaneous offering based solely on merit. And now, if any man tries basely to take this honor away from me, I will have his heart's blood."

Many jovial, whole-souled traveling men often cheerfully remark, "Oh, I'll charge to expense," and some people imagine this statement true. Once in a while a wholesale firm belongs to this class and constantly fears that a salesman may enter some extra charge. Every salesman of experience will tell you candidly that no salesman need expect to travel without using his personal funds. There are so many little items that many are forgotten and at the end of the day or week the expense account will not balance. Now and then it is a cigar to a clerk or customer, sometimes a meal, again the theater—all this expense is often necessary. One trip may be more expensive than another. When the salesman returns at the end of a trip and is asked if all the hotels on his route are two dollar a day houses, you can place such a firm on the jay list with the jay hotels. No matter what your ex-

pense may be, stop at the best hotels, be they one or two dollars a day. Let wholesale firms wanting their salesmen to patronize cheap hotels be known to the public and very soon such firms will quit business. "I'll charge it to expense account," is often true, but every man on the road contributes more or less of his personal funds to that account, in order to balance it. Employers should be liberal, salesmen judicious, and the expense account will cause no worry, while business will increase.

### Havoc Wrought by a New Stenographer.

There are stenographers and stenographers, and there is as great a difference between them as there is between a flock of geese and an oil well.

Mr. Grippe, who travels for a wholesale house located in this city, knows this as thoroughly as anybody. While on a trip into the "rooral deestricks" recently, he stopped at a country hotel in which a young stenographer had opened an office for the convenience of the public. He knew he ought to write to his wife, but his time was so taken up with business that it was just train time, and he hastily dictated the following letter to the young lady amanuensis:

Dear Wife—Reached here all right and am feeling like a real trump. I'm after business this trip and will not return until I get it. I'm burning my bridges behind me so that I can not retreat. You will pardon this short letter, but one sheet is all that I have time to get off.

Instructing the stenographer to type the letter and mail it to his wife's address, Mr. Grippe hurried after his train. When he reached home a few days ago his wife met him with a strange look in her face.

"Are you sober?" she asked.  
"Yes, dear; quite so," he answered.  
"And perfectly sane?"  
"Why, to be sure!"  
"Nothing wrong with your mind at all?"

"No, and what in the world induces you to ask such a question?"

"Well, your letter of a few days ago led me to believe you had been drinking or gone crazy," and she laid it before him:

Dear Wife—Reached here all night and am feeling like a real chump. I'm after business this trip and will return until I get it. I'm burning my breeches behind me so that I can not retreat. You will pardon this short letter, but one shirt is all I had time to get off.

Hereafter Mr. Grippe will never be in too great a hurry to read proofs of his letters typewritten by promising but not thoroughly competent stenographers. They sometimes get their notes mixed.

### Grand Rapids Retail Grocers' Association.

The regular meeting of the Grand Rapids Retail Grocers' Association was held on Monday evening, March 17, at the Board of Trade rooms, President Fuller presiding.

Three applications for membership were received and accepted as follows: Becker & Bergeron, 659 South Lafayette street; J. E. Zevalkink, 182 Butterworth avenue, and Broersman Bros., 319 South Division street.

The decision of the Supreme Court in the Skillman case was discussed at some length and the Secretary was instructed to write the Pure Food Commissioner as to the exact interpretation of the law.

A vote of thanks, presented by Daniel Viereger, was tendered the Banquet Committee.

The matter of a uniform size of half-bushel and bushel basket was discussed at some length, resulting in the appointment of a committee, composed of Edwin White and the Secretary, to confer

with the Fruit Growers' Association at their next meeting in order to bring about a uniform standard measure.

Fred Immen, of the Commercial Credit Co., gave an extended address, which was very instructive.

There will be a special meeting of the Association on Monday evening, March 31, at which time the various candidates for aldermen will be invited to be present and to give an expression of their views on the hucksters' licenses and free permits subjects.

There being no further business, the meeting adjourned.

Homer Klap, Sec'y.

### Elect Officers and Enjoy a Dance.

Kalamazoo, March 17—The members of Kalamazoo Council, No. 156, gathered at the Maccabee temple with their wives and sweethearts last Saturday evening and enjoyed dancing until a late hour. About sixty couples were in attendance, and it was the most enjoyable of the series of parties given this winter by the U. C. T.

The music was furnished by Fischer's orchestra. Refreshments were served.

The fifth and last party of the series will be given the evening of April 18 and will be a full dress affair. The committees are making every preparation to render the ball one of the swellest of similar post lenten affairs this year.

Saturday afternoon Kalamazoo Council held its annual election and installation of officers. The new officers chosen were:

S. C.—W. D. Waldo.  
J. C.—Carl Ibling.  
P. C.—Frank L. Nixon.  
Secretary-Treasurer—Ed. F. Zander.  
Conductor—Ed. J. Laughlin.  
Page—Charles Camp.  
Sentinel—R. W. Van Haften.  
Trustees, two years—L. Verdon and A. L. Campbell.

At the evening meeting before the ball three new members were initiated into the Council.

## \$400 WILL START YOU IN BUSINESS.

Not a "hole in the wall" but a full rigged store of all new goods, with absolutely unlimited possibilities in the way of growth. If you have no location in mind, I will help you find one. NO CHARGE for information or services.

G. S. BUCK, 185 Quincy St., CHICAGO.

## Every Commercial Traveler

will tell you that the Livingston Hotel is the best, most convenient, most comfortable and home-like in the State of Michigan.

## The Warwick

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

A. B. GARDNER, Manager.



## Drugs==Chemicals

### Michigan State Board of Pharmacy

Term expires  
**HENRY HEIM, Saginaw** - Dec. 31, 1902  
**WILEY F. DOTY, Detroit** - Dec. 31, 1903  
**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. F. 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.

### Forty-Eight Out of Eighty-Two.

At the recent examination session of the Board of Pharmacy, held in Grand Rapids, there were fifty-nine candidates for registered pharmacist certificates and twenty-three for assistant papers. Thirty-seven of the former and eleven of the latter were successful, as follows:

### Registered Pharmacists.

Bernard, H. J., Kalamazoo.  
 Beukema, J. A., Grand Rapids.  
 Brigham, F. D., Ortonville.  
 Crouch, J. H., Detroit.  
 Cooper, A. M., Mayville.  
 DeKam, John, Kalamazoo.  
 Fuller, Ed., Maple Rapids.  
 Fannaff, F. L., Grand Rapids.  
 Gundry, A. D., Grand Blanc.  
 Globensky, A. E., Traverse City.  
 Henderson, C. S., Millington.  
 Hoppough, C. N., Remus.  
 Hyman, Louis, Chicago.  
 Hemens, Laura B., South Lyons.  
 Knill, Lee M., Port Huron.  
 Kitchen, H. C., Grand Rapids.  
 Kurtz, Charles B., Jackson.  
 Lewis, Charles E., Memphis.  
 Menerey, H. H., Yale.  
 Martinneau, D., Manistee.  
 Murray, W. A., Traverse City.  
 Real, E. J., Baraga.  
 Van Deirse, Dora, Greenville.  
 Worden, Floyd A., Vermontville.  
 Wuggazar, J. M., Grand Rapids.  
 Wentwork, L. O., Marlette.  
 Webber, Guy H., Cadillac.

### Assistants.

Brock, A. W., Alma.  
 Bourassa, Alf., Chatham, Ont.  
 Ballenstine, F. C., Port Huron.  
 De Pree, R. M., Holland.  
 Eaton, Ben F., Boyne Falls.  
 Fowley, Harper, Big Rapids.  
 Grover, C. W., Vassar.  
 Miller, Roy, Big Rapids.  
 Mills, E. W., Big Rapids.  
 Miller, P. G., Lapeer.  
 Trestain, George, Detroit.

The sudden death of A. C. Schumacher, as the result of an attack of pneumonia, leaves a vacancy on the Board which Governor Bliss will be called upon to fill between now and the time of holding the Star Island meeting in June. Mr. Schumacher was in excellent health during the recent meeting of the Board at Grand Rapids and the news of his death was a shock to his associates on the Board, as well as the drug trade of the State, by whom he was well and widely known on account of his prominence in the Michigan State Pharmaceutical Association. The funeral was held at Ann Arbor Tuesday, being attended by all the members of the Board.

### Take Advantage of a Smallpox Scare.

A recent smallpox scare in Philadelphia emphasizes the need of druggists keeping posted as to local affairs. Although the newspapers were full of the news, and physicians everywhere were being called in to vaccinate even whole families, only a few local druggists were shrewd enough to arrange for a fresh and adequate supply of vaccine from the dealers, and many complaints were heard from both physicians and customers that it was very difficult to

get vaccine from the average drug store. Nowadays, it is possible for the druggist to arrange with the manufacturers of vaccine to furnish him with a fresh supply daily in any quantity, especially in cities where any shortage in stock can be made up by telephone orders, and some manufacturers are so jealous of the reputation of their product that they will exchange fresh vaccine for old. Vaccination shields were also badly wanted and were hard to find as were plasters and other dressings. One druggist sold over a gross of bunion plasters in one week for placing over the vaccinated spot to prevent it from being chafed by the clothing; another disposed of an equal amount of vaccination shields in five days. When one reads in the daily papers of over 3,000 persons being vaccinated at one big steelmaking plant, and of physicians being kept busy day and night, it seems as if it would pay the druggist to keep up with the times and supply the demand. A point not to be forgotten is to advertise the fact well to the public and physicians that one keeps fresh vaccine and shields, etc., then see that the stock is fresh and well kept.

### The Drug Market.

Opium—Is very dull and tending lower.

Morphine—Is unchanged.

Quinine—Is in a very strong position. The German manufacturers and one home manufacturer have not as yet advanced the price, but are expected to shortly.

Carbolic Acid—Is steady at the decline.

Citric Acid—Is very low, but higher prices are looked for as soon as the demand sets in.

Cocaine—Continues depressed. Although the manufacturers claim it is being sold for less than cost, there seems to be no change or improvement.

Cod Liver Oil—The reports of small catch have been confirmed. The article is very firm and advancing.

Glycerine—Has been advanced by some manufacturers, on account of higher prices abroad.

Camphor—Is unchanged, but foreign markets are higher.

Linseed Oil—Is unchanged.

### Window Display of Paints and Brushes.

Quite a number of drug stores now keep paints and brushes. A fine window display can be made of them with a little care and taste. One seen some time ago in the window of a Detroit druggist had much to commend it. Strips of smooth board about a foot long and four inches wide were given a coat of paint, one to represent each color and shade kept, and these were arranged in rows in the window, with a can of the paint used at one end of the board. The idea was to show the exact shade and way the paint looked on wood—very different, too, by the way, from the looks of the painted bit of paper on the can—and the different colors were arranged so as to show the various shades of each color from light to dark. A fine display of brushes of all sorts filled the back of the window, cards giving prices of both paints and brushes being liberally scattered around.

### A Dispensing Point.

John K. Williams called attention to the fact, at the last meeting of the Connecticut Pharmaceutical Association, that when quinine is dispensed with tincture of chloride of iron, as it very frequently is, the mixture will be clear when first compounded, but will form a precipitate within twenty-four hours.

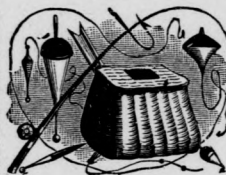
### Six Insertions Brought Twenty Customers.

Vicksburg, Feb. 27—Accept our congratulations on having so excellent an advertising medium as the Tradesman. Six insertions brought me twelve customers in a short time and I made a very satisfactory sale of my drug store to two of them. L. F. Strong.

### SEE OUR WALL PAPERS

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

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



### Fishing Tackle

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

### Famous \$5 Assortment

In nice display cabinet with prices plainly marked

### Retails for \$12.86

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

### FRED BRUNDAGE

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

## The Finest The Newest The Latest

Designs in Wall Paper are always in our stock.

### Our Paints Are Pure and Fresh

We carry the finest line of Picture Mouldings in the city and our Frame-makers are experts.

A complete Artists' Material Catalogue for the asking.

### C. L. Harvey & Co.

59 Monroe Street,  
 Grand Rapids, Mich.

Exclusively Retail.

THE  
 WONDERFUL

"DORAN  
 LIGHT"

We  
 Not

Are  
 Afraid

to refer to our customers. They all have a good word for "Doran Lights."

DICKSON, TENN., October 20, 1900.

ACORN BRASS WORKS, Chicago, Ills.

Gentlemen:—In answer to your query will say that we have now used your light 18 months and have had little or no trouble with it, and as to the supply wire, it has never caused us the least trouble, having never been stopped up since in use.

We consider it the best light of all the lights in our town, and we have about all makes represented here. Yours truly, DICKSON DRUG CO.

We have hundreds of testimonials like the above. "Doran Lights" are made to give a light equal to any electric arc for the man in the small town where gas and electricity are not obtainable. They're also made to save at least three-fourths on light bills for the man who does use gas or electricity. A safe, satisfactory and economical lighting system which it will pay you to investigate. Write for catalog—sent free.

### ACORN BRASS WORKS

Dept. W.

20 Jefferson St., Chicago, Ill.

Agents wanted for "Doran Light" Systems (1200 candle power to each light), also for "M. & M." Portable Lamps (600 candle power.) Exclusive territory.



## WHOLESALE DRUG PRICE CURRENT

**Advanced—**  
**Declined—Carbolic Acid**

<b>Acetum</b>		<b>Conium Mac.</b>	65¢	75	<b>Sellæ Co.</b>	2	50
Aceticum, \$	70¢	Copalba	1	1 35	Tolutan	2	50
Benzoeum, German.	60¢	Cubeba	1	30¢ 1 35	Prunus virg.	2	50
Boracæ	70¢	Erechthitæ	1	1 00			
Carbolicum	24¢	Erigeron	1	1 00	<b>Tinctures</b>		
Chlorum	43¢	Gaultheria	2	00¢ 2 10	Aconitum Napellis R	6	50
Hydrochlor.	3¢	Geranium, ounce	¢	75	Aconitum Napellis F	6	50
Nitroceum	8¢	Gossypii, Sem. gal.	50¢	60	Aloes	50	50
Oxalium	12¢	Hedeoma	1	65¢ 1 70	Alum. and Myrrh	50	50
Phosphorium, dil.	¢	Juniper	1	50¢ 2 00	Arnica	50	50
Salicylicum	50¢	Lavendula	1	90¢ 2 20	Assafoetida	50	50
Sulphuricæ	1 1/2	Limonis	1	15¢ 1 25	Atropæ Belladonna	50	50
Tannicæ	1 10¢	Mentha Piper.	2	10¢ 2 20	Aurant Cortex	50	50
Tartaricæ	38¢	Mentha Virg.	1	60¢ 1 70	Benzoin	50	50
		Morrhua, gal.	1	10¢ 1 20	Benzoin Co.	50	50
		Myrica	4	00¢ 4 50	Barosma	50	50
<b>Ammonia</b>		Olive	75¢	3 00	Cantharides	50	50
Aqua, 16 deg.	40¢	Picls Liquida	10¢	12	Capitum	50	50
Aqua, 20 deg.	60¢	Picls Liquida, gal.	¢	35	Cardamom	50	50
Carbonas	13¢	Ricna	1	00¢ 1 06	Cardamom Co.	50	50
Chloridum	12¢	Rosmarini	¢	1 00	Catechu	50	50
		Rosa, ounce	6	00¢ 6 50	Cinchona	50	50
<b>Aniline</b>		Sacculi	40¢	1 00	Cinchona Co.	50	50
Black	2 00¢	Sabina	90¢	1 00	Columba	50	50
Brown	80¢	Santal	2	75¢ 7 00	Cubeba	50	50
Red	45¢	Sassafras	55¢	60	Cassia Acutifol	50	50
Yellow	2 50¢	Sinapis, ess., ounce	¢	65	Cassia Acutifol Co.	50	50
		Tigili	1	50¢ 1 60	Digitalis	50	50
<b>Bacæ</b>		Thyme	40¢	50	Ergot	50	50
Cubeba	22¢	Thyme, opt.	¢	1 60	Ferri Chloridum	50	50
Juniperus	6¢	Theobromas	15¢	20	Gentian	50	50
Xanthoxylum	1 70¢				Gentian Co.	50	50
		<b>Potassium</b>			Guaiaca	50	50
<b>Balsamum</b>		Bi-Carb.	15¢	18	Guaiaca ammon.	50	50
Copalba	50¢	Bichromate	13¢	15	Hyosciamus	50	50
Peru	60¢	Bromide	52¢	57	Iodine	50	50
Terabin, Canada	60¢	Carb	12¢	15	Iodine, colorless	50	50
Tolutan	45¢	Chlorate, po. 17@19	16¢	18	Kino	50	50
		Cyanide	34¢	38	Lobelia	50	50
<b>Cortex</b>		Iodide	2	30¢ 2 40	Opil	50	50
Abies, Canadian	18	Potassa, Mart, pure	28¢	30	Opil, camphorated	50	50
Cassia	12	Potassa, Bitar. com.	¢	15	Opil, deodorized	50	50
Cinchona Flava	13¢	Potassa, Nitras, opt.	7¢	10	Quassia	50	50
Eryonimus atropur.	30	Potass Nitras	6¢	8	Rhatany	50	50
Myrica Cerasa, po.	18	Prussiate	23¢	26	Rhei	50	50
Prunus Virgin	12	Sulphate po.	15¢	18	Sanguinaria	50	50
Quillaja, gr'd.	12				Serpentaria	50	50
Sassafras	12				Strombulum	50	50
Ulmus	20				Tolutan	50	50
		<b>Radix</b>			Valerian	50	50
<b>Extractum</b>		Aconitum	20¢	25	Veratrum Veride	50	50
Glycyrrhiza Glabra	24¢	Althæ	30¢	33	Zingiber	50	50
Glycyrrhiza, po.	28¢	Anchusa	10¢	12			
Hæmatox, 15 lb. box	11¢	Arum po.	¢	25	<b>Miscellaneous</b>		
Hæmatox, 18	13¢	Calamus	20¢	40	Æther, Spts. Nit. F	30¢	3
Hæmatox, 1/4s.	14¢	Gentiana	12¢	15	Æther, Spts. Nit. 4 F	34¢	3
Hæmatox, 1/4s.	16¢	Glycyrrhiza, pv. 15	16¢	18	Alumen	24¢	2
		Hydrastis Canaden.	¢	75	Alumen, gro'd., po. 7	3¢	2
		Hydrastis Can., po.	12¢	15	Anatto	40¢	5
<b>Ferru</b>		Insula, po.	18¢	25	Antimon. po.	40¢	5
Carbonate Preclp.	15	Ipecac, po.	3	60¢ 3 75	Antipyrin	¢	2
Ultrate and Quinia	2 25	Iris plox, po. 35@38	35¢	40	Antifebrin	¢	2
Ultrate Soluble	75	Jalapa, pr.	25¢	30	Argent. Chlorid, oz.	10¢	2
Ferrocyanidum Sol.	15	Maranta, 1/4s.	¢	35	Arsenicum	10¢	2
Solut. Chloride	40	Podophyllum, po.	22¢	25	Balm Gilead Buds.	45¢	5
Sulphate, com'l.	2	Rhei	75¢	1 00	Bismuth S. N.	1 65¢ 1	1
Sulphate, com'l, by	80	Rhei, cut	¢	1 25	Calcium Chlor., 1s.	¢	2
bbl, per ewt.	7	Rhei, pv	75¢	1 35	Calcium Chlor., 1/4s.	¢	2
Sulphate, pure		Spigelia	35¢	38	Calcium Chlor., 1/4s.	¢	2
		Sanguinaria, po. 15	¢	18	Cantharides, Rus. po	¢	2
<b>Flora</b>		Senecaria	50¢	65	Capitl Fructus, af.	¢	2
Arnica	15¢	Senega	60¢	65	Capitl Fructus, po.	¢	2
Anthemlis	22¢	Smlax, officinalis H.	¢	40	Capitl Fructus B, po.	¢	2
Matricaria	30¢	Smlax, M.	¢	25	Caryophyllus, po. 15	12¢	2
		Sellæ, po. 35	10¢	12	Carmin. No. 40	¢	3
<b>Folia</b>		Symplocarpus, Foeti-	¢	25	Cera Alba.	50¢	2
Barosma	36¢	us, po.	¢	25	Cera Flava	40¢	2
Cassia Acutifol, Tin-	20¢	Valeriana, Eng. po. 30	15¢	20	Coccus	¢	2
nevely	25¢	Valeriana, German.	15¢	20	Cassia Fructus	¢	2
Cassia, Acutifol, Aix.	25¢	Zingiber a	14¢	16	Centraria	¢	2
Salvia officinalis, 1/4s	12¢	Zingiber j.	25¢	27	Cetaceum	¢	2
Ursi	8¢				Chloroform	55¢	2
Uva Ursi		<b>Semen</b>			Chloroform, squibbs	¢	1
		Anisum	¢	15	Chlor. Hyd. Crst.	1 35¢ 1	1
<b>Gummi</b>		Apium (graveleons).	13¢	15	Chondrus	¢	2
Acacia, 1st picked.	¢	Bird, 1s.	40¢	6	Cinchonidine, P. & W	38¢	2
Acacia, 2d picked.	¢	Carul.	10¢	11	Cinchonidine, Germ.	38¢	2
Acacia, 3d picked.	¢	Camomile	1 25¢ 1 75	1	Cocaine	4 80¢ 5	5
Acacia, sifted stores.	¢	Coriander	8¢	10	Corks, list, dis. pr. ct.	¢	2
Aloe, Barb. po. 18@20	12¢	Cannabis Sativa	4 1/4¢ 5	5	Creosotum.	¢	2
Aloe, Cape.	¢	Cydonium	75¢	1 00	Creta, prep.	¢	2
Aloe, Socotri. po. 15	¢	Chenopodium	15¢	16	Creta, preclp.	9¢	2
Ammoniac.	55¢	Denticul Odorate.	1 00¢	1 10	Creta, Rubra	¢	2
Assafoetida.	25¢	Foeniculum	70¢	9	Crocus	25¢	2
Benzoinum	50¢	Foenugreek, po.	70¢	9	Cuba	10¢	2
Catechu, 1s.	50¢	Lini	3 1/4¢ 5	5	Cupri Sulph.	6 1/4¢ 8	8
Catechu, 1/4s.	¢	Lini, gr'd.	3 1/4¢ 5	5	Dextrine	7¢	2
Catechu, 1/4s.	¢	Lobelia	1 50¢	1 55	Ether Sulph.	78¢	2
Camphora	64¢	Pharlaris Canarian.	4 1/4¢ 5	5	Emery, all numbers.	¢	2
Euphorblum.	1 00	Rapa	4 1/4¢ 5	5	Emery, po.	¢	2
Galbanum	¢	Sinapis Alba.	10¢	12	Ergota	85¢	2
Gamboge	75¢	Sinapis Nigra	11¢	12	Flake White	12¢	2
Guaiacum.	75¢				Galla	¢	2
Kino.	¢	<b>Spiritus</b>			Gambler	8¢	2
Mastic	¢	Frumentl, W. D. Co.	2 00¢	2 50	Gelatln, French	35¢	2
Myrrh.	¢	Frumentl, D. F. R.	2 00¢	2 25	Glassware, flint, box	75 &	2
Opil.	¢	Frumentl	1 25¢	1 50	Less than box		
Shellac	35¢	Juniperle C. O. T.	1 65¢	2 00	Glue, brown.	11¢	2
Shellac, bleached.	40¢	Juniperle Co.	1 75¢	2 00	Glue, white.	15¢	2
Tragacanth	70¢	Saacharum N. E.	1 90¢	2 10	Glycerina.	17 1/4¢	2
		Spt. Vini Gall.	1 75¢	6 50	Grana Paradisi.	25¢	2
<b>Herba</b>		Vini Operto	1 25¢	2 00	Humulus	25¢	2
Abinthium.	25	Vini Alba	1 25¢	2 00	Hydrarg Chlor Cor.	¢	1
Eupatorium.	25				Hydrarg Ox Rub'm.	¢	1
Lobelia	25	<b>Sponges</b>			Hydrarg Ammoniat.	¢	1
Majorum	28	Florida sheeps' wool	2 50¢	2 75	Hydrarg Unguentum	50¢	2
Mentha Pip. oz. pkg	25	carriage.	2 50¢	2 75	Hydrargyrum	¢	2
Mentha Vir. oz. pkg	25	Nassau sheeps' wool	2 50¢	2 75	Ichthyobolla, Am.	65¢	2
Rue	25	carriage.	2 50¢	2 75	Indigo	75¢	1
Tanacetum V. oz. pkg	22	Velvet extra sheeps'	¢	1 50	Iodoform	3 40¢ 3	3
Thymus, V. oz. pkg	25	wool, carriage.	¢	1 50	Lycopodium.	3 60¢ 3	3
		Extra yellow sheeps'	¢	1 25	Macleis	65¢	2
<b>Magnesia</b>		wool, carriage.	¢	1 25	Liquor Arsen et Hy-	¢	2
Calcedn, Pat.	55¢	Grass sheeps' wool,	¢	1 00	drarg Iod.	10¢	2
Carbonate, Pat.	18¢	carriage.	¢	75	Magnesia, Sulph.	2¢	2
Carbonate, K. & M.	18¢	Hard, for slate use.	¢	75	Magnesia, Sulph, bbl	500	2
'arbonate, Jennings	18¢	Yellow Reef, for	¢	1 40	Mannia, S. F.	500	2
		slate use.	¢	1 40			
<b>Oleum</b>					<b>Syrups</b>		
Abinthium	7 00¢	Acacia	¢	50	Lupulin	¢	2
Amygdala, Dulc.	38¢	Aurant Cortex	¢	50	Lycopodium.	65¢	2
Amygdala, Amare.	8 00¢	Ipecac	¢	50	Macleis	65¢	2
Anisi	1 60¢	Ferri Iod.	¢	50	Liquor Arsen et Hy-	¢	2
Aurant Cortex	2 10¢	Rhei Arom.	¢	50	drarg Iod.	10¢	2
Bergamul	2 60¢	Smlax Officinalis	50¢	60	Liquor Potass Arsinit	10¢	2
Cajuput	75¢	Senega	50¢	60	Magnesia, Sulph.	2¢	2
Caryophylli	75¢	Sollæ	50¢	50	Magnesia, Sulph, bbl	500	2
Cedar	80¢						
Chenopadii	¢						
Cinnamomi	1 15¢						
Citronella	85¢						

Menthol.....	4	80	Seidlitz Mixture.....	20	22	Linseed, pure raw.....	65	68
Morpha. S., P. & W.....	2	25	2	50	22	Linseed, boiled.....	66	68
Morpha. S., N. Y. Co.....	2	15	2	50	30	Neesfoot, winter str	66	43
Morpha. M.....	2	15	2	50	30	Spirits Turpentine..	50	53
Moschus Canton.....	40	40	Snuff, Macaboy, Is	40	41			
Myristica, No. 1.....	65	80	Voës.....	40	41			
Nux Vomica.....po. 15	10	10	Snead, Scotch, De Vo's	9	11			
Os Sepia.....	35	37	Soda, Boras.....	9	11			
Pepsin Saac, H. & P.			Soda, Boras, po.....	23	25			
D Co.....			Soda et Potass Tart.	14	2			
Picls Liq. N.N. ¼ gal.			Soda, Carb.....	30	5			
doz.....	2	00	Soda, Carb.....	34	4			
Picls Liq., quarts.....	1	00	Soda, Ash.....	2	60			
Picls Lq., pints.....	85	85	Soda, Cologne.....	2	60			
Pil Hydrag.....po. 80	50	50	Spts. Cologne.....	2	60			
Piper Nigra.....po. 22	18	18	Spts. Ether Co.....	50	55			
Piper Alba.....po. 35	30	30	Spts. Myrcela Dom.....	2	00			
Pilx Burgun.....	7	7	Spts. Vinl Rect. bbl.	80	1			
Plumbi Acet.....	10	12	Spts. Vinl Rect. ½ bbl	80	1			
Pulvis Ipecac et Opi 1	30	1	Spts. Vinl Rect. 10gal	80	1			
Pyrethrum, boxes H.	1	50	Spts. Vinl Rect. 5 gal	80	1			
P. & D. Co., doz.....	75	75	Strychnia, Crystal.....	24	4			
Pyrethrum, pv.....	25	30	Sulphur, Subl.....	24	4			
Quinae.....	85	85	Sulphur, Roil.....	24	34			
Quina. P. & W.....	30	40	Tamarinds.....	80	10			
Quina. S. German.....	29	39	Terebenth Venics.....	28	30			
Quinta, N. Y.....	29	39	Theobroma.....	50	55			
Rubia Tinctorum.....	12	14	Vanilla.....	9	00			
Saccharum Lactis pv	20	22	Zinc Sulph.....	7	8			
Salacin.....	4	50						
Sanguls Draconis.....	40	50						
Sapo, W.....	12	14						
Sapo M.....	10	12						
Sapo G.....	15	15						

# 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 Weatherly'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.

**Hazeltine & Perkins  
Drug Co.  
Grand Rapids, Mich.**



## GROCERY PRICE CURRENT

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

## ADVANCED

Corn Syrup

## DECLINED

Whitefish  
Imported CurrantsIndex to Markets  
By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
<b>B</b>	
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	1
<b>C</b>	
Candles.....	14
Canned Goods.....	1
Catsup.....	2
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocanut.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	15
Crackers.....	4
Cream Tartar.....	4
<b>D</b>	
Dried Fruits.....	4
<b>F</b>	
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	5
Fly Paper.....	5
Fresh Meats.....	6
Fruits.....	14
<b>G</b>	
Grains and Flour.....	6
<b>H</b>	
Herbs.....	6
Hides and Pelts.....	13
<b>I</b>	
Indigo.....	6
<b>J</b>	
Jelly.....	6
<b>K</b>	
Kraut.....	6
<b>L</b>	
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	6
Lye.....	6
<b>M</b>	
Meat Extracts.....	6
Molasses.....	6
Mustard.....	6
<b>N</b>	
Nuts.....	14
<b>O</b>	
Oil Cans.....	15
Olive.....	6
<b>P</b>	
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
<b>R</b>	
Rice.....	7
<b>S</b>	
Saleratus.....	8
Sal Soda.....	8
Salt.....	8
Salt Fish.....	8
Seeds.....	8
Shoe Blacking.....	9
Snuff.....	10
Soap.....	9
Soda.....	9
Spices.....	9
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	10
<b>T</b>	
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
<b>V</b>	
Vinegar.....	12
<b>W</b>	
Washing Powder.....	13
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
<b>Y</b>	
Yeast Cake.....	13

**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

**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 doz. case.....	8 00

**JAXON**

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

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**BAKING POWDER**

**JAXON**

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

**2**

**Blackberries**

Standards.....80

**Beans**

Baked.....1 00@1 30

Red Kidney.....75@

String.....70

Wax.....70

**Blueberries**

Standard.....90

**Brook Trout**

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

**Clams**

Little Neck, 1 lb.....1 00

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

**Clam Bouillon**

Burnham's, 1/2 pint.....1 92

Burnham's, pints.....3 60

Burnham's, quarts.....7 20

**Cherries**

Red Standards.....60

White.....60

**Corn**

Fair.....80

Good.....85

Fancy.....1 00

**French Peas**

Sur Extra Fine.....22

Extra Fine.....19

Fine.....15

Moyen.....11

**Gooseberries**

Standard.....90

**Hominy**

Standard.....85

**Lobster**

Star, 1/2 lb.....2 15

Star, 1 lb.....2 60

Picnic Tails.....2 40

**Mackerel**

Mustard, 1 lb.....1 75

Mustard, 2 lb.....2 80

Soused, 1 lb.....1 75

Soused, 2 lb.....2 80

Tomato, 1 lb.....1 75

Tomato, 2 lb.....2 80

**Mushrooms**

Hotels.....18@20

Buttons.....22@25

**Oysters**

Cove, 1 lb.....85

Cove, 2 lb.....1 55

Cove, 1 lb Oval.....95

**Peaches**

Pie.....1 65@1 85

Yellow.....1 00

**Pears**

Standard.....1 00

Fancy.....1 25

**Peas**

Marrowfat.....1 00

Early June.....1 00

Early June Sifted.....1 60

**Plums**

Plums.....85

**Pineapple**

Grated.....1 25@2 75

Sliced.....1 35@2 55

**Pumpkin**

Fair.....95

Good.....1 00

Fancy.....1 10

**Raspberries**

Standard.....1 15

**Russian Caviar**

1/2 lb. cans.....3 75

1 lb. cans.....7 00

1 lb. can.....12 00

**Salmon**

Columbia River, talls.....@1 85

Columbia River, flats.....@2 00

Red Alaska.....1 30@1 40

Pink Alaska.....1 00@1 15

**Shrimps**

Standard.....1 50

**Sardines**

Domestic, 1/2 lb.....3 1/2

Domestic, 1 lb.....5

Domestic, Mustard.....6

California, 1/2 lb.....11@14

California, 1 lb.....17@24

French, 1/2 lb.....7@14

French, 1 lb.....18@28

**Strawberries**

Standard.....1 25

Fancy.....1 25

**Succotash**

Fair.....95

Good.....1 00

Fancy.....1 20

**Tomatoes**

Fair.....1 25

Good.....1 30

Fancy.....1 35

Gallons.....3 50

**2**

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**Blueberries**

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Fancy.....1 25

**Peas**

Marrowfat.....1 00

Early June.....1 00

Early June Sifted.....1 60

**Plums**

Plums.....85

**Pineapple**

Grated.....1 25@2 75

Sliced.....1 35@2 55

**Pumpkin**

Fair.....95

Good.....1 00

Fancy.....1 10

**Raspberries**

Standard.....1 15

**Russian Caviar**

1/2 lb. cans.....3 75

1 lb. cans.....7 00

1 lb. can.....12 00

**Salmon**

Columbia River, talls.....@1 85

Columbia River, flats.....@2 00

Red Alaska.....1 30@1 40

Pink Alaska.....1 00@1 15

**Shrimps**

Standard.....1 50

**Sardines**

Domestic, 1/2 lb.....3 1/2

Domestic, 1 lb.....5

Domestic, Mustard.....6

California, 1/2 lb.....11@14

California, 1 lb.....17@24

French, 1/2 lb.....7@14

French, 1 lb.....18@28

**Strawberries**

Standard.....1 25

Fancy.....1 25

**Succotash**

Fair.....95

Good.....1 00

Fancy.....1 20

**Tomatoes**

Fair.....1 25

Good.....1 30

Fancy.....1 35

Gallons.....3 50

**2**

**Blackberries**

Standards.....80

**Beans**

Baked.....1 00@1 30

Red Kidney.....75@

String.....70

Wax.....70

**Blueberries**

Standard.....90

**Brook Trout**

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

**Clams**

Little Neck, 1 lb.....1 00

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

**Clam Bouillon**

Burnham's, 1/2 pint.....1 92

Burnham's, pints.....3 60

Burnham's, quarts.....7 20

**Cherries**

Red Standards.....60

White.....60

**Corn**

Fair.....80

Good.....85

Fancy.....1 00

**French Peas**

Sur Extra Fine.....22

Extra Fine.....19

Fine.....15

Moyen.....11

**Gooseberries**

Standard.....90

**Hominy**

Standard.....85

**Lobster**

Star, 1/2 lb.....2 15

Star, 1 lb.....2 60

Picnic Tails.....2 40

**Mackerel**

Mustard, 1 lb.....1 75

Mustard, 2 lb.....2 80

Soused, 1 lb.....1 75

Soused, 2 lb.....2 80

Tomato, 1 lb.....1 75

Tomato, 2 lb.....2 80

**Mushrooms**

Hotels.....18@20

Buttons.....22@25

**Oysters**

Cove, 1 lb.....85

Cove, 2 lb.....1 55

Cove, 1 lb Oval.....95

**Peaches**

Pie.....1 65@1 85

Yellow.....1 00

**Pears**

Standard.....1 00

Fancy.....1 25

**Peas**

Marrowfat.....1 00

Early June.....1 00

Early June Sifted.....1 60

**Plums**

Plums.....85

**Pineapple**

Grated.....1 25@2 75

Sliced.....1 35@2 55

**Pumpkin**

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Good.....1 00

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**Strawberries**

Standard.....1 25

Fancy.....1 25

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Fair.....95

Good.....1 00

Fancy.....1 20

**Tomatoes**

Fair.....1 25

Good.....1 30

Fancy.....1 35

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**Clams**

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Cove, 2 lb.....1 55

Cove, 1 lb Oval.....95

**Peaches**

Pie.....1 65@1 85

Yellow.....1 00

**Pears**

Standard.....1 00

Fancy.....1 25



6

FRESH MEATS

Beef	
Carcases	5 1/2 @ 9
Forequarters	5 1/2 @ 6 1/2
Hindquarters	7 1/2 @ 10
Loins	9 @ 14
Ribs	8 @ 12
Rounds	7 @ 8
Chucks	5 1/2 @ 6 1/2
Plates	4 @ 5

Pork	
Dressed	@ 7
Loins	9 1/2 @ 11
Boston Butts	8 1/2 @ 8 1/2
Shoulders	@ 8 1/2
Leaf Lard	@ 9 1/2

Mutton	
Carcases	7 @ 8 1/2
Lambs	8 @ 1
Veal	@ 1

GRAINS AND FLOUR	
Wheat	80
Winter Wheat Flour	
Local Brands	
Patents	4 50
Second Patent	4 00
Straight	3 50
Second Straight	3 50
Clear	3 20
Graham	3 20
Buckwheat	4 30
Rye	3 20

Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putnam's Brand	
Diamond 1/2s	3 85
Diamond 3/4s	3 85
Diamond 1s	3 85
Worden Grocer Co.'s Brand	
Quaker 1/2s	4 10
Quaker 3/4s	4 10
Quaker 1s	4 10
Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s	4 50
Pillsbury's Best 3/4s	4 40
Pillsbury's Best 1s	4 30
Pillsbury's Best 1 1/2s paper	4 30
Pillsbury's Best 2s paper	4 30
Ball-Barnhart-Putnam's Brand	
Duluth Imperial 1/2s	4 30
Duluth Imperial 3/4s	4 10
Duluth Imperial 1s	4 10
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 30
Wingold 3/4s	4 20
Wingold 1s	4 10

Olefin & Judson's Brand	
Ceresota 1/2s	4 50
Ceresota 3/4s	4 40
Ceresota 1s	4 30
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 30
Laurel 3/4s	4 20
Laurel 1s	4 10
Laurel 1 1/2s	4 10
Laurel 1s and 1 1/2s paper	4 10
Meal	
Bolted	2 60
Granulated	2 80
Feed and Millstuffs	
St. Car Feed, screened	23 50
No. 1 Corn and Oats	23 00
Unbolted Corn Meal	22 00
Winter Wheat Bran	20 00
Winter Wheat Middlings	21 00
Screenings	19 00

Oats	
Car lots	47 1/2
Car lots, clipped	10
Less than car lots	
Corn	
Corn, car lots	60
Hay	
No. 1 Timothy car lots	10 00
No. 1 Timothy ton lots	11 00

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

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

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

KRAUT	
Barrel	4 75
1/4 Barrel	3 25

LICORICE	
Pure	30
Calabria	23
Sicily	14
Root	10

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

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

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

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

OLIVES	
Bulk, 1 gal. kegs.	1 35
Bulk, 3 gal. kegs.	1 20
Bulk, 5 gal. kegs.	1 15
Manzanilla, 7 oz.	30
Queen, 19 oz.	2 35
Queen, 28 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 80

7

PICKLES

Barrels, 1,200 count	6 75
Half bbls, 600 count	3 85

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

PROVISIONS	
Barreled Pork	
Mess.	@ 15 75
Back	@ 18 00
Clear back	@ 18 00
Short cut	@ 17 00
Pig	@ 10 00
Bean	@ 15 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
Shoulders (N. Y. cut)	@ 8 1/2
Bacon, clear	10 1/2 @ 11 1/2
California hams	7 1/2 @ 8
Bolled Hams	@ 17
Picnic Bolled Hams	@ 12
Berlin Ham pr's'd.	9 1/2 @ 9 1/2
Mince Hams	9 1/2 @ 9 1/2

Lard	
Compound	7 1/2
Pure	10
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	6
Blood	6
Tongue	6
Headcheese	6 1/2

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

Pigs' Feet	
1/2 bbls., 40 lbs.	1 60
1 bbls., lbs.	7 50

Tripe	
Kits, 15 lbs.	70
1/2 bbls., 40 lbs.	1 35
1/2 bbls., 80 lbs.	2 40

Casings	
Pork	24
Beef rounds	6
Beef middles	12
Sheep	65

Butterine	
Solid, dairy	@ 14
Rolls, dairy	@ 14 1/2
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	90
Potted ham, 1/2s	90
Deviled ham, 1/4s	90
Deviled ham, 1/2s	90
Potted tongue, 1/4s	90
Potted tongue, 1/2s	90

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

Herring	
Holland white hoops, bbl.	10 25
Holland white hoops, bbl.	5 25
Holland white hoop, keg.	75 @ 85
Holland white hoop mchs.	85
Norwegian	
Round 10 lbs.	3 35
Round 40 lbs.	1 65
Sealed	1 50
Bloaters	1 50

Whitefish	
No. 1 No. 2 Fam	6 00
100 lbs.	2 70
40 lbs.	75
10 lbs.	75
8 lbs.	83

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

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

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8

Imported.

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



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

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

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

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

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

Common Grades	
100 3 lb. sacks	2 25
50 6 lb. sacks	2 15
28 10 lb. sacks	2 05
56 lb. sacks	40
28 lb. sacks	22

Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	2



## 12

Palo.....	36
Kylo.....	36
Hlawatha.....	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.....	34
Toddy.....	38
J. T.....	38
Piper Heldsick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39

## Smoking

Hand Pressed.....	40
Box.....	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.....	27
I X L, 16 oz. palls.....	31
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Kilo Dried.....	22
Duke's Mixture.....	38
Duke's Cameo.....	40
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	40
Yum Yum, 1 lb. palls.....	38
Cream.....	37
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Flow Boy, 1 1/2 oz.....	40
Flow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21

## TABLE SAUCES

<b>LEA &amp; PERRINS' SAUCE</b>	
The Original and Genuine	
Worcestershire.	

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

## TWINE

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

## VINEGAR

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

## WASHING POWDER

Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00
Kirkoline, 24 1/2 lb.....	3 65
Magnetic, 24 1/2 lb.....	3 60
Magnetic, 48 1/2 lb.....	3 80
Pearline.....	3 75

<b>Rub-No-More</b>	
Rub-No-More.....	3 50
Scourine.....	3 50

## WICKING

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

## WOODENWARE

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

## Butter Plates

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

## Egg Crates

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

## Clothes Pins

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

## Mop Sticks

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

## 13

<b>Palls</b>	
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

<b>Toothpicks</b>	
Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 50
Ideal.....	1 50

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

<b>Wash Boards</b>	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

<b>Wood Bowls</b>	
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

<b>WRAPPING PAPER</b>	
Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 1/2
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15

<b>YEAST CAKE</b>	
Magie, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50

## FRESH FISH

<b>White fish</b>	
Trout.....	9 1/2
Black Bass.....	10 1/2
Halibut.....	10 1/2
Clasques or Herring.....	12
Bluefish.....	12
Live Lobster.....	22
Boiled Lobster.....	22
Cod.....	10
Haddock.....	10
No. 1 Pickerel.....	9
Pike.....	8
Perch.....	5
Smoked White.....	11
Red Snapper.....	14
Col River Salmon.....	13 1/2
Mackerel.....	15

<b>Oysters</b>	
Can Oysters.....	40
F. H. Counts.....	33
F. S. D. Selects.....	27

<b>Bulk Oysters</b>	
Counts.....	1 75
Extra Selects.....	1 60
Selects.....	1 50
Standards.....	1 25

## HIDES AND PELTS

<b>Hides</b>	
Green No. 1.....	6 1/2
Green No. 2.....	5 1/2
Cured No. 1.....	7 1/2
Cured No. 2.....	6 1/2
Calfskins, green No. 1.....	7 1/2
Calfskins, green No. 2.....	10 1/2
Calfskins, cured No. 2.....	8 1/2

<b>Pelts</b>	
Pelts, each.....	50 1/2

<b>Furs</b>	
Beaver.....	1 00 26 00
Wild Cat.....	10 1/2 50
House Cat.....	10 1/2 25
Red Fox.....	25 1/2 50
Grey Fox.....	10 1/2 50
Cross Fox.....	50 1/2 40 00
Lynx.....	15 1/2 30 00
Muskrat, fall.....	20 1/2 12
Mink.....	25 1/2 25
Raccoon.....	10 1/2 80
Skunk.....	19 1/2 1 1/2

<b>Tallow</b>	
No. 1.....	4 1/2
No. 2.....	3 1/2

<b>Wool</b>	
Washed, fine.....	20
Washed, medium.....	23
Unwashed, fine.....	15
Unwashed, medium.....	17

## CANDIES

<b>Stick Candy</b>	
Standard.....	7 1/2
Standard H. H.....	7 1/2
Standard Twist.....	8
Cut Loaf.....	9
Jumbo, 32 lb.....	7 1/2
Extra H. H.....	10 1/2
Boston Cream.....	10
Beet Root.....	8

## 14

<b>Mixed Candy</b>	
Grocers.....	6
Competition.....	7
Special.....	7 1/2
Conserve.....	7 1/4
Royal.....	8 1/2
Ribbon.....	9
Broken.....	8
Cut Loaf.....	3 1/4
English Rock.....	9
Kindergarten.....	9
Bon Ton Cream.....	10
French Cream.....	10
Dandy Pan.....	10
Hand Made Cream mixed.....	14 1/4
Crystall Cream mix.....	13

<b>Fancy-In Pails</b>	
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.....	12
Lozenges, plain.....	9 1/4
Lozenges, printed.....	10 1/2
Choc. Drops.....	11 1/4
Eclipse Chocolates.....	13 1/4
Choc. Monumentals.....	14
Victoria Chocolate.....	15
Gum Drops.....	5 1/2
Moss Drops.....	9 1/4
Lemon Sours.....	9 1/4
Imperial.....	12
Ital. Cream Opera.....	12
Ital. Cream Bonbons.....	12
20 lb. pails.....	12
Molasses Chews, 15 lb. pails.....	13
Golden Waffles.....	12

<b>Fancy-In 5 lb. Boxes</b>	
Lemon Sours.....	55
Peppermint Drops.....	60
Chocolate Drops.....	65
H. M. Choc. Drops.....	65
H. M. Choc. Lt. and Dk. No. 12.....	1 00
Gum Drops.....	35
Licorice Drops.....	75
Lozenges, plain.....	55
Lozenges, printed.....	60
Imperial.....	60
Motives.....	60
Cream Bar.....	55
Molasses Bar.....	55
Hand Made Creams.....	80 290
Cream Buttons, Pep. and Wint.....	65
String Rock.....	65
Wintergreen Berries.....	60

<b>Caramels</b>	
Clipper, 20 lb. pails.....	9
Standard, 20 lb. pails.....	10
Perfection, 20 lb. pils.....	12 1/4
Amazon, Choc Cov'd.....	15
Korker 2 for 1c pr bx.....	55
Big 3, 3 for 1c pr bx.....	55
Dukes, 2 for 1c pr bx.....	60
Favorite, 4 for 1c, bx.....	60
AA Cream Car's 3 lb.....	50

## FRUITS

<b>Oranges</b>	
Florida Russett.....	3 25
Florida Bright.....	2
Fancy Navels.....	3 50 23 75
Extra Choice.....	3 25 23 50
Late Valencias.....	2
Seedlings.....	2
Medt. Sweets.....	2
Jamalca.....	2
Rodi.....	2

<b>Lemons</b>	
Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	2
Verdell, ex chce 300.....	2
Verdell, fcy 360.....	2
Call Lemons, 300.....	3 50
Messinas 300s.....	3 50 24 00
Messinas 360s.....	3 50 23 75

<b>Bananas</b>	
Medium bunches.....	1 50 22 00
Large bunches.....	2

<b>Foreign Dried Fruits</b>	
California, Fancy.....	2
Cal. pkg, 10 lb. boxes.....	2
Extra Choice, Turk., 10 lb. boxes.....	13
Fancy, Turk., 12 lb. boxes.....	14
Pulled, 6 lb. boxes.....	2
Naturals, in bags.....	2

<b>Dates</b>	
Fards in 10 lb. boxes.....	2
Fards in 60 lb. cases.....	5 1/2 5 1/4
Hallowl.....	2
lb. cases, new.....	2
Sairs, 60 lb. cases.....	4 1/2 5

<b>NUTS</b>	
Almonds, Tarragona.....	16
Almonds, Ivica.....	2
Almonas, California, soft shelled.....	15 1/2 16
Brazils.....	11
Fiberts.....	13
Walnuts, Grenoble.....	12 1/2
Walnut, soft shelled.....	11 1/4 12 1/4
California No. 1.....	13 1/2
Table Nuts, fancy.....	10
Pecans, Med.....	10
Pecans, Ex. Large.....	13
Pecans, Jumbos.....	14
Hickory Nuts per bu.....	2
Ohio, new.....	2 3 50
Cocoanuts, full sacks.....	2
Chestnuts, per bu.....	2

<b>Peanuts</b>	
Fancy, H. P., Suns.....	5
Fancy, H. P., Suns.....	6 1/2
Roasted.....	2
Choice, H. P., Extras.....	2
Choice, H. P., Extras.....	2
Roasted.....	2
Span. Shld No. 1 n'w.....	5 1/2 6 1/4

# Our Plan Will Help You

Are you interested in knowing the real secret of store-keeping success? If so, our plans will help you.

Are you anxious to learn how to increase your sales without increasing your expenses one extra penny? If so, our plans will help you.

Are you willing to be convinced that the efficiency of your selling capacity is capable of great development? If so, our plans will help you.

Are you anxious to learn how successful merchants have made their successes? If so, our booklet---No. J. 2711---will tell you. This booklet, together with our new spring catalogue---No. J 403---will be sent you free upon request.

**Butler Brothers,**  
230 to 240 Adams Street,  
Chicago



## Getting the People

Distribution of Advertising Matter in Course of Trade.

It has long been a hobby with me that the best advertising is through the public press. It does not follow, however, that the press is the only means of publicity that should be employed. The merchant who is satisfied with his space in the papers for his custom getting misses many opportunities which he can hardly afford to let pass.

Newspaper advertising costs certain definite amounts, so that the merchant is able to estimate the exact expenditure for any given time. Other methods of advertising cost, but are more difficult to estimate as the items are more numerous and less definite. It all costs. But there are ways of utilizing facilities so that nominal expenditure of cash will bring results, but this is at the cost of care and thought on the part of the dealer or manager. It all costs.

The value of stationery as an advertising medium is indirect. The merchant who expects to see results from the announcements on his letter heads, envelopes and other stationery will be disappointed. The recipient of a letter is interested in the matter thereof and gives little heed to the printing except as he is unconsciously impressed with the general appearance. The stationery should be neatly and suitably printed, properly with an indication of the business, but when the effort is made to compel it to bear a double burden, to serve as a handbill and as a medium of communication, the result will not be a success. Hence I say the advertising value of stationery is indirect.

But it does not follow that there should be no advertising in connection with correspondence. Every business doing advertising should be provided with an assortment of envelope slips or other enclosures, including suitable booklets perhaps. Care should be taken that the ones conducting correspondence should see to it that there is a systematic use of this material in all proper cases. Some business letters better not carry such matters, but usually there should be something enclosed. Then if a list of customers be available, and one should be, an occasional circulation of such matter independently of the correspondence, usually by circular postage, is worth while.

I am not much in favor of the merchant insisting on making every customer a peregrinating bill board by printing his signs conspicuously on the wrapping paper used in putting up goods. Still there is an opportunity here for distribution which may not be neglected. Such packages may properly be the means of securing entry into homes for a certain class of advertising. The package is no suitable vehicle for coarse hand bills or cheap, slipshod circulars, but they may properly carry elegant booklets or artistic circulars and slips, calendars, etc. Even this should not be overdone—the finding of a mass of even the best advertising material in a package is not calculated to strike the recipient favorably.

Then there are other ways of securing distribution which will be found by the watchful dealer. One of these is the pasting of slips and "stickers." But this should be done judiciously and sparingly. Too much of it, and especially in unsuitable places, works injury.

There should be usually relation be-

## —A Good Place— TO BUY

### Dry Goods and Carpets

### IS AT Noble Burnett's

You Will Always Find New Goods, &

You Will Always Find Standard Quality.

You Will Always Find Prices to Suit.

WE do not carry old stock, nor buy cheap truck to make a howl about, but always have some patterns and some seasonal stock less desirable than the rest to offer below market value.

## NOBLE BURNETT.

### HOYT PIERCE ...

Successor to O. P. DeWitt.

Having purchased the retail Grocery business of O. P. DeWitt, I shall endeavor to run a first class store, and hope to receive the same generous patronage accorded him. I shall keep a first class stock of Staple and Fancy Groceries, Fresh Vegetables and Fruits and sell them very close for cash. Come in and see me.

## Hoyt Pierce.

### OUR Wall Paper.

Sales already indicate that we have struck the popular fancy with our selections for this season.

Our line of Wall Papers for this season are all new and unusually complete and attractive in design, coloring and price. We invite your inspection. Prices begin at 3 cents per roll.

### H. J. HYDE,

ONE CHASE ST.

## Here We Are!

In our new location at the corner of Main and Bridge Streets, with a large supply of

### All Kinds of Hardware

to show you.

We welcome you all to call on us and consider our honest prices and reliable goods. While you are here don't forget to call at our rear building, where an up-to-date harness shop will be found.

Remember the place.

## Clavey & Brya,

HARDWARE DEALERS, DEWITT.

## Kleinhans

Is receiving his New  
Spring Stock of Dry  
Goods, Boots and Shoes

### ALWAYS GOOD.

Our Best "the flour the best cooks use," is always good. Every sack contains exactly the same kind of flour. No change of any kind is permitted and you can always depend upon

### OUR BEST.

To have flour always uniform requires the right grades of wheat, proper machinery, and skilled workmen. We possess the combination.

S. A. GUARD,

OPPOSITE CITY HOTEL

Allegan, Michigan.

### Pure Drugs

Are exceedingly essential to permanent recovery in all cases of sickness.

A few cents for the price of a drug does not count for much when one is ill—but still some druggist will save these same few cents.

We buy nothing but the very best that can be purchased.

Our Drugs may be relied upon at all times.

King, Snelling & Gruler, - Fowler, Mich.

tween the advertising in newspapers and that by the methods suggested. Sometimes a suitable design may be made for a "sticker" and the same printed in the newspaper advertisements and elsewhere. There is a value in the use of such trade designs when they are suitably employed and are not overdone.

\* \* \*

There are the elements of a good dry goods advertisement in the three column announcement of Noble Burnett, but to make it effective there need to be a considerable pruning and arranging. If the first two lines are to appear at all they should be in small type constituting one line, with no ornaments, so as to give room for white space and to give strength to the principal display line. The words "is at" should be omitted and also the apostrophe and "s" after the first firm name, and this should be centered in the good old-fashioned way. The paragraph in panel should be revised so as to get rid of the inelegant expression "to make a howl," and should be set in smaller type so as to occupy a little less space up and down and about two-thirds the length. These changes would make a strong, artistic attractive display, where now it is but a confusing jumble.

Hoyt Pierce makes a businesslike announcement, which is well handled by the printer. The only suggestion I would make is that the word "grocery" might be displayed so as to catch the eye of table buyers, although I suppose no one within twenty miles of St. Johns can avoid associating the name of O. P. DeWitt with groceries, owing to the very many years he was identified with that business. I presume Mr. Pierce did not mean to cast any reflections on Mr. DeWitt in making the statement that he would "endeavor to run a first-class store," but, for the sake of exactness and in order to retain the good will of the establishment, I would have said, "I shall continue to run a first class store," thus retaining the good impressions and pleasant memories which must exist in the minds of the people who have patronized the store for the past nineteen years.

A consistently displayed hardware announcement is that of Clavey & Brya. There is a businesslike stir about the writing which will gain attention. The ornament should be omitted. The advertisement is a good one, but should not be allowed to run long.

W. H. Kleinhans has a fine seasonal announcement, notably good. Of course, this should not run too long.

The word "our" should be omitted in the wall paper advertisement of H. J. Hyde, as the display is punctuated. The writing is attractive and businesslike and the display effective.

I do not quite see the use of the heavy cross line in the display of S. A. Guard. I am inclined to think it would have been more valuable in white space. The argument is attractive and the display consistent.

King, Snelling & Gruler write a suggestive drug advertisement which can hardly fail to commend itself to its readers. They have only to carry out the policy outlined to be assured of a good permanent trade.

## Half a Century

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

Watson-Plummer Shoe Co.,

"Western Shoe Builders"

Cor. Market and Quincy Sts., Chicago



## Recent Changes Among Indiana Merchants.

Alexandria—Wm. H. May has purchased the hardware stock of W. S. Hall & Son.

Columbus—J. M. Daniels & Co. have closed out their stock and retired from trade.

Disko—E. F. Braude has sold his general merchandise stock to F. J. Zimmerman.

Fountaintown—W. H. Smith has purchased the jewelry stock of J. E. Smith.

Hartford City—The style of Pushin Bros., clothiers, has been changed to Pushin Bros. & Co.

Jeffersonville—T. W. Perry has sold his drug stock to Schwaninger Bros.

Loyd—Stewart & Wood is the style of the new partnership which succeeds Wm. Stewart in general trade.

Madison—R. R. White & Co., clothiers, have dissolved partnership. The business is continued by R. R. White.

Orestes—G. W. Chitty has purchased the interest of his partner in the dry goods and grocery business of Chitty & Young.

Pleasant Lake—Howard Oxender has sold his meat market.

Redkey—D. R. Smith, flouring mill operator, has sold out to C. W. Watson.

Richmond—Seefloth & Bayer, bakers, have dissolved partnership, J. C. Bayer succeeding.

South Bend—Miller Bros., grocers, have discontinued business.

South Bend—C. W. Scott, manufacturer of shirts at this place, is dead.

Switz City—Mrs. M. M. Shelton has sold her general merchandise stock to D. J. Stantz.

Vincennes—Reed & Sproat have purchased the grocery stock of Edward Bierhaus, Jr.

Winamec—Shea & Co. succeed Shea & McClue in general trade.

Huntington—Wm. H. Baker, dealer in feed, has made an assignment.

Indianapolis—Oliver Williams, of the O. W. Williams Co., manufacturers' agent for pianos and organs, has, individually, filed a petition in bankruptcy.

Marion—Sue E. McFarren, grocer, has asked for the protection of the bankruptcy law.

Owensburg—Horace Ferguson, grocer, has turned his stock over to his creditors.

Warsaw—Henry Razek, dealer in general merchandise, has filed a petition in bankruptcy.

## The Boys Behind the Counter.

Allegan—Ben Bush has severed his connection with the Sherwood & Griswold Co., where he had been the past eleven years, and is now in the clothing store of H. Stern & Co.

Cadillac—Walter A. Murray, who recently passed a creditable examination before the State Board of Pharmacy, has taken the position of prescription clerk for George D. Van Vranken.

Traverse City—Lewis Pagel has taken a position in the carpet department of the J. H. Milor Co. store, and will assume his new duties about April 1. He has been with the Petoskey Rug Manufacturing and Carpet Co., Ltd., for three years.

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

The hide market is weak and stocks are accumulating. Some of the early take-off is going out on previous sales. The quality has much to do with values, as prices are still high for tanners' use.

Pelts are few and in good demand at full values. Any advance is resisted

and can be obtained only as stock is good.

Furs are still waiting for results of London sales not yet reported. No material change is looked for. Mink and skunk are in large offerings and a decline may come.

Tallow of all grades is in good demand. Edible has a continued call and is taken as fast as offered. Soapers are in the market for tallow and greases, as their stocks are low and oils are high in value.

Wools are in more demand. Trade shows an increase in sales at former prices, with a tendency to advance. Pulled wools have sold above the prices offered last week and sales have been effected. A consummation of the strike adjustment has relieved the market and trading begins again. Wm. T. Hess.

When your husband calls you an angel, the chances are that he has been drinking again.

## Business Wants

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

## BUSINESS CHANCES.

**FOR SALE—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. 349, care Michigan Tradesman. 329

**FOR SALE—A NICE CLEAN STOCK** of dry goods, men's furnishings, hats and caps, gloves and mittens, groceries and boots and shoes. On railroad in a good farming country. Will sell or rent store building. Any one wanting a good opening for a general business in a nice town where taxes are only 1 1/2 to 1 3/4 per cent., insurance light and good reliable farmers for patrons should answer at once. Stock runs about \$4,000 to \$4,500. Could be reduced to suit customer. As good a point for a business as any town of its size in the State. Must get out of store on account of my health. Address T. C., care Michigan Tradesman. 369

**FOR SALE—GROCERY AND BAZAAR.** Good town. Stock invoices \$750. Only bazaar in town. Address No. 371, care Michigan Tradesman. 371

**FOR SALE—MOSLER, BAHMANN & CO.** fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16 1/2 inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

**FOR SALE AT A BARGAIN—THE ONE** half or the whole of the Star Roller Mills, located at Petersburg, Mich., Monroe county; capacity 50 bbls. Brick building, steam power. For further information write Lantz & Co., Petersburg, Mich. 364

**FOR SALE OR EXCHANGE FOR GEN** eral Store of About \$3,000 Valuation—Hotel in Northern Wisconsin in city of 5,000 population. Address E. C., Box 47, Tigerton, Wis. 363

**FOR EXCHANGE—GOOD RENTAL PROP** erty for stock of furniture. D. F. Lane, Muncie, Ind. 362

**WE BUY BANKRUPT, FIRE AND CLOS** ing-out stocks. Hillsdale Mercantile Co., Hillsdale, Mich. 361

**CORTRIGHT & STARR, THE PROGRES** sive real estate men of Marshall, Michigan, can sell your stock for you promptly. Write for "Our New Plan." It is free. 360

**FOR SALE—A FINE STOCK OF UP-TO** date groceries, located in one of the best 3,000 towns in Northern Indiana; best location in town; fine brick building to do business in; doing a paying business; excellent reason for selling made known on application; stock invoices \$1,500 to \$1,700; no speculators need apply. I am no professional. Terms, cash. Address W. D. Decker, Ligonier, Ind. 359

**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 Hostetler & Co., Emma, Ind. 358

**FOR SALE—A NICE CLEAN GROCERY** stock in hustling 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

**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, Muskegon, Mich. 354

**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 tinners' tools, some tinware and tinners' stock; also full set plumber's tools, pipe, pumps and water works goods and fittings and new 14 foot cayetrough wagon. Best of reasons for selling. This is worth investigating. Address W. G. Andrus, Otsego, Mich. 330

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

**FOR 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 CHEAP—TUFTS' 20 SYRUP** soda fountain, with all appurtenances. Will sell cheap. Address Bradford & Co., St. Joseph, Mich. 311

**FOR SALE—A WELL ESTABLISHED GEN** eral merchandise business located in heart of fruit belt in Northwestern Michigan; invoice \$6,000; settlement of an estate; own buildings and will rent reasonable. J. H. Chapman, Kearsley, Ind. 310

**FOR SALE—FURNITURE AND UNDER** taking stock, paints, oils and glass; country 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 Jonia St., Grand Rapids. 321

**THREE TWENTY-TWO FOOT ASH COUN** ters, 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 Lodge, Mich. 296

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

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

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

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

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

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

## MISCELLANEOUS

**A YOUNG MARRIED MAN WISHES TO** procure a position in hardware store for purpose of learning the business. Have had three years' experience in office work. Can furnish best of references. Address No. 367, care Michigan Tradesman. 367

**WANTED—A RELIABLE, HUSTLING** young man wants some good article to cater to all grocery trade in Detroit and vicinity. Will devote entire time. Address, with full particulars, No. 372, care Michigan Tradesman. 372

**WANTED—REGISTERED PHARMACIST** married man preferred. Steady employment. Address R. D., Carrier 23, Grand Rapids. 370

**SALESMAN WANTED—FIRST-CLASS, EX** perience dry goods salesman and stock-keeper. Must be competent, all-around man. Address Lock Box 28, Alma, Mich. 365

**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

**WANTED—THE NAMES OF REGISTERED** drug clerks or registered assistants wanting situations. State age and experience. References required. Address Lock Box 46, Sturgis, Mich. 313

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

## For Sale Cheap

- 1 Engine 16x22.
- 1 Cornell & Dengler Box Printer.
- 1 Michels Segment Resaw.
- Several small Cut-off and Rip Saws.
- Shafting and Pulleys.
- 1 Saw Filer.

F. C. Miller.

223 Widdicombs Building, Grand Rapids

## Buckeye Paint &amp; 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.

The Vinkemulder Company  
Wholesale Fruits and Produce

Specialties: Onions and Potatoes

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