

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, MARCH 26, 1902.

Number 966

## Banking by Mail

Why risk your money by keeping it in insecure places when you can deposit in the

### Kent County Savings Bank

Corner Canal and Lyon Sts., in absolute safety?

President, Jno. A. Covode.  
Vice-President, Henry Idema.  
Cashier, J. A. S. Verdier.  
Assistant Cashier, A. T. Slaght.



Offices { Widdicomb Bldg, Grand Rapids.  
Detroit Opera House Block, Detroit.

L. J. Stevenson, Manager

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

200,000 Michigan Reports on file in our offices, a complete Judgment and Mortgage Record, the Ledger Experience of 1,300 members in all trades and professions, the Financial, Moral, Business History, Paying Ability and Habits, covering the past fifteen years—these records, supplemented by the work of our experienced reporters and investigators and an index to 25,000 claims handled yearly, enable us to protect our members against worthless accounts and to collect all others.

## WILLIAM CONNOR

### WHOLESALE READYMADE CLOTHING

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

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

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

## THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bldg, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

C. E. McCrone, Manager.

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## Tradesman Coupons

### IMPORTANT FEATURES.

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### THE PASSING OF CECIL RHODES.

There is now lying at death's door in Far-off South Africa a man who has influenced the destinies of nations in his day. Reference is, of course, made to Cecil Rhodes, former Premier of Cape Colony, and probably the one man more than any other responsible for the development of South Africa in recent years, and at the same time the main cause of its more recent undoing.

The career of Cecil Rhodes exemplifies in a most conspicuous way how a fatal weakness in a great man's character can in a brief period of time undermine the work of a lifetime. Up to the time of the Jameson raid—the ill-starred enterprise which preceded the outbreak of the present war by a couple of years—Cecil Rhodes undoubtedly held the destinies of South Africa in the hollow of his hand. His administration of public affairs in Cape Colony had been eminently successful and his schemes for the development of the rich gold and diamond mines had been productive of the most wonderful results. His enterprise and activity had added to the British Empire a vast area, both to the west and north of the Boer Republics, and it was mainly due to his active urging that the reconquering of the Soudan was brought about.

His great ambition was to unite Cape Town with Alexandria, Egypt, by a continuous line of railroad extending from the Cape to the Mediterranean, his enterprise being generally known as "the Cape to Cairo Railroad." The railroad itself was not a mere visionary dream, as the southern end had been extended northward from the cape into Rhodesia, while in the northern end of Africa the road, under the guise of a military railways was built south from Cairo through the Soudan to Khartoum, and even below.

The one obstacle in Rhodes' path was the two little Boer States.

These strips of territory were the only portions of South Africa worth the having which were not under absolute British control, and, moreover, their laws, customs and traditions were hostile to the British plans. How to get rid of the republics was, therefore, Rhodes' main care during the latter part of his term as Premier of Cape Colony. That

Rhodes did all in his power to further the success of the ill-starred Jameson enterprise, and was the prime promoter and financial agent of the expedition, can not for a moment be doubted. Had it proved successful he would have achieved the creation of the empire for which he had been working; but its failure made it necessary from his viewpoint to pick a quarrel with the republics.

Whether the British government was a party to Rhodes' schemes for driving the Boers into war is a matter which remains to be laid bare, but that Rhodes himself desired the war, worked for it and hoped that its results would bring his plans to a successful conclusion, there is scarcely room for doubting. The outcome has undoubtedly keenly disappointed the South African Colossus and there will be not a few who will believe that his present condition is due to the worry and disappointment over the results of the war.

Whether the future will prove that Rhodes' career has been for the weal or woe of the British empire, there can be no disguising the fact that he has been the most powerful of all the personages which, since the days of Washington, the British colonies have produced, his influence having even extended to exerting a strong influence upon the destinies of the empire as a whole.

The American Tobacco Company has invaded England with methods which astound not only its rivals but the public. The company intends to capture the English trade at any cost and offers to retail dealers such inducements in the way of bonuses that they can not fail to accept them. The company is willing to give its profits in England for the next four years in order to get its goods introduced and trade established. The Imperial Tobacco Company, an English concern, had previously attempted to keep the American company out of the field by the offer of a bonus to dealers handling only its goods, but the offer of the American company completely overshadows it. There is no stopping Americans when they are determined to reach markets, whether in England or elsewhere abroad. They know their goods will go, once they get a fair trial. The prodigal manner in which this company scatters money along its way to make its progress easy occasions amazement in England, but Americans are quite accustomed to such methods. It is competition in the modern form, in which millions are expended in a way that would have seemed reckless before the days of trusts and combinations.

One thousand bushels of corn are to be sent from Richmond, Va., by mail within the next few days. It will be packed in sacks holding one bushel each and each sack will bear the Government frank. The corn is ordered from a local firm of seedsmen by the Agricultural Department for use in a section of Arkansas where crop failure has deprived the farmers of all grain of this sort.

### GENERAL TRADE REVIEW.

There are remarkable features in the industrial and financial situations in that, with a tightening of the money market in the Eastern centers to an extent which would naturally be expected to depress stocks and restrict trading, there is an upward movement in most leading lines sufficient to raise the general average and the level of transportation shares is carried high enough to make a new high record. There seems to be no special reason for this except the tremendous volume of business in all lines. This is so great that it seems impossible for the influences which ordinarily would cause reaction to have any apparent effect on prices, although there is a lessening in the quantity of speculative buying. The continued stringency in the money market seems to be the result of absorption by the Treasury and demands all over the country for business purposes. One effect has been to stop the export of gold and the general tendency is toward a sound conservatism. The later indications seem to point to reaction from the high levels made, a better indication than would be the continued upward movement.

The reports of bank clearings throughout the country indicate a tremendous distribution of merchandise. Spring movement is greater in the aggregate than in any previous season.

Manufacturing plants are still in the most flattering condition, with employment at profitable rates assured for many months ahead. In iron and steel there is continued demand, especially for structural shapes and piping, indicating a pressure on account of building enterprises, etc. Such price changes as have occurred have been upward, and these have been warranted by a general advance in the world's markets.

There has been less of uneasiness on labor accounts this season than usual, fair prices and plenty of employment seeming to meet requirements. In the New England textile industries, however, there has been an acceding to demands that will place that field at a disadvantage as compared with the rest of the country. Woolen manufacture is seasonably more quiet and footwear is taking a rest after such a heavy winter production.

The course of speculation in leading staples has been somewhat erratic. Wheat is made to fluctuate sufficiently to make it interesting to speculators on the varying reports of conditions of the coming crop. Corn has been moving actively—both domestic and export—as a consequence of low prices, until it is now taking another sharp advance. Cotton is firm on increasing conviction that it has about passed out of first hands.

An inside authority declares that National Biscuit earnings for the present fiscal year are a slight fraction less than 10 per cent. on the common stock. He states that, figured out to a finish, they show at the rate of 9½ per cent. earned so far as the year has gone.



## Getting the People

### The Frequency of Failure Through Indefiniteness.

One of the most difficult problems in dealing with our fellow men is to bring an idea or thought of us or our undertaking to their consciousness. The matter is so prominent in our own minds that we instinctively conclude that others are beginning to guess it already, even before we do anything to bring it to their attention. It does not take a long experience in the work of publicity to find that the minds of our fellows are not so accessible. As a matter of fact, each other individual is as thoroughly occupied with his own petty interests as are we by those which seem to us larger. I apprehend that it is owing to this natural tendency to over-rate our own importance and to minimize the degree of absorption of others in their own self-centered spheres that we undertake to assail the fortress of the public mind with such inadequate and wild shooting artillery.

The heralding of our undertakings is one of the easiest things in the world. This is exemplified in many of the Oriental markets where the streets are filled with a pandemonium of vociferous declamation of offered wares. We see the same principle illustrated in street corner vending in many of our own cities. In this kind of publicity there is an occasional coincidence, in the matter so vehemently heralded, with the interest of a passerby that results in a sale. But note the thousands of unheeding ears upon which fall the sounds in gaining the attention of now and again one. This is general advertising, and it is only through the effect of vast numbers that an occasional random shot reaches a mark.

This kind of advertising is too expensive for the public press, yet we see much of the space in such media occupied by that which is little better. There is not enough of interest in the statement that William Jones & Co. have a fine assortment of reliable heavy and shelf hardware. An occasional reader may see the word "hardware" and be led to associate it with William Jones & Co. to their mutual benefit, but this is more likely to result without the general modifying terms. There is much greater likelihood of gaining attention by pricing seasonable articles for farm work or for building. The use of general terms does a little good, definiteness does much more.

A common kind of general advertising is the continuation of an unchanged display of the same matter for months and years. If the paper was serving the purpose of a directory simply and all advertising was of the same kind there might be some value in it; but, when the rule is change, the eye glances through to see that which is of interest. That which has appeared before is simply not seen. No conspicuousness of display is sufficient to force repeated attention when there is nothing else specific to make it of interest.

Change simply is not enough to make advertising effective—there must be something of definite interest, such as the announcement of the receipt of seasonable goods or an attractive setting forth of special articles; and these can not be too often aided by the definite price. It is not enough that the advertiser tells what he wishes known—he must constantly study to tell what his customer wishes to know, and so will know.

### Weather Forecasts

Rain tonight; Thursday fair; cooler.

NEW GOODS THAT HAVE ARRIVED

**Tailor Made Suits**  
**Wraps, Raglans, Raincoats,**  
**Silk and Cotton Waists,**  
**Skirts and Jackets,**  
**Muslin Underwear and Petticoats**

We Lead in Styles! We Lead in Price!  
We Lead in Qualities!

Inspect the New Styles for Spring.

The Largest and Best Line of Umbrellas in the City—  
**GUARANTEED**

**The Metropolitan Dry Goods Co.**

118-120-122 North Franklin Street.



### SOME BARGAINS

GREAT VALUES FOR 10 CENTS

Many articles that would be cheap at 25c

My inducement for a call while the great

### Wall Paper

push sale is on. My prices will interest you. Choose goods at 2c per roll with matched ceilings and borders. Prices range upward to 25c per roll. Goods that have heretofore sold for twice the money. Largest line in Northern Michigan to select from. It is your opportunity to paper this season. Don't neglect it.

**W. G. NELSON,** Furniture and Crockery Store.  
EXPRESS OFFICE. Greenville, Mich.

P. S.—A large line of Curtains, all colors and widths.



**Ten  
Dollar  
Men's  
Suits.**

The man who has just ten dollars to spend for a suit of clothes and wants the best in the city for that money can profit by reading this ad.

Instead of only a few styles at this price we show you a magnificent range of new and original patterns. You have your choice of Fancy Cassimeres, Blue Serges, Black, Gray and Steel Clay Worsteds, Blue Flannel and many others.

Every suit contains the Davison quality, which is the best recommendation that can be given. We know of many instances where you will pay \$12.00 and even more for suits to equal ours.

**W. H. Davison.**

Good Clothing.

### WISLER & CO.,

EAST SIDE.

### Attention!

Call and see the special low prices we are making on many lines of goods.

1-2 off on Corsets  
1-2 off on Hosiery  
1-2 off on Underwear

And great discounts on many other things. These discounts last for the next thirty days.

### WISLER & CO.,

EAST SIDE.

### "AN OUNCE

of preventative is worth a pound of cure" is an old but true saying. A small bottle of cough syrup manufactured by us and known as **AYER'S COUGH SYRUP** will positively prevent croup and possibly save a doctor bill and a child's life. It relieves bronchitis, whooping cough and asthma. Is especially adapted to use with children, being harmless and pleasant to taste. You don't have to buy a large quantity, 25 cents buys a full **TWO OUNCE BOTTLE.**

### PASSAGE & AVERYS.

CITY DRUG STORE



### Good Cattle

Make good meat. Poor cattle make bad meat. When our buyer selects stock he gets the best on the market. The best is none too good for our patrons. We look out for you.

The Haas Meat Market.

The Metropolitan Dry Goods Co. has a valuable adjunct to its display in the brief weather forecast. Of course this must be managed systematically, however, to be of the greatest use. Thus it is desirable that the advertisement in this case should occupy the same space in the paper, so that the readers will turn to it without searching, which might be of value to the other advertisers perhaps, but not to the one looked for. Then the matter should be changed every day. The eye will not see the same display repeatedly. The quantity given in this display seems to me rather voluminous for a daily change, or for any display in fact. The writing is too general and indefinite, especially in the last expressions.

W. G. Nelson shows an example which is open to the criticism of an appearance of one statement. Selling twenty-five cent goods for ten cents is not apt to command absolute confidence. Statements of such great disparity should not be made without some reasonable explanation as to what makes it possible. The printer makes a good display except that it is a little crowded.

W. H. Davison has evidently learned the value of definiteness and reasonableness of expression in his clothing advertisement. There is an attractiveness in the fact that a certain sum will make the purchase which will bring many into the store. Then there is a reasonableness of expression in the argument which will command attention and confidence. People will not think it incredible that a suit be sold for \$10 that might command \$12 elsewhere, but to say that it would command \$25 would defeat the object. The advertisement is exceptionally well written and the display is good, although pretty heavy for artistic effect.

Wisler & Co. write a good advertisement for a general one, which is well displayed.

Passage & Averys write an interesting description of a special remedy. The suggestion I should make is that the display of the words "prevent croup" would more frequently gain the attention of those interested than which are displayed.

The Haas Meat Market write an attractive advertisement, which is well proportioned for their space. The printer's work could not be improved.

Made Money by Trusting to People's Honesty.

Possibly the youngest proprietor of a successful business in the United States is Mary Elizabeth Evans, of Syracuse, N. Y. She is 15 years old and sells more candy than any six of the other retail dealers in Syracuse. She prepared the way for her trade by having a booklet printed which consisted of testimonials from physicians who had bought her candy.

Another of her original plans was a showcase at which all customers helped themselves. In the case were neat boxes of candy, and at one end were double doors. Swinging from one of the doors was a sign which read: "Open these doors. Take what you wish. Leave price for goods taken. Make your own change from my till. I trust to a customer's honor."

This girl has remarkable business ability and has great confidence in her patrons.

The very latest discovery in electricity is that a shock that is strong enough to kill a sober man will probably not kill a man who is drunk.



# EGGS AND BUTTER

**WANTED**—We guarantee prompt returns and full market value for any shipment consigned, or if you prefer, will buy outright.

Reference: Fourth National Bank.

**S. C. WOOLETT, - - GRAND RAPIDS, MICH.**  
673 MADISON AVE. CITIZENS PHONE 1294.

## The Vinkemulder Company

Wholesale Fruits and Produce

Specialties: Onions and Potatoes

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

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

## "I SWEAR"



that I never sold a better class of goods, never sold better profit-paying goods, never sold goods so well liked by my customers and called for so often, never sold goods that brought me so many new customers as the line of Standard D Crackers and Fine Biscuit manufactured

by E. J. KRUCZ & CO., Detroit, Mich.—they're not made by a trust.

Every grocer who has ever sold this line of goods will swear to the same thing. Don't you think it will pay to investigate?

## A NEW LIGHT

For Stores, Halls, Homes, Schools, Streets, Etc.

### The Brilliant or Halo Gasoline Gas Lamp

A 15-foot Room can be lighted by one Brilliant or a 40-foot Hall by one Halo Lamp at

15 to 30 Cents a Month

No smoke, smell or greasy wick.

100 Candle Power

Halo Pressure Lamp  
500 Candle Power

Having sold over 100,000 of these lamps during the last four years that are giving such perfect satisfaction, we are justified in claiming the best and only always reliable lamp in the market. Agents wanted everywhere.

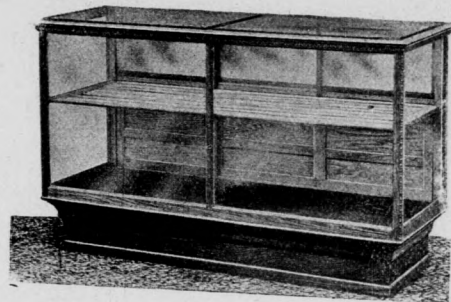
**BRILLIANT GAS LAMP CO.**

George Bohner.

42 STATE ST., CHICAGO.

## Grand Rapids Fixtures Co.

A  
new  
elegant  
design  
in  
a  
combination  
Cigar  
Case



Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

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

## 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.

WORLD'S BEST

# S.C.W

5c. CIGAR. ALL JOBBERS and  
**G. J. JOHNSON CIGAR CO.**

GRAND RAPIDS, MICHIGAN.

## SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.  
OJIBWA.

FOREST GIANT.  
SWEET SPRAY.

SMOKING

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

PLUG

CREME DE MENTHE.  
STRONG HOLD.  
FLAT IRON.  
SO-LO.

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



## Around the State

### Movements of Merchants.

Ionla—G. B. Hall has purchased the grocery stock of A. B. Pierce.

Williamston—J. H. Linn succeeds O. D. Corwin in the grain business.

Fairport—W. H. VanDeburg, general dealer, has removed to Hillsdale.

Port Huron—Oscar L. Boice has sold his drug stock to Joseph L. Lohrsterfer.

Mason—E. L. Lee has purchased the agricultural implement stock of Frank P. Dean.

Shafterburg—Wm. S. Barrett has removed his dry goods and grocery stock to Maple Rapids.

Burt—David M. Hunter has removed his furniture and undertaking stock from Durand to this place.

Muskegon—G. H. Haines has purchased the grocery and boot and shoe stock of E. D. Haines.

Maple Rapids—Wm. S. Barrett has purchased the general merchandise stock of Convis & Hayt.

Ada—L. E. Burns, the veteran general dealer, is closing out his stock and will retire from business.

Escanaba—The North Star Clothing Co. has filed articles of incorporation with a capital stock of \$8,000.

Lake Linden—The Lake Linden Co-operative Society has increased its capital stock from \$20,000 to \$40,000.

Belleville—F. H. Whittaker has purchased the general merchandise stock of the estate of Benjamin F. Whittaker.

Locke—R. E. (Mrs. Geo. D.) Spencer has sold her hardware and patent medicine stock to Chas. E. Dunckel.

Alpena—Adolph Schneider, who recently disposed of his bakery business here, has opened a bakery at Onaway.

Belleville—C. F. Voorheis has engaged in the meat business, having purchased the market of Geo. E. Roberts.

Alpena—George Manion is remodeling his grocery store and making room for a clothing and men's furnishing goods stock.

St. Louis—R. J. Fraker is closing out his stock of general merchandise and will remove to a farm which he lately purchased.

Marcellus—C. T. Nash & Co. are succeeded by Burlington & Mohnen in the grocery, notion, boot and shoe and crockery business.

Howell—Walter Burke succeeds Manuel & Co. in the musical instrument, agricultural implement, bicycle and sewing machine business.

Olivet—Morford & Miller is the style of the new partnership which succeeds A. D. Morford & Co. in the hardware and agricultural implement business.

Hart—Geo. B. Turner has sold an interest in his grocery stock to J. S. Lester and Harlan Benedict. The new firm will be known as the Turner Grocery Co.

Pompeii—H. D. Lewis, who recently engaged in the grocery business here, purchased his stock of Hall Bros. (Owosso), W. S. Lamb booking the order.

Standish—Marcus Blumenthal, who conducts the dry goods, clothing and boot and shoe business here and at Grayling, has discontinued business at the latter place.

Casnovia—J. L. Norris has sold his drug, grocery and hardware stock to Foster & Sherwood. The sale was accomplished through the Wants Column department of the Michigan Tradesman. Mr. Norris will continue to handle hay and grain, the same as heretofore.

Benton Harbor—The Red Cross Drug Co. succeeds P. E. Witherspoon & Co. The members of the new organization are R. B. Taber, Charles K. Farmer and James Kakbekee.

Medina—H. C. Herrington, of Herrington & Robinson, agricultural implement dealers, has purchased the interest of his partner and will continue the business in his own name.

Ovid—Henry A. Potter, President of the Ovid State Savings Bank, has purchased a half interest in the dry goods stock of Calvin E. Jillson. The firm name will be Jillson & Potter.

Lansing—Morgan & Musgrove, proprietors of the Pearl grocery, have dissolved partnership, Mr. Musgrove having sold his interest to his partner, who will continue the business at the same location.

Mason—Dr. O. E. Pratt has purchased the interest of B. L. Hayden in the drug firm of Pratt & Hayden and will continue the business in his own name. Mr. Hayden has not yet formulated any plans for the future.

Kalamazoo—Jacob Donker has opened a meat market at the corner of Frank and Park streets. Mr. Donker was formerly proprietor of the Co-operative market, which he sold to take a trip to his old home in the Netherlands.

Pontiac—A. B. Chandler & Sons, of West Bloomfield, are moving to this city and will start a cigar factory here. They have raised considerable tobacco on their land in West Bloomfield and are moving here to enlarge their interests.

Flint—S. J. Hall has purchased a controlling interest in the firm of Hall & Bristol, dealers in agricultural implements. The style of the new firm will be S. J. Hall & Co., the other partners being Frank T. Hall and Elliott Bristol.

Sand Lake—J. A. Haring has sold his general merchandise stock to Wm. Lusenden, of Moline, and has gone South for his health. He will visit several of the Southern States and expects to locate permanently in New Mexico or Arizona.

Detroit—Crowley Bros. have leased the stores at 111-113 Jefferson avenue, now used by Heavenrich Bros., who intend moving their clothing manufacturing plant to Chicago. The latter firm will retain its warehouses on Jefferson avenue. Crowley Bros. will move into their new quarters May 1.

Traverse City—C. E. Schoolcraft, who for the past five years has been the senior member of the firm of C. E. Schoolcraft & Co., grocers, has decided to leave Traverse City for Glennie, Alcona county, where he will erect a building and start a general store. The grocery business here will be continued by his brother, Owen Schoolcraft.

Lansing—Frank L. Gardner and Dr. E. L. Robertson, who owned the drug stores on Franklin avenue, east, and at the corner of Washington avenue and Ottawa street, have divided their stocks, Mr. Gardner taking the uptown store and Dr. Robertson & Son continuing the business on Franklin avenue. Their business interests, aside from the drug stores, will be continued in partnership.

St. Johns—Fred A. Travis, of the drug firm of Travis & Baker, has purchased a farm one mile and a half north of this place, and is rapidly becoming as expert an authority on agricultural topics as he is already on pill pounding. He goes to and from the store on a wheel and his partner asserts that he is down to business mornings earlier than he was when he resided in town—probably

owing to the fact that he is compelled to rise early in order to route out the hired man.

Unionville—Fred J. Durkee, who has been in business here for the past three years as wholesale dealer in cigars and smokers' supplies, and but recently added a line of confectionery, has decided to remove to Saginaw, where he will be located on Genesee avenue and where his business can be conducted on a much larger scale. E. J. Lolu, of Ann Arbor, has been engaged as cigar salesman, while Geo. W. Zweigh, of Ypsilanti, will look after the confectionery line. Both men have had considerable experience in handling their respective lines. Mr. Durkee will look after the trade in Saginaw and Bay City and adjacent territory.

### Manufacturing Matters.

Coral—The Coral Canning Co. has been incorporated with a capital stock of \$10,000.

Corunna—The Corunna Furniture Co. has been organized with a capital stock of \$25,000.

Wacousta—The Wacousta Creamery Co. has been established here. The capital stock is \$4,400.

Detroit—The style of Freedman & Co., manufacturers and jobbers of knee pants, has been changed to Freedman, Love & Co.

Jackson—The McKercher Wrench & Tool Co. is the style of a new enterprise at this place. The capital stock of the concern is \$30,000.

Manchester—A new canning and packing industry has been established here under the style of the Manchester Canning & Packing Co. with a capital stock of \$10,000.

Detroit—Articles of association have been filed by the Kenney Shoe Co., with a capital stock of \$10,000, divided into 1,000 shares, of which \$4,500 is common stock and \$5,500 is preferred stock. The amount of stock actually paid in is \$10,000. The general or common stockholder is: William H. Kenney, Milwaukee, Wis., 450 shares. The preferred stock is held by John B. Howarth, 548 shares; Charles B. Sawyer, 1 share; Henry H. Doty, 1 share. The company will manufacture, purchase and sell boots, shoes, rubbers and shoe findings in Detroit and Milwaukee.

### The Boys Behind the Counter.

Owosso—E. Wade Cadman, who was identified with D. M. Christian nearly seven years in the capacity of bookkeeper, cashier, floor walker, window dresser and manager of men's furnishing goods department, respectively, has taken a responsible position in the silk department of the Simpson & Co. department store at Toronto and has already entered upon the duties of his new position.

Alpena—Neil Thompson will take charge of the clothing department of Geo. Manion.

St. Clair—Fred Wulff has resigned his position in the dry goods store of J. R. Whiting to take a similar position in the store of Pierce & Sullivan, at Delray.

Thompsonville—Nall Conklin has given up his position in the Trowbridge grocery to take the position of bookkeeper and scaler for the Conklin & Hopper Lumber Co., at Yuma.

Alpena—John Joslyn is now with Robt. Ellsworth, the confectioner.

Thompsonville—C. L. Bennett, for several years head clerk at D. E. Slawson's, has taken a position in the general store of W. W. Pearson, at Newaygo, and will move there with his family about April 1.

Alpena—Harry Burdick is the new clerk at the dry goods store of the Sinclair Co.

## Exceptional Opportunity for Investors

We would be pleased to confer with parties having money to invest in ten to twenty year, gilt edge, non-taxable securities, 6 per cent. interest, payable semi-annually.

The National Bank,

Ionla, Mich.

The State Savings Bank,

Ionla, Mich.

## New House in the Field

We wish to call your attention to the fact that we have opened a wholesale produce house at 100 South Division street, Grand Rapids, with butter and eggs as our specialty, and with a manager who has had ten years' experience in the business, seven years of the time in Grand Rapids, and with a full determination to deal fair, square and honorable with all whom we do business with, both our shippers and our customers, and with no lack of means to carry on the business in the most economical and profitable manner possible.

We shall be pleased to answer any enquiries promptly regarding our paying prices or selling prices on any produce we handle and to keep our shippers who are consigning goods thoroughly posted regarding the market value of goods from time to time as our market changes. We shall aim to be very prompt in remittances, and returning empty packages, where expected to do so. We are equipped for business. We are looking for business and want to begin doing business with you at once. Give us a chance and let us hear from you.

Wheelock Produce Co.

## 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

30 Pearl Street

Grand Rapids, Mich.

**WANTED!** POTATOES, CABBAGE, ONIONS.

**M. O. Baker & Co.,**

WHOLESALE FRUITS AND PRODUCE

Bell Phone Main 1870  
Brown 541

119-121 Superior St., Toledo, O.



## Grand Rapids Gossip

John Haberstump has embarked in the grocery business at Ionia. The Ball-Barnhart-Putman Co. furnished the stock.

Fred Soules and H. B. Lake have formed a copartnership under the style of Soules & Lake and engaged in the grocery business at Coral. The Worden Grocer Co. furnished the stock.

The Grand Rapids Cereal Co. is installing machinery in its factory on Campau street for the manufacture of a new drink, Queen of Cereal. It is expected that operations will be begun in about two weeks.

W. W. Wheelock, Sr., has engaged in the butter and egg business at 106 South Division street under the style of the Wheelock Produce Co. The details connected with the business will be looked after by M. R. Alden. Mr. Wheelock has been engaged in the milling business at Battle Creek for the past five years.

Peter Braun has sold his interest in the firm of Braun & Hesse, grocers at the corner of Shawmut avenue and Jefferson street, to Peter Pitch, formerly engaged in the meat business at North Dorr. The new firm will be known as Pitch & Hesse. The firm of Braun & Hesse has been in existence, and in business at one location, for the past fourteen years.

Hon. Charles W. Garfield tells the following story on himself in connection with his bicycle tour through Europe several years ago. He was pushing his wheel up a steep hill in Southern France when he overtook a peasant with a donkey cart. The patient beast was making but little progress, although it was doing its best. The benevolent cyclist, putting his left hand against the back of the cart, and guiding his machine with the other hand, pushed so hard that the donkey, taking fresh courage, pulled his load successfully up to the top. When the summit was reached the peasant burst into thanks to his benefactor. "It was good of you, indeed, monsieur!" he protested. "I should never in the world have got up the hill with only one donkey."

John H. Young—better known as "Jack" when he was a resident of Grand Rapids twenty years ago—has executed an oil painting of Ben. W. Putnam which attracts the attention of everyone who sees it. It hangs in the office of the Putnam Candy Co., having been presented to that corporation by the employees and the painter. Mr. Young will be remembered as an employe of the old house of Putnam & Brooks when they were located on Canal street, and even in those days he was mighty handy with the brush. He is now the leading scenic artist in New York, being in charge of the scene painting of the Broadway Theater and the Grand Opera House. He owns a beautiful home, a stable of pacers, a steam yacht and about everything else which the successful man is ambitious to possess.

### 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.

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 20@22c. Choice fetches 18@20c. Packing stock goes at 16@18c. Receipts are light.

Cabbage—55@65c per doz.

Carrots—\$1.25 per bbl.

Celery—California Jumbo commands 90c per doz.

Cranberries—Jerseys command \$7.75@8 per bbl.; Waltons, \$2.75 per crate for fancy.

Dates—4½@5c per lb.

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

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

Eggs—Receipts are heavy, due to the effort made by shippers everywhere to get their supplies in before Easter, after which the usual drop in prices is anticipated. Local buyers are paying 12@13c on track this week, but country buyers should not be misled by these prices into holding their paying prices up too long.

Figs—Five crown Turkey command 14c.

Green Onions—20c per 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 \$3.40@3.50.

Lettuce—14@15c 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 fancy.

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

Oranges—California navels fetch \$3.50 per box for fancy and \$3.25 for choice.

Parsley—30c per doz.

Parsnips—\$1.50 per bbl.

Pieplant—9@10c per lb.

Potatoes—The market is strong and active and about 5c higher than a week ago. There is still a difference of about 5c between seedling and eating stock, but the difference is gradually growing less, as the demand for seed stock lessens. Local dealers pay 70@75c for seed stock and 65@70c for eating stock.

Poultry—All kinds are very scarce and unusually firm. Dressed hens fetch 9@10c, chickens command 10@12c, turkey hens fetch 12@13c; gobbler 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.

Vegetable Oysters—20c per doz.

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

Hides are firmer and sales have been made at a slight advance, which is likely to hold for the present. Stocks have accumulated to some extent at prices above what were being offered.

Pelts are few and bring good prices on a strong market. Values are above pullers' views and the wool market does not respond to their benefit.

Furs sold well at London sales at full values anticipated. Old values have been restored on this side and the spring catch will bring full values.

Tallow is strong, with light offerings. Soapers have no large stocks on hand. Oils rule high, which makes soapers anxious for the outcome.

Wools are again draggy, with light sales. There is no kick to the trade and any increase of value can not be obtained. Dealers are not anxious buyers until they can unload some of their holdings. The supply in this country is readily counted and lower than for some years. Large amounts are being used up. The strike agitation at factories makes them weary, on account of the uncertain outlook. Present reports do not indicate higher prices than ruled last year. Wm. T. Hess.

### The Grocery Market.

Sugars—The feature of the raw sugar market is the improved feeling among holders of raw sugar and the advance of 1-16c in the price of 96 deg. test centrifugals. This is attributed to a slightly better movement in refined sugar and a good disposition on the part of refiners to make purchases. Stocks of raws are, however, very light and, as holders are aware of the limited supply of raw sugar held by refiners, they are now holding back for higher prices and indications point to a further advance. The world's visible supply of raw sugar is 3,620,000 tons, showing an increase of 600,000 tons over the corresponding period last year. The scarcity of raws and the consequent advance in price caused a firmer tendency to the refined market and prices have advanced 5 points, with very good demand on all grades.

Canned Goods—The canned goods market in general is rather quiet on spot goods and orders are, as a rule, for small lots just to fill in for immediate wants. Every one seems to have confidence in the market, however, and, on the whole, it is in good condition. The rapid advances in the price of 3 pound tomatoes have stirred up the packers and growers of tomatoes to a very high pitch, and they are looking for very large profits in the new pack of tomatoes and are building a great many new factories. If the crop turns out well, indications point to an over-production this year, but it is too early yet to make any estimate as to the probable output. The sale of future tomatoes has been large and continues so. Packers are selling against their acreage as fast as they secure it and their offerings are almost immediately taken up, with orders still on hand for more as soon as they have any more to offer. Spot tomatoes remain firm, with good demand. Stocks of all descriptions are low and the market shows an upward tendency. Corn, both spot and future, is unchanged and in moderate request. There continues to be a good enquiry for spot peas of all varieties, with fancy grades in light supply. Futures are also well enquired for, but difficult to obtain, most packers having entirely withdrawn from the market. Peaches of all grades are quiet, with very light demand. Pineapples meet with good demand and are very firm. The reports from the pineapple districts still continue very encouraging and, from all accounts, we are going to have a splendid crop. Salmon is quite active and is firmly held at previous prices. Sardines are easy and dull. Prices are not openly quoted lower, but ¼ oils could probably be bought at 10c per case below quotations.

Dried Fruits—The dried fruit market is rather quiet, the weather of the past week or so not being conducive to a good business in this line. A moderate interest is noted in prunes and dealers report a fair consumptive demand. Stocks on spot seem ample to supply any ordinary trade for some weeks to come. The sizes selling best are 50-60s and 60-70s; 40-50s meet good enquiry, but are in rather light supply. Raisins, both loose muscates and seeded, are in only moderate demand and prices are unchanged. Stocks are not large, but are, however, sufficient to satisfy any ordinary demand. Apricots are in good demand and very firm. Visible stocks are very light both on the spot and in California. Peaches are also very firm, some holders asking an advance of ¼c per pound. Stocks of these goods are also very light. Dates are firm and

meet with good enquiry. Stocks of these goods are light. Figs are very firm and in good demand. Stocks are reduced and some holders have advanced prices ½c. Evaporated apples are exceedingly quiet with the tendency toward lower prices.

Rice—Trade in rice is moderate with some call for domestic Japans of medium grade. There is the average run of small orders which keeps the market in good condition. Spot stocks of domestic are fair, but held more firmly in anticipation of an increased spring demand.

Teas—The tea market is firm, with good demand for both green and low grade black sorts. Spot stocks are light and firmly held at former prices. The statistical position of green teas is decidedly strong and many holders absolutely refuse to make any concessions whatever, anticipating higher prices soon.

Molasses and Syrups—The molasses market is steady but quiet, orders being mostly for small lots for immediate use. The better grades are very firmly held as the small supply is rapidly decreasing. The corn syrup market is also steady but quiet. Dealers are letting their stocks dwindle very considerably, as they do not want to carry over any large stocks into warm weather.

Fish—Trade in fish is quiet and probably will be for the next few weeks. Stocks are not large, but as trade is so quiet there will be plenty of fish to supply all demands. Prices are a trifle easier. Mackerel, which during the past few weeks has shown most interest, is only moderately enquired for now.

Nuts—Trade in nuts is moderate. Walnuts are in fair request in a small way. Almonds are quiet but steady. Filberts are in fair request, but stocks are large and lower prices are looked for. New Brazils are selling well and the quality is said to be very fair. Examination of the new crop Brazils indicates the quality of the 1902 crop to be superior to any crop within the past five years. Brazils are most uncertain as to quality, as a rule, frequently being almost half bad. This year, however, the nuts have been excellent. Nothing definite is known as to the size of this year's crop as yet, but some estimate that it will be considerably larger than last season's and about a good average crop.

Rolled Oats—The rolled oats market is weaker and prices show a decline during the past week of 30c on barrels and 15c on cases of competitive goods.

### Will Pay Out About Twenty-Five Per Cent.

St. Johns, March 25—When the old St. Johns Mercantile Co. went into liquidation, R. G. Steel was appointed receiver and continued two or three years. He paid a dividend of 12 per cent. to creditors. He then resigned and George H. Marshall was appointed receiver, with limited powers. At that time Geo. A. Steel had a large claim against the company on which he wanted dividends. Mr. Marshall has succeeded in getting some money on stock that was not fully paid, and for monies collected, and has now succeeded in effecting a settlement with R. G. Steel for \$1,665.65, the court releasing him from further liabilities and enlarging the powers of the receiver at the same time. Geo. A. Steel relinquishes his claim to dividends in this settlement. The receiver will be able to pay another dividend now of 10 or 12 per cent., besides a fair allowance for his services.

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



## MUCHLY MALIGNED.

Grocers Are Not So Black as They Are Painted.  
Written for the Tradesman.

Every business in the world is bound to be maligned and libeled, more or less, by people who have not brains enough to be in it. I have heard a good many funny things said about various professions, but I am not prepared to believe all lawyers are liars, all newspaper men fictionists and all ministers hypocrites. Instead, I believe there are some who are not. I will not be prepared to say which are in the majority until the returns are in at the final election day. An attorney may have to interpret his side of the case to fit the law or the law to fit his side of the case, but that is a part of the business. It is no indication that if a stranger enquired who was the best attorney in the county the lawyer would not tell him. The newspaper man may have to make a crayon enlargement of a news story until it resembles the original about as much as a crayon enlargement generally does, but if you ask him what newspaper in the county has the largest circulation, he will tell you without the slightest hesitation. The minister may not always practice what he preaches, but no one will claim he gets much of an inspiration to do so from the pews; and I have never seen a minister yet when the collection plate went around, who did not faithfully believe in his heart of hearts that the Lord loveth a cheerful giver.

The grocer has been maligned about as much as any man, and it is in defense of the defenseless grocer that I take up the cudgel and open the sluices of my think-tank. I have heard something said about the grocer putting sand in his sugar, for instance, but it takes sand to do that and, as a rule, the man who cracks this funny joke about the sand-sugar industry has a disposition that is seriously in need of both of these ingredients. Ordinarily, this same fellow has not sand enough in his system to keep a locomotive from slipping while it is crossing the greasy footprint of a grasshopper. The only time he displays any sand is when he asks the grocer for credit; for, with his prospects, it must take a lot of sand to do that. Billy Baxter says that every girl who wears a sailor hat doesn't own a yacht. Likewise a man may not be a Freddy Funston just because he lives on a sand farm.

There is another funny joke about the grocer putting water in his kerosene. If he ever does this I suppose he does it for the benefit of the hired girl who is always starting the fires, and occasionally a general conflagration, with coal oil. If he can do anything to preserve the safety of our pie carpenters he ought to be looked upon as a [public benefactor for, goodness knows, hired girls are too scarce for them to be going up to heaven in an impromptu manner. If he can do anything to keep a low test kerosene together until it has served its purpose as an illuminant and a fire lighter without disintegrating our kitchen mechanic, he is a friend to those who are compelled to wrestle with the servant girl problem and her biscuits.

Be that as it may, I have noticed that the man who springs this funny joke about the grocer putting water in his kerosene is very slow himself about liquidating his account. Or, if he is a man who pays promptly, it is because he is the owner of some carefully watered stock. By that I do not mean

that he is necessarily the owner of a cattle ranch either. It is true that you can lead a horse to water, but you can not make him drink; but if you are an adept at grooming railroad shares you can take a piece of white paper and make it look like a deep-sea sponge crying itself to death in a rainstorm. If any grocer ever does put a minute quantity of water into his oil tank the only sad feature is the fact that the water does not yield a dividend to the needy Mr. Rockefeller.

The defendant in this case, however, is not ready to say that any grocer ever did put water in his kerosene. We are like the Grand Rapids lawyer who undertook to defend a man over in Gratiot county who was being tried for horse stealing and who seemed likely to pass the examination. They did not find the stolen property on the defendant, which is generally pretty conclusive evidence of guilt, but they found the defendant on the stolen property, which amounts to pretty nearly the same thing. The court officer reported that the defendant's wife was in the corridor and wished to enter the room to see the prisoner. "Shall we admit her?" asked the court of the attorney for the defense. "Your honor," replied the attorney deliberately, "at the present stage of the case we are not prepared to admit anything." I have also heard rumors about the grocer selling 50 cent, 60 cent and 75 cent tea all out of one chest. There are a number of people, however, who have no license to smile at this, even if it were true. The doctor who gives you his opinion for 50 cents or a dollar, but charges the county \$5 for it when he gets the chance ought not to laugh uproariously at the tea chest joke. The lawyer who delivers a Fourth of July oration for nothing and charges 15 cents a minute for talking to a jury should go out in the alley to laugh at the tea chest witticism. The keeper of the liquid refreshment store who charges you 5 cents for the stuff that made Milwaukee famous, whether you take it in a tumbler, a tumbler or a tub, ought to conceal his merriment a little when the tea chest is mentioned. The man who sells you coal for \$6 in August and has enough in his bins so he can soak you \$7.50 for it in February, can not afford to laugh at the tea chest method of doing business. Even the floorwalker at the rummage sale who marks up her stock of cast-off slippers as they become less numerous is working slightly on the tea chest principal.

But, as we said about the kerosene matter, we are not prepared to admit that the grocer ever sells 50 cent, 60 cent and 75 cent tea out of one and the same chest. We think we know the grocery business better; in fact, well enough to know that the grocer does not let any of that tea get away for less than 75 cents. If he does he merely follows the example of the manager of the theater who will let you see a show from the gallery for 25 cents, but charges you \$1 if you sit in the dress circle. Of course, it will be claimed that the dress circle seats are more aristocratic. Well, people who buy 50 cent tea for 75 cents ought to get some satisfaction out of paying an aristocratic price. It may be the tea is really worth 75 cents; if so, and the grocer sells someone a pound for 60 cents, he is simply giving him an excursion rate like the railroads do.

The moral of all this is that people who live in glass houses should not shy pebbles at their neighbors; some of them might bound back. The man in

## 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.  
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## SENT ON APPROVAL!



## THE STAR PEANUT VENDING MACHINE

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

Manufactured by

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Ready  
Roofing

SUITABLE FOR  
BOTH STEEL AND FLAT  
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## FREIGHT TRACERS

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

## THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

March 19, 1902.

MR. MERCHANT,

Dear Sir:

Our catalogue of FIREWORKS will be ready for mailing in a week or ten days. If you are interested, a Postal Card will bring you a copy.

Yours truly,

THE FRANK B. TAYLOR COMPANY.



the gunpowder mill can not afford to throw firecrackers at his neighbors' chickens. He may have fun for a time, but the chickens may outlive him after all.

Do not stand in a man's dooryard and call him names. Get outside the fence. It is more polite and, besides, it is safer. In other words, do not kick about sand in the sugar that your grocer sends you if you have not paid for the sugar. Do not object to water in the kerosene if you have not even paid for the water. Do not talk about 75 cent tea out of a 50 cent chest if the tea is on the book; the grocer gets no profit out of running a lead pencil over a piece of paper.

The grocer may have put the sand in your sugar to polish up your memory and poured water on you to refresh your recollection. Do not crack funny jokes at the grocer and break him up financially at the same time. Pay him up and then you can afford to laugh at him and he can afford to go ahead and do to you what is necessary in the premises.

It is wise, however, not to laugh at the grocer in any event. You may be a grocer yourself some day; that is, if there is such a thing as a future punishment.

Douglas Malloch.

#### Coming Advent of the Metric System.

The House Committee on Coinage, with two negative votes, last week directed a favorable report to be made on the bill providing for the adoption by the United States of the metric system. It provides that after January 1, 1904, all the departments of the Government, in the transaction of all business requiring the use of weight and measurement, except in completing the survey of public lands, shall employ and use only the weights and measures of the metric system; and after January 1, 1907, the weights and measures of the metric system shall be the legal standard weights and measures of and in the United States.

#### How They Grow.

First Year—The biggest trout I ever caught was a foot and a half long, and he had a big fish-hook in his stomach.

Tenth Year—Did I ever tell you about the trout I once caught? It was over a yard long and had an anchor in his stomach.

#### Discontent Is Catching.

There's a heap o' foolish chatter 'bout the way the world is run, Men and women allus tellin' 'bout the way it might be done, But it seems to me the wisest jest to let her roll and siz, Knowin' discontent is catchin' as the yaller fever is.

Carter had a quarter section that fer raisin' crops was great, Land as rich as all creation, weren't no better in the state. Bill kep' workin' late and airy, kep' the children at it, too, Ceptin' when the school was runnin'—would ha' pulled the mortgage through Ef he had a mite o' backin', but his wife she couldn't see Any future 'ceptin' famine, case in pint, you must agree, Fur Bill caught her discontent, got discouraged, lost his grip, And the quarter section dwindled to a twenty-acre strip.

Mercy Meredith, you knowed her, was as purty, peart and spry As an April mornin' robin, er a flicker in July, Father died and left the humstead, house and land and all to her, Everybody said she'd airned it; well, she married Jacob Burr. Proud and selfish man was Jacob, holdin' gladness as a crime, Naggd his wife outrageous, preachin' meek submission all the time, Jacob had no cause to blame her if at last she turned to find In some other voice the music that was singin' in her mind; True, she's got to bear the burden, but her husband sowed the seed O' discontent that druv her to commit the willful deed.

Where's the use o' seekin' trouble? Gladness dwells in everything! Moles that burrow in the meadow, birds that mount and sail and sing Are the care o' him that made 'em; they are happy, one and all; While a man can leap the ditches he has no excuse to crawl! You may ride a higher stepper than the gentle nag I own, But my roan may still be joggin' when your handsome bay is blown; Runnin' streams'll tell a story sweet to either you or me, Ef we've tuned ourselves t' hear it; all that's best in life is free; Man may carry all o' heaven 'thout his shoulders bein' bent, But he's crushed to earth with bearin' half a pint o' discontent; So it seems to me the wisest jest to let the old world siz, Knowin' discontent is catchin' as the yaller fever is.

#### Recent Changes Among Indiana Merchants.

Brick Chapel—Reising & Tolling general dealers, have dissolved partnership. The business is continued by M. Reising.

Decatun—Reed, Niblick & Summers succeed Reed & Niblick in the agricultural implement business.

Decatun—H. S. Steele has purchased the interest of his partner in the grocery firm of Steele & Bell.

Kendallville—A. B. Conologue, grocer, has taken a partner. The new style is Conologue & Crothers.

Lynnville—Scales & Royal succeed T. M. Scales in general trade.

Martinsville—B. F. Kriner has taken his son into partnership in the agricultural implement business under the style of B. F. Kriner & Son.

Raccoon—G. Barnes & Co. have discontinued the grocery business.

South Whitley—Jos. B. Weaver has sold his grocery stock and meat market.

Star City—S. K. Leiter has purchased the general merchandise stock of S. Bacon.

Topeka—Gay & Keller have formed a copartnership to continue the drug and grocery business of Jas. Gay.

#### Well-Bred Women Do Not Fuss.

The best bred women do not fuss. They take their gowns and their furniture, their jewels and their children as a matter of course. They are unconscious of their veils and their gloves, and they expect every one else to be equally so. If they see an intimate friend wearing a handsome gown they refer to it admiringly, but they also preface their comment with an apology. Their differences with their husbands are not aired, neither the domestic upheavals caused by the desertion of the cook on wash morning.

The repose of the well-bred woman is not the quiet of weakness. It is the calm of trained faculties, balanced so nicely that an earthquake may cause a change of color, but will not bring forth a loud cry.

Well-bred women are a boon to the human race. They help the social and professional world to maintain a high standard both of morals and behavior.

## Like Finding Money

After your Customers once use these

2½ lbs.



Large Grain Carolina

Retail 25c

## Fancy Rices

3 lbs.



Retail 25c

Choicest Imported Japan

Ask your wholesale grocer for trial order.

Orme & Sutton Rice Co.

Chicago

Branches

New Orleans St. Louis St. Paul



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co. 99 Griswold St. Detroit, Mich.

### THE BEST IS THE CHEAPEST



Write direct to the manufacturers for prices on stools.

BRYAN PLOW CO., Bryan, Ohio

#### A Gold Mine for Merchants

#### The Kirkwood Short Credit System of Accounts Method Explained

A system large enough to accommodate each customer with one of the system books. The first leaf is printed in the form of a bill and perforated near the top so it can easily be torn off. The second sheet is of yellow paper. Draw off a list of the balances of all your unsettled accounts and open a book for each customer by entering on the "amount brought forward" line the balance now due on the account.

Be sure that the carbon sheet is between the bill leaf and the yellow one, so that everything written on the bill will be copied on the duplicate sheet. Write the customers' names on the back of the books, on the pink strip near the top, and file them in the system in alphabetical order.

Suppose a customer buys a bill of goods, take their book from the system and, with the carbon paper still between the bill and the yellow sheet, write their order with an ordinary lead pencil, extend the price of the goods ordered, foot the bill and deliver it to the customer with the goods. Place the carbon sheet between the next two sheets of bill and copy paper, carry the sum due, as shown by the footing of the last bill, forward to the "amount brought forward" line of the next bill and place the book back in the system. It will be clearly seen by this method of keeping customers' accounts, the customer receives a bill of each lot of goods bought, the charge is made, and the bill is written out at one time, the merchant can tell at any time just how much a customer owes by looking at the book; there is no posting to be done and no writing up of pass books.

The customers will soon get to expect a bill with each purchase, which will show the entire amount of their indebtedness, and having it will naturally have greater confidence in the dealer, and will be more apt to settle the account at more frequent intervals instead of allowing it to run until it is so large that it can not be paid and then change to another store, causing the dealer the loss of a customer and leaving him with a large and doubtful account to collect. Cabinet patented March 8, 1898. Book patented June 14, 1898 and March 19, 1901.

For further particulars write or call on

A. H. MORRILL, Manfrs. Agent 105 Ottawa Street Grand Rapids, Mich. Manufactured by Cosby-Wirth Ptg. Co., St. Paul, Minn.





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One Dollar a Year, Payable in Advance.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 26, 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 19, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

#### THE LAND OF INVENTORS.

The inventive genius of the citizens of Connecticut has been proverbial since the days when they put wooden nutmegs on the market. Despite the growth of other states and the development of manufacturing enterprise in other sections, Connecticut continues to hold first place in the records of the United States patent office. With the exception of four years, it has held this position for the past thirty years. During the ten years preceding 1900 the average for Connecticut according to the population, was one patent a year to every 908 persons. Of all the towns in Connecticut, New Britain appears to be the most prolific in the production of patented article. Since the enactment of the United States patent laws, the town of New Britain has produced 1,447 inventions, patented by 344 of her citizens. The town is practically made up of establishments built to manufacture the articles invented by its citizens, and there are scores of elegant homes erected out of the proceeds.

Some idea of the extent to which the large manufacturers of New Britain appreciate the inventive faculty of their employes and buy up patents can be obtained when it is said that eight of the principal manufacturing concerns in New Britain own and control among them 811 patents. The king of the New Britain inventors is Joseph A. Traut, who has 113 patents to his credit.

What produces so many inventors among the people of Connecticut in general and New Britain in particular? Is it nature or is it education? It might be either of these. Inventors, it may be said, are born, not made, and education gives men ideas that enable them to surmount difficulties. It is, after all, a true saying that necessity is the mother of invention. American manufacturing industries had their beginning

in New England. There the best mechanical skill naturally gravitated. There competition between manufacturers was keenest. Naturally there was a call for inventors to produce new devices and new machinery to make them. Invention was a necessity and hence a race of inventors developed. They have kept alive the industries of Connecticut and have given it almost a monopoly of the trade in the smaller mechanical devices and articles of hardware. Invention has become a passion with the people there. Everybody is constantly trying to hit upon simpler devices or easier methods than those that are in current use.

#### THE PEOPLE HAVE RIGHTS.

The decision of the Supreme Court in the mandamus case of the Traverse City Gas Co. vs. the Mayor and Council of Traverse City, upholding the action of the latter in shutting the gas company out of certain streets which it undertook to tear up without leave or license, is one of the most important opinions recently handed down by that tribunal, because it establishes, for all time, the right of a common council to control the streets of a city.

The Webber family obtained a franchise for a gas company at the hands of the Common Council of Traverse City, containing this provision:

Said main pipes shall be laid in the alleys whenever practicable and when so ordered by the Council. Said grantees, before laying any such pipes in the streets, alleys, highways and public places in said city, must obtain permission therefor from the Council upon application in writing.

Acting under this provision the Common Council proceeded to make a schedule of the streets and alleys the gas company would be permitted to occupy, which schedule the company refused to accept, claiming that it would cost the corporation about \$7,000 more than it would to lay its mains in the streets. The contention was carried into the courts by the company and the Traverse City Circuit Court decided against the company, upholding the position taken by the Common Council. The company thereupon took an appeal to the Supreme Court, with the result above stated.

Bitter as the defeat must be to the Webber family, which has the reputation of riding rough shod over everyone who stands in their way, it is an encouraging omen to those who believe in the ultimate triumph of right and justice and confidently look forward to the time when the reign of the corporation shall cease and the people who pay the taxes and bear the burdens of municipal management and mismanagement shall assert their rights as freemen and insist on doing their duty as voters and citizens.

The Government Crop Reporter says that a notable decline appears in the exports of cheese from the United States in the calendar year 1901, as compared with those of the preceding calendar year, the 1901 exports amounting to 31,396,115 pounds, valued at \$3,006,344, while those of 1900 were 54,059,049 pounds, valued at \$5,549,254. Exports of butter, on the contrary, show an equally notable increase, having amounted in 1901 to 24,249,565 pounds, with a value of \$4,184,966, against 13,283,537 pounds in 1900, valued at \$2,396,062.

Never lean with the back upon anything that is cold.

#### AN OUNCE OF PREVENTION.

The latest advices are to the effect that spring is coming this way. Aside from the vernal equinox and the unmistakable game of marbles in sunny corners, strengthened by the occasional appearance of the strawberry, there are indications that it is time for the year's work to begin. In trade circles there is no waiting for the passing over of wild geese. An early-coming Easter casts its sunshine long before and no tradesman is found napping or indifferent to the profits which the festival is sure to bring. A few more sunrises and the spring trade in all its activity will be upon us and now, if ever, for the twelve months is the time to do what can be done to avert the evils of the mosquito and the fly.

During the last two years a great change has come over suffering humanity in regard to these warm weather pests. As long as their humming was supposed to be attended only by a trifling loss of blood, with the accompanying local irritation, little was thought about it and less done; but now that it is an established fact that disease is spread by them, the coming of the mosquito is a matter of importance. The fact that the oil regions are free from the insects under the most favorable circumstances for their existence seems to suggest an easy and ready remedy and the recent tests in New Jersey confirm the assertion, so that screen and kerosene thoughtfully employed may be safely depended on to protect us from the pestilence that lieth in darkness.

The fly is a different thing. It comes before the frost and does not depart with the autumn cold. The blue bird and the bluebottle come together, the one to bless and the other to curse humanity. The one takes to the orchard and the other to the window pane—the herald of evils which it industriously labors to realize and, for ten good months in season and out of season, proves its unquestioned title of the most insufferable torment that is known. Until now, like the mosquito, it has been looked upon as only an annoyance, but the habits of the two are so alike that it is getting to be more than a query whether the fly is as harmless as it has been considered. It is the best illustration in modern times of the old time harpy. Carrion-born and bred it starts out early to get a living and prove its relationship to the mosquito in becoming the transmitter of disease and filth. It is omnipresent and is always revoltingly suggestive of its last stopping place.

To the trading world, buyer as well as seller, it has become a serious question what is to be done about it. To a certain extent the screen has answered it so far as the less active part of humanity is concerned, but the world at large still suffers. The board of health has been able to accomplish much, as Havana abundantly testifies. The New Jersey authorities have strengthened the conviction that flies do not thrive on coal oil and housekeepers are becoming more and more satisfied that the market and the grocery do not fight against the fly as they should and as they must. The family doctor is beginning to express decided views in regard to the matter and the country as well as the town is getting to be equally interested. There is no doubt but that cleanliness is at the root of the matter and with that fact to start with, and starting with it early, there is no doubt but that much can be done to make life less a burden

during the warm weather about to begin.

The coming of the bluebottle should be looked upon as a warning. The removal of the ash-heap from the alley should be but the commencement of the summer war with the flies. Rubbish and whatever pertains to it should be early taken care of. Dark, damp corners where filth is sure to accumulate ought to be cleaned out and the sun and air allowed to take possession. During the winter, the back store is almost sure to become an abomination and something more than a removal of boxes and a broom are needed. More than one potato has rolled into a corner to die and too often the summer-heated air bears abundant testimony that, undisturbed, its purpose has been faithfully accomplished. An experience of several seasons at the morning market at Grand Rapids furnishes proof enough that the grower does not bring in from the country the fly-swarms that greet the customer at the corner grocery—a greeting, be it remembered, that does not strengthen the grocer's hold upon his particular customers.

As time goes by the fly is to be more and more the bane of the tradesman. It may not be possible to extirpate the plague but a long-suffering public is already restive at the indifference too often seen and expressed. Cleanliness will continue to protest; but now that health is vigorously calling a halt and the fly is regarded as a certain carrier of disease, the matter will assume unusual importance and the day's sales will be found to be greatly affected by the establishment that tolerates it. Flies in molasses and sugar will never be regarded as a hanging offense for housekeeper or grocer, but such sins have in them the seeds of reform and left to themselves will produce results as radical as they are desirable. The spring of the year is the time to commence active operations for then it is especially true in regard to flies that an ounce of prevention is worth a pound of cure.

In connection with his coronation in June King Edward proposes to give a dinner for the very poor in London, the number of whom is estimated at 500,000. This army does not, it will be observed, include the ordinarily poor, but the very poor. The King will appropriate \$150,000 to make them know the happiness of a full stomach on the day he is crowned. To live on the bounty of a King for but a single day will be something grateful in the memory of the miserable creatures in the slums of London. Perhaps the King will be influenced to do more to improve their lot. A good dinner is a good thing, but it needs to be repeated every day to insure perfect results. "The very poor" are to be found in every city and they seldom get more than passing notice from kings or clowns, but they can not be entirely neglected without neglect of the public interest, which is to make all the people independent if not actually prosperous.

The year 1901 shows a falling off in cheese exports from Canada, but an increase in butter exports. The total exports of cheese, May to November, 1901, were 21,000,000 boxes, which, with the estimated balance at home of 550,000, makes a total of 21,550,000 boxes, against a total for 1900 of 28,000,000 boxes. This, however, was offset by a material increase in the butter exports, which were 410,893 boxes, against 256,563 boxes for 1900, an increase of 154,330 boxes, equivalent to about 350,000 boxes of cheese.



# CORL, KNOTT & CO.

WHOLESALE MILLINERY

20 AND 22 NORTH DIVISION STREET, GRAND RAPIDS, MICH.



NO. 40. \$6.00 DOZEN



NO. 276. \$15.00 DOZEN



NO. 253. \$15.00 DOZEN



NO. 69. \$7.50 DOZEN



NO. 248. \$18.00 DOZEN



NO. 59. \$12.00 DOZEN



NO. 287. \$21.00 DOZEN



NO. 281. \$18.00 DOZEN



NO. 270. \$18.00 DOZEN

The above cuts represent a few of our best selling TRIMMED HATS. We make hundreds of styles, ranging in price from \$1.25 to \$10.00 each.

We are jobbers and manufacturers of millinery, will guarantee prices and fill your orders promptly. We solicit your business. Send for catalogue.



## Clothing

### Importance of Janitor Service in the Modern Store.

The character of a store can be accurately judged by the appearance of the floors, windows and the condition of the atmosphere within the doors. No store, however small or important, can attain the full measure of success without strict observance to cleanliness and order.

To the modern, progressing store-keeper one of the most important details in his store management is his janitor service, and the expense of keeping the store scrupulously clean is rated as one of the absolute necessities. It certainly is.

"That is all very well for city houses, but I am in too small a town and do not do enough business to justify me having a janitor," says the merchant in a small town. But the excuse only partially goes. Of course it would not pay to hire a janitor—a full-fledged, do-nothing-else sort—but it will pay to keep your store clean and in order. This article is intended for stores whose business is sufficiently large to keep a man employed as janitor and porter. Its purpose will furnish information that can be used to benefit even the smallest store.

The janitor force should consist of an able-bodied man, who can also act in the capacity of porter, and a scrub woman—or two if the needs warrant it.

Women, for indoor cleaning, are preferable to men in every way. They bring into their work of cleaning around the store the same methods they employ around their homes. They are more thorough in their work and decidedly less sloppy with water than a man.

One competent scrub woman will do more than three men and do it more quietly and with less inconvenience to business. Women are less expensive when salary, savings in materials and amount of work done are considered.

The days have gone by when a sprinkling can in the hands of "the boy" threw water over the floor, high up on the shelf bases and table and chair legs. The broom following, instead of taking up the dirt, only smeared it over the floor to show broad sweeps of muddy patches and dirty spots on the base of the shelving and woodwork.

Damp sawdust thrown over the floor, then swept up with a broad floor brush, is best, if scrubbing is not to be adopted. Then the sawdust does take up the dirt and makes no dust.

There is nothing that will keep the floor in better shape than to have it scrubbed once a day in the up-to-date way, both behind and in front of the counters.

Soap and water should be used upon it every morning. There is nothing that will sweeten or purify the store atmosphere quicker and more effectually than a liberal use of soap. A newly scrubbed floor smells clean and sweet, besides keeping the stocks in the best possible condition.

The scrub woman should begin her work as soon as the store is opened. Begin at the entrance and scrub patch at a time—with brush and cloth to take up the surplus water—until the floor is finished. She will not interfere with business nor be detrimental to the conduct of the store; on the contrary, her work is an advertisement for the cleanliness of the place.

Some may ask, "Why not mop it?"

Mops are not used for scrubbing

around the house. Women do not like them. Mops are the sloppy tools of janitors and do not accomplish the neat, sanitary result that scrub cloths do in the hands of a scrub woman.

Mops slop the bases of counters, etc., and require additional work in going about cleaning after them.

Every foot of shelving in the store should be thoroughly scrubbed at least once a month. Every piece of wood work in the store should have careful attention and not be allowed to grow dingy for want of soap and clear rinsing water.

Mirrors and the glass in counters should be gone over every day with damp cloths and a dry chamois skin.

The globes on the gas bracket or electric bulbs should be kept as bright as cut glass on a sideboard.

All this is the duty of the scrub woman. If she is a worker of the right sort it is policy to give her too little to do than too much. To keep herself occupied she will tinker around and find dust in crevices that would escape her notice if she were crowded with work.

Retailers who employ women around

the store praise them without exception. "The scrub woman," said one, "keeps my store cleaner and with less fuss than the best janitor I ever had. Their chief feature is that they know the value of soap and water as a disinfectant and cleanser and use both liberally."

Aside from the many reasons advanced for their work, a woman about the store serves another purpose, even although she be only a scrub woman and one of the employees. Her presence serves as a check and tends to suppress swearing, vulgar talk and every unbecoming action that would naturally crop out among a lot of male clerks when they were not busy and "story telling" in order to pass the time.

Select a middle-aged woman and one fair trial will prove her to be worth much more than the small salary for which she is willing to come.

Window washing is the porter's work and every window should be washed as soon as it shows the least signs of cloudiness. Wash them every day if necessary.

The old method was to wait for a rainy day before washing windows—our

Ask to see Samples of

### Pan-American Guaranteed Clothing

Makers

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

### We'll Give You Fits

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

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

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

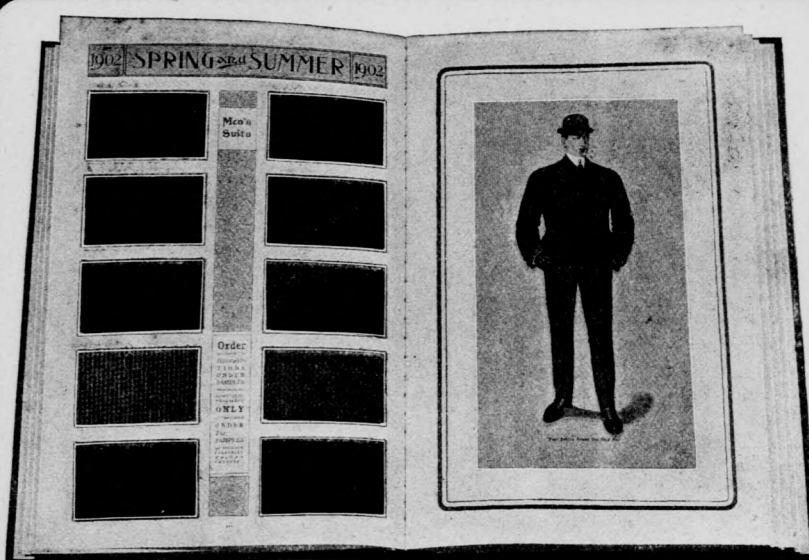
C. H. BALL,  
Central and Northern Michigan.  
P. D. ROGERS,  
Northern Ohio and Indiana and  
Southern Michigan.

### M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid



## 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.**



great-grandfathers employed these methods.

Windows should never be dressed without having them washed both inside and out. Insist upon this rule as it freshens up the atmosphere of the window and benefits the goods. Some thoughtful merchants, who know the value of moisture on goods, have shallow pans of water put in the windows back of displays. The slow, natural evaporation keeps the goods in fine shape.

In washing windows insist upon the porter using brush, rubber and chamois skin.

Outside brass, glass or enamel signs should have the attention of the porter the first thing each morning. The most conspicuous show of disregard for cleanliness is a dirty, dingy outside sign. It reflects upon the store, no matter how clean and tidy it be inside.

Keep the walk in front of the store clean. Try to have it just a little cleaner than your neighbors'. Above all keep it free from water after a rain and free from snow.

Have him pick up and save all wrapping paper and twine that comes around packages.

Some merchants say that that is a "grandfather idea." It is, but is a practical, saving one.

The wrappers picked up are useful to wrap around regular packages in rainy weather or in making up express packages.

Save all broken boxes and scraps of paper. They have a monetary value. A porter who is given what he can make out of the scraps by selling them will soon demonstrate their worth. Do not allow any paper or boxes to accumulate behind the counters.

Do not open large parcels or packing cases on the main floor during business hours. It does not convey the impression of brisk trade or carry any significant weight to the mind of the buying public.

Notice how a well dressed man will avoid a newly opened packing case, on the sidewalk or in the store, on the alert for protruding nails and iron bands or wires, and nothing further need be said about opening cases in the store or on the sidewalk.

The basement is the proper place for opening goods. All goods should be received there, unpacked, cleaned and marked before being sent to their respective places in stock.

In small towns there is so little opportunity to dispose of empty packing cases that they should be broken up at once and the boards given to the poor or piled up for burning during the winter.

The work of lighting up the store and display windows should fall upon the porter.

A word about lights is not amiss here. Don't be stingy with your lights.

A dingy store makes dingy trade. Economy in this direction is one of the greatest errors a merchant can fall into. A progressive merchant can scarcely be prodigal and extravagant when it comes to lights. He can not use too much light during business hours. If he must economize it is wisest to cut expenses in another direction and use all the light his facilities will permit.

Nothing is more attractive and inviting at night than a brilliantly lighted store. It draws trade.

Have the porter light up the whole store when it becomes necessary to use light in any part of it. Do not light a burner here, and one there, and after a while one more, until by degrees the entire store is lighted up. Light the whole thing up at once and turn it all out at once—not part at a time.

This does not come under the head of janitor service, but is a good thing to speak about.

No moderate store is complete without a toilet room for the convenience of its customers. It should not be situated in some remote corner of the basement, where access to it is over box lids, broken boxes and other debris.

A toilet room for the use of ladies and children is absolutely indispensable where children's clothing is sold, and yet is often missing from a store that is otherwise fully up-to-date in its appointments.

A toilet room need not be elaborate or extravagantly fitted up, but it should be comfortable, secluded, well lighted and scrupulously clean. No lack of energy should be tolerated in the efforts to keep the toilet rooms clean, orderly and well supplied with the necessary toilet articles.

Patrons will show their appreciation in dollars and cents for attentions of this sort.—Apparel Gazette.

#### Pays to Advertise in the Tradesman.

Casnovia, Feb. 4—Please drop my sale notice in the Tradesman and send me statement of account and I will remit amount. I wish to say that I am more fully convinced than ever that it pays to advertise and that the Tradesman is all right. I began to get enquiries soon after the first publication and yesterday made a cash deal with one of the parties, so am more than pleased with my investment in the Tradesman. J. L. Norris.

#### Doesn't Want the Earth.

Bettington—Do you know, I believe there is sand in this sugar.  
Grimes—Oh, well, it is a common enough kind of swindle, not worth making a fuss about.  
Bettington—I don't mind being swindled. What I object to is the imputation that I want the earth.

#### No Chance.

Knicker—What were poor Henpeck's last words?  
Bocker—Didn't have any. His wife was present.

#### The Raglan Coat.

A long and clumsy fitting thing that covers every line  
And curve of beauty given to the female form divine,  
That reaches from the neck to heels just like a mourning veil  
In one unbroken line and sweeps the sidewalk with its tail.  
We know because we see it move inside the awkward dress  
There must be something that's alive; just what we have to guess—  
A plump and graceful figure all alive with healthy soul,  
Or one as beastly shapeless as a telegraphic pole.  
We see it move along the street, a sort of wrinkling cone,  
All lacking in artistic shape and natty, dressy tone,  
And so devoid of beauty and of easy-fitting grace  
It seems to mar the sweetness of a really pretty face.  
The ladies from their graceful forms the thing would gladly throw,  
They wear it only just because Dame Fashion wills it so.  
And not a one but wishes for the coming of the day  
When it will in the ragpile be forever cast away  
And they can once again display the graceful curves and lines  
For which the keen artistic eye of man forever pines.

## Mackintoshes Cravenettes

### New Process Rainproof Garments

LADIES' AND MISSES'

Cape Garments.

Full back Automobile.

Automobile three shoulder

capas in Mackintoshes.

Cloth in large variety of  
patterns and fabrics.

LADIES' AND MISSES'

Full back Automobile.

Semi tight fitting in Crav-  
enette and New Process  
Cloth.

GENTLEMEN'S AND BOYS'

Mackintosh Box Coats and  
Cravenettes. Latest styles.  
Newest fabrics.



## Goodyear Rubber Co.,

W. W. Wallis, Manager

382-384 E. Water Street, Milwaukee, Wis.

## Over Two Million and a Quarter Dollars' Worth

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

### WILLIAM CONNOR, Wholesale Ready Made Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

Citizens Phone 1957, Bell Phone Main 1282

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

Detroit, Mich.

### Men's Furnishers

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

#### The Peerless Manufacturing Co.

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



## Shoes and Rubbers

### Necessity of System in the Shoe Store.

What the ballast is to the ship system is to the shoe store. It keeps the thing from wobbling.

Let another comparison be used; system is the compass by which the shoeman may safely steer his craft of business into the port of success. By it he may always note his bearings, good or bad, and steer accordingly.

A ship with a defective compass is in a bad way, and a shoe store with a defective system will sooner or later ground upon the shoals of disaster.

In all shoe stores there should ever be a system of stock-keeping, a system of clerk management, a system of credits, a system of advertising and a system of buying.

From the standpoint of importance it would be impossible to give any of these divisions of the subject precedence over another, as each is a component part of a shoe store's success.

The clerks' salary should be based upon their value; first as salesman; second, as stock-keeper, and third, as judges of shoes. There should be a set of rules governing the conduct of clerks while on duty. The number and quality of the rules may depend upon the size of the store and number of clerks employed. The use of tobacco and liquor should be prohibited during working hours at least. Courtesy to all classes of trade should be urged. Strict honesty to all customers should be enforced.

The handling of credits has a direct bearing on the profits. No person should be eligible for credit who is not rated first-class in the credit guide, or who is not vouched for by reliable parties. Statements should be submitted every thirty days. If any credit customer gets behind with his or her account a collector should be sent to that person at least once a week until the account is settled, unless other arrangements are agreed upon.

There are so many able treatises on advertisement writing that a few remarks here will suffice. At the beginning of each season none but new, up-to-date goods should be advertised; the close of the season is the time to advertise bargains.

These bargains should be real things, not museum drawing-cards. Chronic bargain advertising will turn the best shoe store into an auction shop.

In buying goods the buyer should consult all the salespeople and buy the lines they have found to be easiest sellers. Each employe should be encouraged to examine all lines of shoes, to keep in touch with the best producers. In order to do this he should read all shoe paper advertisements, as good advertisements are nearly always indices to good shoe-making concerns.

As you enter the store of the one he jumps to his feet with the alacrity of the hungry cat greeting her mistress. He shakes your hand with all the ardor of a Methodist evangelist. He slaps you on the back with "How are you? Stranger in town? Glad to see you. Something in shoes? Well, you've come to the right place. I can give you the best thing for the money you ever saw."

Then he looks you over and you know he is taking inventory of your worldly effects. You feel he is looking through your pocket like an X-ray and counting your money. He shows you shoes, and among them you find nothing which

suits you exactly, but you buy a pair just because he has treated you so nicely you do not dare disappoint him.

Your shoes may not wear well, and you go back with a "kick," but this dealer smiles you into good humor and a new pair of shoes at the regular price.

As you leave the store he shouts after you: "Drop in whenever you are down; just make this your headquarters." But you do not, for you feel you have been "gold-bricked." Your history with this man is also the history of your neighbors. Before long his last sheep is sheared and he must pull stakes and hunt new pastures. This man is the grafter of the shoe craft.

This man's opposite comes forward to greet you with the stately coldness of an arctic iceberg. He asks your wants without the shadow of a smile. He shows you the shoes with as much ardor as a papier mache automaton. You feel that he does not care whether you buy or not, and that he has no interest in you beyond your pocketbook.

But you buy his shoes because you know they are good shoes. Time proves your judgment good. After many years this man builds a good trade. He grows old and retires with some money saved up. He is the moderately successful shoeman.

Which of these types is better?

In short the most successful shoeman is a broad man who has as thorough knowledge of humanity as of shoes, and who acts on his knowledge. He is a social man as well as a business man, who dispenses a good quantity of pleasantness with each pair of shoes, who sells honest shoes and makes good all faults, even at cost to himself.—Shoe Retailer.

### How to Run a Shoe Store on \$2,000 Capital.

1. I would open up in a large town, say 5,000 to 10,000 people; a manufacturing point located centrally to the best farming community.

2. I would rent a room centrally located, about 20 by 50, with two large or full size show windows. Next I would put in up-to-date fixtures and lights also neat, but not expensive inside fixtures, cost of the same not to exceed \$250.

3. I would deposit \$500 in my bank as working capital. Then I would advertise the opening day one month in advance.

4. I would purchase \$2,500 worth of shoes and rubbers all from one house who manufactured the medium as well as the finer shoe, also a jobber of solid, cheap shoes; invest \$500 in the lower price work shoes, \$1,000 in medium custom made shoes, \$800 in fine up-to-date shoes, \$200 first and second quality rubbers. The indebtedness, ask sixty days' time. Thereafter discount all bills and buy accordingly, by sizing up each week if necessary. Would use my name on every carton.

5. I would sell cheaper shoes, or the workman shoe, at 25 per cent., medium quality shoes at 30 per cent., the finer shoe at 40 per cent.

6. I would sell goods to the country people for cash exclusively; to factory hands on short credit; say, collect on each pay day, at their place of work; short time extended to the city customer when necessary.

7. Keep a cobbler in the store to repair all rips without cost. Guarantee every custom made shoe; employ polite and attentive salesmen. The business should prove profitable, with an increase of cash capital to \$3,000 after a year or two.

## 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

The Spartan, the Avon and the Sharon are the new toes we are showing in the Boston Rubber Shoe Co.'s line in light rubbers for next fall.

While made to wear over the prevailing styles of wide-edged, heavy-soled men's, women's and children's shoes, they are built on graceful lines, fit the shoe perfectly and present a modish, attractive appearance on the foot. Bostons are always reliable.

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

Grand Rapids, Mich.

Don't forget we make the Grand Rapids Shoe.



**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



## 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



# How to Start in Business With \$2,000 Capital.

I would select a county seat town with from 4,000 to 6,000 inhabitants in a good agricultural county, thickly settled with small farmers, within about 100 miles of a large city. In a town of this size one can build up a profitable and paying business with town people and farmers are good customers. Small farmers grow a variety of crops and being near a large city they always have a good market for their products, a source of revenue every month of the year which keeps money in circulation. Some one, or all of nearly every family in the county have business in the county seat at least once or twice a year, giving one a chance to sell shoes and make acquaintances in all sections of the county.

Being 100 miles from a city would be too far for the people to go to the city to do their trading, consequently would trade at their home town. People living in a town of this size and small farmers are usually in moderate circumstances and use medium priced shoes to which I would confine myself. Cheap shoes never make good customers. People expect to get a better grade of shoes at a shoe store and I would let the general stores and the "Cheap John" man sell the cheap shoes. The capital will not admit of carrying high priced and fancy shoes.

After I had selected a location I would take my \$2,000 and deposit it in one of the local banks. I would make a frank, plain statement of my plans and circumstances to the cashier or president and ask for a loan of \$500 available when I opened up for business. If I had good character and fair business ability and recommendations, in all probability the loan would be granted and by paying interest promptly I could get renewals. I would make plain, frank, open statements to commercial agencies and to parties from whom I bought goods. I would ask credit for \$1,000, which would be readily granted on a cash working capital of \$2,500. This would give me about a \$3,500 stock of goods and would buy about as follows:

Ladies' shoes.....	\$1,200
Gents' shoes.....	1,000
Misses' shoes.....	250
Boys' shoes.....	200
Children's and infants' shoes.....	250
Rubber and other goods.....	200
Fixtures, furniture, etc.....	200
Reserve cash.....	200

\$3,500

Before buying I would find out the class of shoes usually sold in the town and would then buy the very best shoes I thought I could sell and then try to educate the people up to buying a good shoe.

I would buy as few lines and from as few parties, as possible, and direct from the manufacturers when practical to do so. I would discount all small bills and large ones if I could. I would be very cautious about buying narrow widths as county towns and farming people have wider feet than city people (Chicago excepted of course.)

In my best line of ladies' and misses' shoes I would buy a few A, B and C, plenty of D and E and some EE widths. In boys' I would buy some in C and D but more E and EE in the better grade. In the cheaper lines of ladies' and misses' I would buy a few in C but plenty in D, E and EE and in gents' and boys' D, E and EE with some extra wide for old men and thick chubby feet. In children and infants only in

D, E and EE. I would buy sparingly both in small and extra large sizes on all lines.

After my stock was in I would buy in small lots, often duplicating. In ordering I would take sizes and order only sizes needed to keep line full. In my regular lines I would try to keep sizes so I could give a good comfortable fit to which I should pay particular attention, preferring to miss a sale rather than sell an ill fitting shoe, not caring so much for the profit on a single pair but strive to make customers to whom I might sell many pairs.

In buying I would buy from manufacturers that made a specialty of certain lines; you get better fitting and usually better shoes than from those who manufacture different and promiscuous lines.

I would have a nice smooth floor or use linoleum. Nice rugs for fitting shoes on and easy neat chairs for customers. I would have toilet and wash basin in rear of store for ladies and children. Ladies from the country appreciate such conveniences. I would have neat shelving to hold three deep ladies' shoes and two of men's and use white glazed cartons with gilt letters. I would carry but one size of small and large sizes and two medium on sale shelf and keep reserve stock above. By doing this the first shoes in are first out, keeping shoes looking neat and fresh.

I would advertise liberally through the mail and local paper.

I would keep a sales book registering name of customer, price, kind, date, width and number of shoe. It helps fill mail orders and when customers complain, shoes have not worn well, turn to your book and it will often surprise them the length of time they have worn a shoe. I would sell good wearing shoes and charge good fair profits. I would sell for cash; mark all goods in plain figures; have one price for all; give a dollar's worth of goods for a dollar.—J. A. Turner in Shoe and Leather Gazette.

## A Point on Letter-Heads.

Not every merchant or business man is in a position to secure the very best of stationery, but there is one thing every one can do; if you can not get the best example of lithograph work or printing that can be done, you can have your name, business and address printed in a neat, plain, Gothic type in the upper left-hand corner of your stationery.

In some respects this makes about the best letter-head that can be made, as its simplicity and dignity never fail to make the right sort of impression. Its plainness and lack of ostentation carry the inference that there is something behind it besides hot air.—Good Advertising.

# The Goodyear Glove

We carry the finest fitting rubbers made.



British and English Toe. Try them.

We also carry French Heel Rubbers.

Boots in light and heavy weight.

Send us your mail order.

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

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

PELOUZE SCALE & MFG CO.  
CHICAGO, ILL. MANUFACTURERS OF HOUSEHOLD  
COUNTER MARKET CANDY POSTAL  
Scales SPRING BALANCES & ETC.



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



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.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—The staple end of the cotton goods business has shown a continuation of strength this week, and the natural causes have been assisted by the Fall River situation very materially, even in lines not directly touched by Fall River mills. Trading is almost absolutely in the hands of the sellers in all lines and they report that there is more business offered them than for many weeks past. The actual business transacted, however, has been little, if any, more than during the weeks previous, owing to the reserve of the sellers. Stocks are quite low in most lines and in some there are none at all. Sellers are not anxious to bind themselves to contracts very far ahead, and this has been the chief instrument in restricting trading. Heavy brown sheetings and drills would have again been particularly active, except for that little matter of price. Both for home trade and export there have been many bids, but few have been accepted. The mills are checking their agents and do not want to go too swift in the matter of contracts now in the face of future advances. Of course, the market is very firm on this account. Lightweight brown sheetings are also firm, due largely to the influence of the situation at Fall River. Of course, this influence is extended to many lines that are not actually affected other than sympathetically. Ducks are very strong throughout and kindred lines are hardening. Brown osnaburgs are growing stiffer, and show more life. Bleached cottons show no special change, but the tendency is much against buyers. Coarse colored cottons continue in the same strong condition that we have discussed in previous reports. Every line is well sold and some are contracted for so far ahead that the mills do not care to accept further orders at to-day's prices. This is practically true of denims.

**Calicoes**—In fancies there has been no change in the situation; a moderate business only is in progress, and it is said by some that the season is too far advanced to warrant any special change in prices.

**Percales**—Are in a fairly steady request and a moderate business is in progress. Printed flannelettes for fall are moving quietly and some of the most important lines are said to be already sold up.

**Ginghams**—Are still scarce and this is hampering trading in both staple and fine dress lines. Prices remain unchanged.

**Linings**—In linings there has, undoubtedly, been fully as much effect of the Fall River situation felt as in any other line. A number of advances have been made, notably in kid-finished cambrics, as noted in another column. In addition to what we have noted now there will, during the coming week, be many more made.

**Dress Goods**—The developments in the dress goods market continue to be satisfactory in the main. In some directions, it is true, the accumulation of orders is not very large, but on the leading lines of staple goods an active business has been done which has resulted in the practical withdrawing from sale of many lines. The buyer has operated in a way that has given agents much encouragement, and he has doubtless been influenced to so act by the knowledge that the seller has pursued

a conservative course in connection with prices. With some agents the business accumulated with rapidity, the production being disposed of before the wants of their customers had been provided for. On some lines the production could have been disposed of twice over. On less attractive lines, however, business drags somewhat. The price situation is considered a strong one, although the complaint is made in certain quarters that profits have been subjected to too tight a squeeze. The jobber has paid good attention to staple cloth effects, to the extreme lightweight, sheer fabrics, and to fancy waistings. A very handsome array of waisting fabrics is shown by agents, and liberal orders have been taken on cheap, medium and high-priced grades, ranging from the cotton fabric to fine worsted goods in printed and embroidered effects. The broadcloth has played a prominent part and leading lines are in a well-sold position. The cheviot has likewise made a strong run. Certain Venetian lines have been sold up in short order, but in other directions the business has not come up to expectations. Good business is reported in some directions on close sheared camel's hair effects. The zibeline has not proved as strong an attraction to the buyer as many agents had expected or hoped, although some fair results have been obtained on modified effects of that order. Tibets have been bought in fair quantities. There has been a good demand for habit and skirting cloths from the cutter-up. High lustre and dull finished goods have been moved. Melton and Jersey finished fabrics have been the most prominent. Fabrics are being sold in weights ranging from 15 to 30 ounces, but the bulk of the business runs to the lighter weight fabrics, weighing 15 to 22 ounces, consumers apparently getting tired of the extreme weights.

**Hosiery**—Several advances in hosiery have been made during the past ten days or two weeks. The market is now very firm indeed. The strength of the yarn market backs up the hosiery market and promises to keep it in this condition indefinitely. The situation presents an unusually strong front, although the season is far advanced. There has been a good sale of fleeced hosiery for the West and Northwest, and it is expected that there will be many duplicate orders. There is a big demand for deliveries of lace effects, although original orders are not now as prominent as they were a few weeks ago. The principal rush is to get deliveries of goods before another order.

**Carpets**—The production of carpets continues as large as ever, notwithstanding the season is so far advanced. Mills of all classes are running their machinery to its highest capacity and many report that their products have never before received such a large patronage from the jobbers as they have the past few months. The new business on hand is sufficient to keep all employed for some weeks to come and if the orders continue to come in as numerous as they are coming in at the present time, the opening of the fall season is likely to be somewhat delayed. The carpet situation is a healthy one and if the demand continues as good for a month or two more as it is at present, no reduction in values should be warranted or even entertained for a moment. With prices of raw material quoted on a higher basis than usual, the tendency would be to look towards higher prices for carpets. Such is the situation to-

## THE CORRECT SHAPE



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

Manufactured by

THE NOVELTY LEATHER WORKS, JACKSON, MICHIGAN



## Hard to Beat

We have a full and complete line of Ladies' Summer Underwear in all the newest styles at 45c, 75c, 85c, \$1, \$1.25, \$1.50, \$2, \$2.25, \$3.50, \$4.25 and \$4.50 per dozen.

P. STEKETEE & SONS,

Wholesale Dry Goods

Grand Rapids, Mich.

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

THE  
WONDERFUL

"DORAN  
LIGHT"

We  
Not

Are  
Afraid

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

ACORN BRASS WORKS, Chicago, Ills.

DICKSON, TENN., October 20, 1900.

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.



day. Manufacturers are looking for better prices, but the carpet trade has experienced so many peculiar setbacks in seeking higher values in the past, and the hopes and anticipations of manufacturers have been so thoroughly shattered, that now it is customary to allow the market to pursue its own course, whether the results be beneficial or detrimental to those concerned. Preparations are going on quite extensively in getting out the fall designs and some of the ¾ mills have a dozen or more pattern samples in their ware rooms ready to be shown at the next opening. As in past seasons and, in fact, since carpets have begun to be manufactured in this country, the new designs have always run largely to one color; this season, for example, the patterns shown green predominates very largely, with the reds not far behind. Next season, a salesman of a very large house informs us that old gold will be a predominating color, and all the designs thus far finished cater very largely to that shade. Of course, the greens and the reds will have to be shown as formerly in order to satisfy the wants of the public. Greens have always received the patronage of a large number of persons, and it is reasonable to believe that as long as carpets continue to be made, they will be seen in the show windows of the dealers. As nature has carpeted the fields with green, so will the public generally follow nature's tastes in carpeting their homes with the emerald color. The demand for ¾ goods from the jobbers' standpoint was never better than it is at the present time, and from the appearances of the show rooms, no doubts can be entertained regarding the extent of the business now in hand. All of the fine lines of goods, such as the Wiltons, body Brussels and velvets, are well sold up and the call covers very largely the whole line of the fabrics. In the Wilton and body Brussels rugs of the carpet sizes, some houses report that they can not fill all their orders placed and at present are far behind on deliveries. Rugs varying in price from \$35 to \$60 at retail, are the largest sellers and at those figures some very handsome lines can be made up. The Philadelphia ingrain carpet mills are very busy, as a rule, on lines running from the standard extra supers to the C. C. supers and unions. The Western jobbers have been large factors in the buying movements during the past few months and they still continue to show a very large interest in ingrains. While ingrain market prices are on a lower basis than a year ago, proportionate to the prices of raw material, there is no disposition to ask prices higher than those now quoted, and now that a very fair business is in hand, manufacturers are willing to do business at current rates. At the opening of the season, there was a strong disposition to advance prices but as the demand was of such a limited character, there were too many weak spots to allow of an advance. It is hoped, however, that better prices, will materialize at the opening in May, but whether such hopes will be realized remains to be seen. Manufacturers of granites and 4-4 jute pile carpets report a large Western and Southern demand, larger, in fact, than they have experienced for some years.

**A Good Provider.**

"Is your husband a good provider?" asked a sympathetic visitor.  
"Indeed he is, mum. He got me three new places to wash last week."

**How Hard Times Affect the Rich.**  
From the Saturday Evening Post.

The claim that the few are getting rich at the expense of the many is not indorsed by the available statistics. Great fortunes will increase in a measure through the re-investments of interest payments, but if the nation as a whole does not prosper, railway freights will be light, manufacturing plants idle, and capital will immediately feel the effect through passed dividends and defaulted bonds. A somewhat striking example may be given of the extent to which capital and labor now feel the prosperous conditions prevailing throughout the country. The wage earner has been so well employed that he has swelled the deposits in savings banks beyond all records, and is able to carry a larger life insurance, besides putting money in building and loan associations. These forms of investment appeal to the man in moderate circumstances, and his success or failure is quickly reflected in the reports of these companies. On the other hand, the man of great wealth finds that properties on which he formerly received from 7 to 10 per cent. interest now yield only from 4 to 5 per cent. and that his bank stocks and Government bonds return 2 per cent. or less. One of the chief articles of increased cost is lumber, which sells far above what was its price in earlier years, when the aggregate cost of living was much higher than now. Yet the poor man does not feel this influence so much as does the wealthy landholder, who is compelled to rent his houses more cheaply, although he pays more for the materials used in their construction. It is a mistake to explain away every record of expanding values by attributing the gain to the fortunate few. The distinction between classes and masses is not one that can be recognized in economic discussion, for they rise or fall together, and the level of prices tends upward when all are consuming freely.

Although artisans, skilled labor in every branch of manufacturing, and the agricultural communities have prospered remarkably in the last few years, the enhanced cost of living has been met with most difficulty by the office employees in the big cities. With them the supply is always greater than the demand, even when there is an urgent need for skilled labor in the trades. To some extent this is due to the national passion for excitement; the desire to be where there is the greatest activity and the most varied forms of amusement.

But another and powerful influence is the ambition of parents to have their sons engage in what they deem a "gentleman's" occupation. The father is a skilled mechanic, earning \$4 or \$5 a day, and always able to find employment. The son has the advantage of a good free school education, and when he graduates he is sent to the nearest city to work in an office. His parents want him to have social advantages, which they fear can not be had if he follows his father's life of manual labor. The result is an army of clerks, who can never earn above \$18 or \$20 a week and who are confined in more or less poorly ventilated offices, instead of following the healthier and more productive lives led by their parents, which are deserted in the effort to gain social possibilities. It is no exaggeration to say that a capable carpenter, plumber or skilled machinist seldom seeks long for work, and earns \$24 a week readily, whereas office assistants are abundant at \$15. Industrial activity stimulates the demand for skilled labor and puts a premium on good mechanics, but a large mercantile house can extend its office force of clerks with little expense. Hence the enhanced cost of living is felt by this one class more severely than by any other, because they seldom share proportionately in the benefits of greater general prosperity.

**Not the Cause.**

The provincial barber remarked the sparsity of his customer's hair. "Have you ever tried our special hair wash?" he said, expectantly.  
"Oh, no, it wasn't that that did it," was the customer's crushing reply.

**AWNINGS**  
FOR STORES AND HOUSES



**TENTS, FLAGS AND COVERS.**

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

**Directions for Measuring.**

Measure 7½ feet from sidewalk—this is where frame fastens to building—then send distance 1 to 2; 2 to 3; 3 to 4 (see cut.) Upon receipt of same we will send samples and bottom prices.

**CHAS. A. COYE,**

11 and 9 Pearl St.,  
GRAND RAPIDS, MICH.

**CAPSHEAF**  
THE MODERN  
**SAFETY PIN**

Highly Endorsed  
by TRAINED  
NURSES



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

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

**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

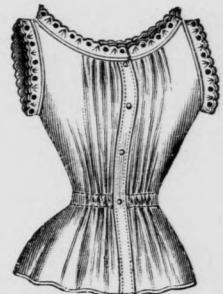
455-457 Mitchell St., Petoskey, Mich.

**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.

**We Carry**

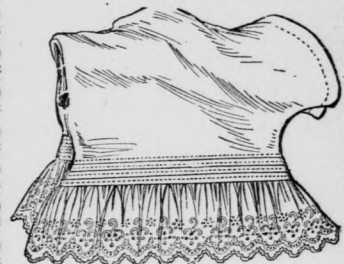
A good assortment of the popular priced numbers in muslin underwear. This is something every Dry Goods store should have. We say, order often and keep your stock new and clean.



Corset Covers, \$2.25 @ \$4.50.



Ladies' Gowns, \$4.50, 7.50, \$9.00, \$12.00  
\$13.50, \$15.00.



Drawers, \$1.80, \$2.25, \$4.50.  
Also Skirts at \$9.50 and Chemises at \$4.75, \$6.50, \$9.00.

**Grand Rapids Dry Goods Company,**

Grand Rapids,  
Michigan

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.



## Hardware

### Whither Are We Drifting in the Credit Business?

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

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

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

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

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

them in every way to make our business as well as their more profitable? Why not get together on the question of credits? While getting together to fix prices is not only not feasible, but in many states would be considered a combination and thus contrary to the laws of the states, it is not now nor is it ever likely to be contrary to the laws of any state for merchants to agree on a limit of time to which they will extend credit to a customer. If we are united on this subject, our chances of getting business will be equal. There would be no need of secrecy on this score for fear of driving our customers to the catalogue houses, as we are very sure it takes cash buy goods there.

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

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

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

It is not my purpose to insist that the system of extending credit to customers is wrong. I simply question the careless and indifferent way into which the retail trade has drifted in the handling of a subject of such vital importance to their interests. Can we afford to continue in the same channel?

S. R. Miles.

When a sneak-thief attempts to walk off with our overcoat, or if a stranger borrows our best umbrella, we say man has no honesty; but we do not really mean this, for instances of the average person's honesty are brought to our attention every day. In cities there are restaurants where one may step up to the counter, help himself to such articles of food as he wishes and, after finishing his meal, pay the cashier what he pleases; that is to say, there are no checks and no apparent means of ascertaining whether the amount stated by the customer is the full value of the food that he has eaten. Here is an opportunity of cheating that would seem to be just what the cheat and swindler are looking for, but the restaurant pays and has enlarged its business premises several times. It could not pay if it were not for the honesty of its patrons.

"When Deacon Brown discovered there was a ballet in the show he was mad." "You mean he pretended he was mad." "Not a bit of it. You see, he had forgotten to bring opera glasses."



## E. Bement's Sons

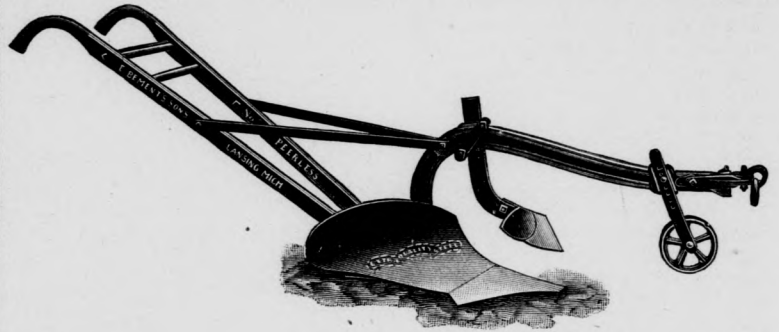
### Lansing Michigan.

**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.

Bement Plows  
TURN THE EARTH.

Bement Plows  
TURN THE EARTH.

Bement Plows  
TURN THE EARTH.

Bement Plows  
TURN THE EARTH.



**Mutual Relation of Retailer and Jobber**

The manufacturer, the jobber and the retailer are the three factors to be considered in the hardware business.

The manufacturer produces the goods, the jobber introduces the same in the market and the retailer has to dispose of the same by selling the goods to the consumer.

The retailer buys some goods direct of the manufacturer, but gets the greatest number of the hundreds of articles which make up a stock of hardware of the jobber. I have been requested to prepare a paper on the relation of jobber and retailer.

The relation is based on mutual benefit. When the jobber sends out his New Years letters to the retailer, he wishes you a splendid trade, and a year of prosperity, but winds up with the hope of a good share of your orders. This is but natural as we appreciate a customer so long as we are benefited by his trade. The same is true of the jobber. He is ready for business; sends out his agent to call on you, makes you acquainted with the size and quality of his assortment, his facilities to fill your orders promptly and gives you his prices. He assures you his prices are right.

The jobber is impossible without the retailer. The best selected wholesale stock is of no particular value unless a good number of retailers enlist as regular customers. Likewise depends the retailer on the jobber to replenish his stock. He could not send to the factory for one-twelfth of a dozen of one article or one-sixth and one-fourth of a dozen of another; he cannot foresee the exact amount of this or that article his trade will require. He depends on the warehouse of the nearest jobber to keep his stock complete. His selection of the wholesaler to buy from depends on distance, railroad connection, completeness of stock, personality of salesman and, above all, on prices.

I remember the time when prices did not cut such a figure between jobber and retailer. To get the goods was the main object. Both could ask a fair profit on their goods and the consumer was well satisfied with the value received.

The jobber and retailer were on the best of terms and the traveling agent an ever-welcome friend. But times have changed. Prices are the main thing to-day. Well bought is half sold, is now the motto. A fair competition is wholesome and necessary to enliven trade, but to-day the severe law of nature, the survival of the fittest, seems to be the only rule. The prices published by some department stores in our large Sunday papers, the prices mailed by catalogue houses to thousands of farmers, mechanics and school boys, and, last but not least, the prices made by jealous home competition, compel us to compare prices, to watch prices, to study how such competition can be met.

Some retailers try to overcome the price question independent of the jobber. A few buy in large quantities direct of the manufacturer; others get their supply through the manufacturer's agent. For some goods, both ways are favorable to some extent. I know of a retailer who bought a carload of washing machines. It took him three years to sell the lot. Another bought one gross of express wagons. It will take at least two years to sell the wagons. Buying of the factory direct will tie up more money in the business, because you have to buy in large quantities and

have to carry more stock than your trade demands. I could name a number of articles the retailer can get 10, 15 and 20 per cent. cheaper by buying direct of the manufacturer or through the manufacturer's agent, but the majority of retail dealers will depend on the jobber, to buy the goods when needed and in quantities in proportion to sales.

A number of retail hardware dealers in Chicago have combined to buy together and command better prices. The aim is the same. Secure better prices. The quantity will more or less dictate prices. Last year I bought over \$5,000 worth of goods from one jobber only, and I know such a close relation to one jobber has made me better prices than I could get by buying of the twelve or fifteen houses who send traveling men to my town. Suppose four or five hundred retail dealers would arrange with one or not over two jobbers to give them all their trade; an average of \$2,000 a year would give a wholesale trade of \$800,000 to \$1,000,000. One traveling man would be sufficient to call once in a great while on his friends to show and introduce new goods, new inventions, renew pleasant relations of jobber and retailer. There was some talk of a jobbers' trust. A jobber with one sure business ought to be able to share his benefits with the retailer and protect himself against unfair competition.

The question of prices is of vital importance to us all and any one who knows a remedy should trot it out. The department store has come to stay and the catalogue houses will keep on doing business, and the only salvation for the retailer is to meet the competition. A single dealer is powerless. If we spare no effort to help ourselves the other factors in the hardware trade, the jobber and the manufacturer, will be more willing to listen to our tale of woe. The jobber is our natural ally. The relation of the jobber and retailer should be cultivated for mutual benefit.

C. F. Schmidt.

**Now He Can Sleep Nights.**

Bentley, March 20—I have been a subscriber to your very valuable paper for over four years and must say that any general merchant doing business in a country town should not be without the Tradesman. I have read a great deal in your paper about the credit and cash system. On January 1, 1901, I had the misfortune to have my store burn to the ground and all of my stock with it and only received enough insurance to square me with the world and pay 100 cents on the dollar, and am glad to say I was able to do this. I had always done a credit business and felt sure that my customers who owed me would be glad to help me out, but they were not. I guess they thought my burning out cancelled the debt. I did not get started in business until about April 22, 1901, and my wife and I decided to do a strictly cash business or its equivalent. I say my wife, because I could not run a store without her. I refused credit to every one. My old customers thought it very hard, but I noticed I was getting their cash trade, and I also discovered that a large number of them were doing a credit business with the other fellow and were coming over to my store to spend their money. I did not expect to do as much business on a cash basis as I did before, but I find that, comparing 1900 sales with 1901 sales under the cash system, my business was 30 per cent. better than it was when I did a credit business. We buy a large amount of cedar timber here and I have adopted the plan of paying cash for the timber and selling my goods the same way, and I find I get the best part of that money back again. I must say that the cash system so far has been and is a complete success. Besides, I can sleep nights.

Wm. L. Hinman.

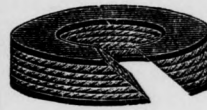
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PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

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

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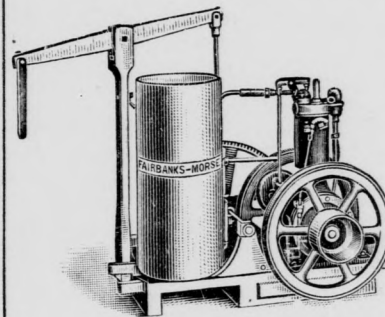
Oils, Waste, Packing,

Belt and Hose,

Paints, Oils and Varnishes,

Cordage

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

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

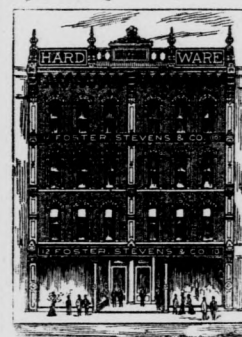
I can pump water, shell corn, saw wood, grind feed, churn butter, run a small machine shop and am handy for a hundred other jobs.

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

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

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

Grand Rapids, Michigan



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

**Foster, Stevens & Co.,**

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

10 & 12 Monroe St.

Grand Rapids, Mich.



## Butter and Eggs

Observations by a Gotham Egg Man.

Although the price of Western eggs has not fallen to so low a point as usual during March when receipts reach the large scale now reported the market seems to be developing rather a strong undertone of a speculative character, the justification for which is not very clearly defined. It is however evidenced by a disposition on the part of a good many egg shippers to order their goods off the market rather than have them sold here on arrival at present prices and by similar withdrawals on the part of some local operators who have bought liberal quantities in the interior.

So far as we can see this speculative accumulation of stock is warranted only upon the supposition that free permanent withdrawals to cold storage will be made at the present relatively high basis of value. Of course if cold storage movement is to begin in large volume at present values there is some justification for the present appearance of speculative support. But on any other hypothesis it is hard to account for it. There are some who anticipate a falling off in receipts at the seaboard next week and who are building upon the belief that the increased activity for Easter requirements may alone be sufficient to force prices to a higher level, but as a rule the advices indicate liberal supplies still on the way, and it will indeed be singular if a productive capacity which ordinarily supplies all demands besides giving hundreds of thousands of cases to the storage houses during the spring months, should fail to furnish eggs enough for the greatest possible consumptive demands after having been so well started as to send nearly 90,000 cases to New York alone during the six days now ending.

\* \* \*

Some of the reports from the interior are, however, of the most bullish nature as to the ability of collectors to sell on track. Letters and wires coming in from some of the Middle Western points report buyers for goods on track at prices equal to 16½c N. Y. commission off. It seems almost incredible that any large buying should be done at any such basis unless cold storage is contemplated and equally incredible that storage buyers would begin operations upon so extravagant a level.

\* \* \*

A belated cold wave appeared in the West and Northwest last Sunday which has put temperatures down to a remarkably low point for so late in the season. The effect of this upon the general situation is variously regarded. It can hardly be supposed, however, that any wintry conditions now possible will have much effect upon the production, or the quantity of eggs coming in at primary points. On the other hand it is quite possible that in the territory where collections have been exposed to such cold weather storage buyers may become cautious—if such a trait as "cautious" is ever found in a storage buyer. The idea that March eggs are not serviceable for long holding has, under ordinary weather conditions, been pretty well exploded; but it is doubtful that stock should be stored with confidence when collected at temperatures ranging so close to zero as prevailed at many Western points early this week.

\* \* \*

There is a general fear that the storage point is going to be unreasonably high this spring and some of the figures

mentioned, especially from the interior, would indicate that some egg men can not stand prosperity without losing their heads altogether. It is true that the average value of eggs throughout the country and throughout the year has risen considerably during the past four or five years. Giving due weight to the monthly averages and the various quantities received in different months, also with regard to the irregularity of prices as to quality, we estimate the average value of New York's egg receipts at 18c per dozen in 1901 as against 15½c in 1898. This rise of 2½c is doubtless due to influences which have raised the average value of all competing food stuffs during the same period rather than to any less production in relation to population, for here in New York our egg receipts have increased 8 per cent. during this period while our population has only increased 7 per cent. But it is to be observed that the higher level of value which eggs have occupied together with other foods has been more than discounted in the higher prices paid for spring storage accumulations. Thus the average price of eggs at New York in April, 1898, was 10½c; in '99 it raised to 13½c, fell back to 12½c in 1900 owing to the disastrous results of the previous year's storing, but advanced to 14½c in 1901. It will be seen that the speculative basis was 4c higher in 1901 than in 1898, although the average value of the year's receipts was only 2½c higher.

When it is considered that the profitable outcome of last year's holdings was chiefly due to a most fortuitous combination of weather conditions it would seem that egg storers ought to consider the above figures pretty carefully before going into the coming speculative period. By a general holding off this month, throwing the whole weight of production upon consumptive channels prices could be forced to a low and reasonably safe level. But a scramble for eggs on anything like the present basis of value will invite summer storage and a burden of goods greater than can be profitably unloaded, barring accidents of weather which can not be safely depended on.—N. Y. Produce Review.

### She Was Quite Another Pearl.

Just because they made a practice of dining in a certain restaurant they believed they owned the establishment and everybody connected with it. There were three of them, just past the maturity age of manhood, and as they tilted their hats on one side they imagined themselves bound to draw to their feet any woman upon whom they cast their eyes.

One day they took their seats as usual and were agreeably surprised to see a new waitress whose looks entitled her to more than a passing glance. After looking at each other for a minute they determined to add her to their list of conquests. The waitress, however, was not apparently impressed with the three and completely ignored them. Just then another waitress addressed the new girl as "Pearl."

Quick as a flash one of the three remarked: "So you're the pearl of great price."

No sooner was the quotation made than she replied: "No, I'm the pearl that was cast before swine."

### Strictly Useful.

"Our church fair was a splendid success," said young Mrs. Torkins. "Did you sell lots of things?"

"Yes."

"Anything useful?"

"Yes, indeed. Everything was ever so useful. I can't think of a single article that couldn't be saved up and donated to be sold at the next fair."

I buy receipts of ordinary  
fresh country

# BUTTER

Taking any quantity and  
at any and all times of  
the year.

If you write me I will send  
you a weekly circular and  
price list regularly.

**E. F. DUDLEY**  
OWOSSO, MICH.

## 2,000 PAIR PIGEONS

20 CENTS A PAIR

DELIVERED HERE

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

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

SEND YOUR  
**BUTTER AND EGGS**  
TO  
**GRAND RAPIDS**

And receive highest prices and quick returns.

**C. D. CRITTENDEN, 98 South Division Street**  
Successor to C. H. Libby  
Both Phones 1300

SHIP YOUR  
**BUTTER AND EGGS**

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

### 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.

Buy your

## EGG CASES AND FILLERS

from

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

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



**Where to Learn the Retail Grocery Business.**

I received a letter the other day, asking where a young man should go to learn the retail grocery business.

Let him go in the wholesale store by all means.

Methinks I hear a lot of dissenting hoots. All right; the debate is open.

Why should he go in a wholesale grocery store to learn the retail business? Because seven-eighths of knowing the retail business means knowing the goods you sell, and in a wholesale store—that is, in its selling department—a boy can learn more about groceries in a week than he can in a retail store in a year.

That is, provided he wants to learn.

You see, it is inevitable that this should be the case. The city jobbing house is right at the door of the market. News of the market drifts in the very door. Salesmen, brokers, commission merchants come in and out, dropping information, good, bad, and indifferent, and the man who comes in contact with this is bound to learn something. That is, unless he is lazy or has a wooden skull.

In a retail store, the clerk's information, outside of what he gets from trade papers, is confined to such as is imparted by the comparatively few salesmen who drop in.

I am speaking now of a country store.

And while some of the information given retailers by salesmen is good and true, some of it consists of fiction that makes H. Rider Haggard a mild and wispy-washy writer.

Then the young man in the wholesale house gets up against more goods than the one in the retail store. He sees every conceivable variety—prunes from Oregon, prunes from France, prunes from the Visalia district, and prunes from the Santa Clara Valley. He gradually learns all about them; he can not help it. His brain gets full of prunes, as it were. He knows the difference between the varieties and between the sizes, learns to tell a preserved prune from a new fresh one, and so on.

The average retail store will handle but one variety of prunes, and maybe not over two sizes at that.

Through which channel should the young man learn most about prunes?

I do not hear any more hoots.

What is true about prunes is true about everything. The man in the selling department of a wholesale house must know all about all the goods. It is a part of his business to know it and he can not amount to much if he does not know it.

How many young men who are learning the grocery business in a retail store know the difference between foreign macaroni and domestic? I'll bet you the young man in the selling department of any big wholesale house knows it. He has to know it.

I have known several wholesale grocery salesmen who after a long stretch of years on the road got sick of it and settled down by opening retail stores. The wholesale grocery salesman seems to be more liable to do that than anything else, unless he has made enough money to live on without working.

I dream about such sometimes. I have never heard of any except myself.

I have never known one of these ex-salesmen to fail as retail grocers. Not one. There may be those who have failed, but if there are, they are out of my ken.

As a matter of fact, it would be as-

tonishing if they were to fail. They have rubbed up against groceries for years—all sorts of groceries—and they know them. When they settle down in a retail store, what have they to learn? Only the routine methods of storekeeping, which ought to come natural to them, and, anyway easily picked up; they are the little end of the grocery business, in my opinion.

When these poor old fat legs of mine are worn out, and my old bald head droops with the burden of hard work on the road, I will thank God for the chance to creep into a little retail store of my own, clean and busy, and live out the remainder of my days in peace.—Stroller in Grocery World.

**Character Always Tells.**

Several young married women were discussing recently the best way of bringing up their boys, and it was amusing to see the air of entire conviction with which they delivered their opinions, each being perfectly sure that hers was the only method worth considering. It was noticeable that the more youthful the matron the more positive was her self-confidence and as the oldest young hopeful undergoing these experiments could not have been over six or eight it will be some time before the result of the divers plans will become apparent.

Each of these young mothers feels sure that her son will demonstrate the truth of her individual theories, and as they are often diametrically different from each other their relative excellence can only be determined by the result. That every conscientious parent honestly desires to do what will produce the finest results in her son at the cost of any personal sacrifice goes without saying, the question being what is really the best. "A boy should be sent to boarding school as soon as possible," declares one mother with conviction. "Home education is far the safest and therefore preferable," says another with equal decision. "He should be shielded in every way," declares a third. "On the contrary, I believe in letting a boy choose for himself as soon as possible. Show him what is right and then give him complete independence," differs No. 4, and so on.

A very rich self-made man, who wisely recognizes that on account of the fortune he has made he can not make a success of his son by inducing him to follow his own methods once remarked that it was only "character" that counted, after all. "A strong character," he said, "is sure to come out all right, and a weak one will be equally sure to be all wrong. I will not lose my boy's love by being stingy with him. He knows I can afford to give him all he wants, and would not understand it if I denied him what he thought was reasonable."

This speech was made a number of years ago, and the result has justified his expectations. His son has shown the "character" expected of him, has accepted his responsibilities, and is devoted to the father who treated him with such confidence and generosity.

**Taking Turns.**

Book-keeper—What can I do for you, sir?

Boss—Here's the baseball schedule for the coming season. Tell the boys in the office to arrange it so among themselves that not more than two will have to get off to attend their grandmothers funerals on the same afternoon.

# 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.

# 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.

# 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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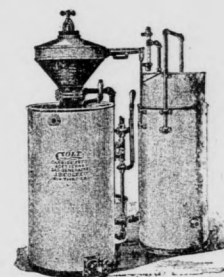
304 & 305 Clark Building,  
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**E. E. HEWITT**

**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.



## 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.



## Woman's World

Several Kinds of Women We Can Do Without.

In one of the most ingenious and delightful stories ever written, Mr. Barrie evolves the theory that all heroes ought to be assassinated immediately after they have made their star play to the galleries and before they have had time to make fools of themselves, and that as soon as a writer produces a great book or an artist paints a great picture, the interests of humanity demand that they should be quietly removed, in some painless manner, before they take to inflicting pot-boilers on a defenseless world.

It is a charming plan and one that we would like to see put into execution, in view of the way some of our recent heroes have shed their laurels, to say nothing of the good money we are inveigled into wasting on trash and balderdash for the sake of the name upon it; but why stop with public characters? How much happier we should all be; how much better life would be worth living, if we could only dispense with the society of certain of our fellow creatures!

Everybody, of course, has their own private list of the people they could do without. I begin mine with the woman who bosses. She is a good woman and a capable woman, but she has driven more husbands to drink and more children away from home and done more harm in the world than all the bad, easy-going women that have ever lived combined. The bossy woman is perfectly and utterly incapable of either justice or liberality. Her way is the only way, her church the only church, the play she likes the only thing worth seeing, and the price of peace with her is the price of eternal submission. To save her life, she could not rise to the height of seeing that another person had a right to enjoy themselves according to their own tastes. She will not let her husband smoke because she does not like tobacco; she arrogates to herself the right to pick out her daughters' husbands, she gratuitously supervises the domestic affairs of all of her friends. She runs the church to which she belongs, and is always to the front in every club and philanthropic association, and people say, "What a good woman she is;" but she is not, she is just a grinding tyrant that we should be better off without.

Not long ago I heard of a bossy woman who, after trampling on her family for twenty or thirty years, died. Every one supposed her mild and gentle husband would be heart-broken at such a loss, and the preacher went to him to comfort him.

"Ah," said the parson, "your wife was one of the best women I ever knew. She was a power in the church and the life and soul of every good work; she was a kind neighbor, a careful mother and a devoted wife. She neglected none of the duties of life and I realize how irreparable your loss is." "That's all true," replied the husband with a smile of perfect resignation. "She was all that you say, but in all the thirty years we were married she never let me drink my coffee as sweet as I liked it and, while I know I shall miss Maria, I feel as if I had just gotten out of the penitentiary."

Another woman I could spare is the whiner. Death has robbed her of some one she loved. She has lost her money. Her husband drinks. Her children are undutiful. She has had to go to work.

She is an unappreciated genius. It does not make any difference under which count she goes, her woes are always the same, and her conversation is a monologue of complaints and wails against the cruelty of fate. You would think to hear her that she is the only person on earth who has a heavy heart or ever met with misfortune.

Our colored friends have a Hibernian phrase that makes them speak of a person as enjoying poor health. I am quite aware that there are many women who simply revel in a perfect debauchery of woe and to whom a sorrow is a genuine treat. It is cakes and ale to them to be sympathized with and when they can get the center of the stage and recount their marital differences they are having the time of their lives. But I humbly submit that anybody who must tell their troubles is in duty bound to hire a phonograph and tell them into it.

Most of us have just all the worries of our own that we can stagger along with and to be saddled with another's is the straw that breaks the camel's back. This does not apply to the case of where a person in trouble asks help, either of advice or money. It is equally the privilege of friendship to tell and to listen to the story of misfortune where there is something to be gained by it—some way found out of the difficulty—but the mere morbid telling over and over of a tale of woe the harping on a single string of lamentations does the afflicted person no good and saps the strength and courage and cheerfulness of the auditor.

Then there is the discourager. She sees all the difficulties in the way and points them out to you before you reach them. Her mental barometer always marks rain and cloudy weather. She is always on the watch with her eye glued on the horizon, looking for trouble. She is a perpetual wet blanket on enthusiasm and hope and a stumbling block in the way of progress.

If a bright and ambitious girl wants to go on the stage, she tells her that the ranks are overcrowded. If she wants to write, she croaks that editors will buy nothing that is not signed by a famous name. If a woman thinks of raising poultry, she reminds her of the fact that some other failed at it, and she throws cold water on the scheme of the woman suddenly thrown on her own resources who sees a chance to make a living by taking boarders.

Now the discourager is a hoodoo who carries disaster with her, and if there was any way to have her gently, but effectually, exterminated, there would be fewer wrecks along the shores of life. Success, in these days at least, is simply the ability, to do a thing well enough and our ability to achieve things depends upon our belief in ourselves. Shake that; shake a man's or woman's faith in themselves, and they fail. Nobody ever succeeded yet in doing a thing if they went at it half-heartedly or without full confidence that they could do it.

I believe this so implicitly that I would bite my tongue off before I would say one word of discouragement to any struggling person, for in that one moment in which I made their faith waver in themselves they might lose the golden chance of success. We talk a great deal about woman's influence and it is time to realize that it can be bad influence as well as good and that a woman can pull a man down easier than she can boost him up. A man can be encouraged to go on to success or he can be so discouraged he settles down into failure.

I doubt if any man ever achieves much who has one of these doubting Thomases in petticoats always croaking in his ear. If I was the poorest mother in the land, I would never speak to my children about being sorry I could not give them the advantages that rich people's children have. Instead, I would tell them ceaselessly, continually, eternally of the poor boys who have gone up to the President's chair, and every other position of honor and credit and usefulness on earth.

Nor are these all the ladies we could do without. From the woman who brags of her wealth and who is always flinging her family tree in your face, good Lord, deliver us.

From the woman who borrows, who never has a postage stamp, and knows that you will not mind letting her have your new dress, so that her cheap seamstress can copy it, good Lord, deliver us.

From the woman who is informal and who runs in by the back door, so that she can get a good view of your market basket, good Lord, deliver us.

From the sensitive woman, who is always getting her feelings hurt and who thinks that every reference in a casual conversation is aimed at her, good Lord, deliver us.

From the woman who never answers notes, who accepts invitations and then breaks them, and who has no honor about keeping an appointment on time, good Lord, deliver us.

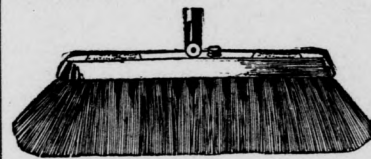
From the mother who talks nothing but babies; the club woman, who knows nothing but clubs; the reformer, who wants to police everybody's habits; the wife who is always quoting her husband and the whole bunch of female cranks, good Lord, deliver us.

Dorothy Dix.

## What the Commissioner of Health, Milwaukee, Bacteriologist, says

about the World's Only

### Sanitary Dustless Floor Brush



I heartily recommend that all the schools of the city introduce this method of sweeping, feeling assured of its efficacy in reducing the danger of children contracting contagious diseases in schools.

Respectfully submitted,

F. M. SCHULZ,  
Commissioner of Health.

Write for agency in your town.

Milwaukee Dustless Brush Co.

121 Sycamore Street,  
Milwaukee, Wis.

## 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

## Kennedy's Oysterettes

There's a customer for every package. The demand grows daily.

NATIONAL BISCUIT COMPANY





### Stumbling Blocks in the Pathway of the Housekeeper.

It is significant of the great change in our way of looking at things that women nowadays regard housekeeping as a matter worthy of scientific investigation. It is generally conceded that a technical training in housewifely duties is a good thing and that one can specialize along those lines as profitably as along those of the learned professions. There was a time when women generally believed that keeping house was a matter of inspiration; that in some mysterious way a woman was endowed at birth with an intuitive knowledge of roasts and cabbages, of making clothing and dusting furniture. In a sense this impression is true and must always maintain, but it is becoming more and more apparent that in the complex organization of a modern home, it is possible to get the most results out of the least expenditure of labor and money only when the housekeeper has been specially trained for the work.

It will be long before Americans are content to give up their individual method of living in separate houses, with everything their own, unshared by others. The sense of meum and tuum is keen among us, and it is hoped will always remain a distinguishing trait, but invention should be able to accommodate itself to this quality. It is already suggested that the automobile may develop into the "magic skies" that will relieve household drudgery. A capable business organization might be formed with a central cooking establishment, superintended by the best chefs and run on the principle proved so amply adequate in department stores and a thousand other ways; that is, economy in administration, small profits and a large number of consumers. From an extended menu simple or elaborate dishes could be chosen and delivered quickly in automobiles, whose machinery would keep the viands hot. The expense would be less than in our present wasteful, uneconomic system. Of course, laundry work could be still more easily arranged, and sweeping and dusting could be done by improvements in compressed air processes carried about from house to house. Something of this kind is bound to come, before long. It only waits for a person with sufficient brains to plan a way; then capital will be interested and the thing is done.

Meanwhile, we plod on in the old mediaeval fashion and make the best we can of it.

The main factors, then, of the art of being a housekeeper are method and consideration. Method settles the amount to be spent, which is a controlling fact. Afterward it builds up what can be done in the best way with that amount of money. Whether it be much or little, an orderly system should be followed. So much for food, so much for wages, so much for light and heat, and then repairs and improvements as wisdom dictates. In this way expenses can be kept pretty steadily to the mark. The next thing is to arrange the work. It is well to plan what shall be done every day in the week and write it down for easy reference; something after this manner: Monday—Parlors cleaned; sweep and dust with ladder; windows, globes and hearths washed; brass cleaned, floor polished. Tuesday—Dining room, pantry and silver; and so on, each day having its regular work, so that the routine is followed with more or less automatic accuracy. Even where

changes of servants are frequent it is really curious to see how the least malleable material presently takes on the form of the mold through which it is run, the mold in the mind of the housekeeper.

Of course, a supervising eye should be always alert. La Fontaine tells a tale of a stag getting into the stall of a stable, where many servants come and go without noticing anything unusual but as soon as the master comes a glance shows him the antlers. It is desirable to go all over the house daily with the master's eye. Some housekeepers enter their cellars only once a year, but such angels' visits would seem rather neglectful. To be sure, where reliance can be placed on those whose business it is to keep the house clean much can be left to them; but frequent inspection hurts nobody and helps many.

One of the necessities in a good housekeeper is to know how to do everything she expects from servants. Not that she should tend the furnace, or clean the pavement, or cook the dinner, but she should be able to direct everything intelligently. It is excellent if she trains herself to understand what she wants in the way of any work about the house, such as plumbing or papering or the arts and wiles of furnace setting; but this knowledge is not really essential, as is that of knowing what she has a right to expect of servants.

At rare intervals she is lucky enough to find one who knows more than she, and then, indeed, can she lean back in luxury. For there is a great deal in knowing your people and then leaving to them whatever you can profitably. Once, just once, for six months, we had a cook who ran the table without orders, served the meals deliciously, and kept expenses within set bounds; but, despite the joy of such efficient service, it was a relief when she left, for she had the proverbial good cook's bad temper.

Harmony and a certain amount of cheerfulness in work are quite necessary to a contented household. Of course, no one can expect perfect service, for who is perfect? But to learn the faults and virtues of each inmate and then to so guide housekeeping as to get the work done with least friction is the aim. Some people do better on praise; some can not bear it and require a tight rein; some can be taken into confidence and appealed to as one human being to another, but many lack the fineness of nature to respond to this and need a strict regimen of orders and silence. But under all domestic relations lies consideration.

The idea of service as something demeaning is utterly wrong. To do honest work in an honest way is an honor to anybody. We are all human beings together; and although we have different lives to live, however one star may differ from another in glory, they are all equal in the heavens. This is the spirit of America, and American servants are the best of all, not those who have been here only a few months or years and still retain European forms of thought, but those born and brought up in American ideas; not of subservience, but of pride in honest work.

Where there is more than one servant the interrelations often become preplexing. Much tribulation can be prevented if it be possible to provide each with a separate room, and, in any case, individual beds. Think how hateful it must be to share a bed with a stranger! As to quarrels, the best method is not

to listen to any complaints unless something very serious occurs, and to hold an even hand. No favoritism should be allowed, for this breeds jealousy and it spawns troubles. Justice and a steady eye can accomplish much.

This is the object of all one's efforts and contrivances. To have domestic life run smoothly, even when servants come and go with harassing frequency, is quite possible. If one rides with an easy seat and a light hand the road may be very rough and one gets over it with comparative calm. The time and effort some people put into doing the work themselves when a servant leaves seem to me better spent in active search of some one else. Such can be found if one is indefatigable and systematic, with too great frequency to be mistaken. One thing is certain: Be the ills of housekeeping what they may, it is far better than any other mode of living. One has independence and a sense of home, and these are worth immensely more than the trials cost. The latter can be mitigated indefinitely, obliterated in time, perhaps, leaving the thing-in-itself as the philosophers say, an unalloyed joy. Cora Stowell.

#### His Version.

"What did papa say?"

"He showed me the door."

"And what did you say?"

"I said it was certainly a very handsome door, but not what I had come to talk about. That made him laugh, and a minute later you were mine."

#### A Safe Bet.

"Did the man who wrote the 'Man with the Hoe' write the 'Beautiful Snow?'"

"I don't know. But I'll bet it wasn't the man with the snowshovel."

## 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.

You will make no mistake in ordering

## Favorite Sweets

THE FAMOUS CANDY

Largest and Best Selling 5c Package in the Market

Made only by

**Straub Bros. & Amiotte,**  
Traverse City, Mich.

## Every Cake



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

**Fleischmann & Co.,**

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



## The New York Market

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

New York, March 22—Coffee is quiet although the market is fairly steady. Advices from Europe have shown some irregularity and from Havre a slight decline is reported. There seems to be a good deal of uncertainty among the trade as to the future course of coffee and this may cause buyers to hold off. It is hard to see on what basis one can look for any noteworthy advance in the face of statistics. The stock of Brazil coffee in store and afloat amounts to 2,336,717 bags, against 1,297,485 bags at the same time last year. At the close Rio No. 7 is quotable at 5½¢@6¼¢. Receipts at Rio and Santos from July 1 to March 19 aggregate 12,866,000 bags, against 9,056,000 bags at the same time last year. In mild sorts several jobbers say they have had a pretty good trade all the week. Quotations remain without change, Good Cutcuta being worth 8@8¼¢. East India coffees dull and unchanged.

Not a large volume of trade is reported in sugar, but quite a good many little orders drift in and the week has shown some improvement over previous ones. Possibly the stock market may have something to do with the real article, one sympathizing with the other in strength.

Teas are unchanged and steady. Orders are for small lots and the general condition indicates that buyers are not especially anxious to take quantities ahead of current requirements. They are certainly not speculating in the article.

A fair amount of business is being done in rice and the market generally is in favor of holders. Sales of both foreign and domestic have been quite satisfactory. Prime to choice Southern, 5@5½¢; Japan, 4¼@5¢.

In spices supplies of pepper, mace and cassia are said to be somewhat limited and a little firmer undertone marks the situation. The market, however, is not a busy one and prices show no change. Singapore pepper, in an invoice way, 12½@12¾¢; cloves, Amboyna, 11@12¢.

Medium and low grades of molasses seem to have the most call and for such there has been a steady, active demand. Fair to good centrifugal are held from 15@20¢, with prime sorts 22@27¢; open kettle, 34@41¢. Prime to fancy syrups are quotable at almost every fraction from 20@30¢. The market is steady, but there is room for improvement. Stocks are not large, but another refinery has started up after several weeks' idleness and this will give us a freer supply.

In canned goods tomatoes attract the most attention. The supply of spot goods seems to be growing very light, and even \$1.40 offered for New Jersey threes fails to bring more than little lots here and there. Futures are very strong, too, and New Jerseys are selling readily at 92½¢ and Southern 82½¢. Spot corn is rather quiet at 67½@70¢. Future State peas are worth from 85¢@\$1.35, as to name and fame. Salmon is firm and at headquarters the demand is reported as excellent. Quotations are about the same as have prevailed for some little time. Sockeye flats, 1 lb., \$1.25@1.27½¢; talls, \$1.10@1.12½¢.

Lemons and oranges have both been in excellent request during the week. At the auction ten carloads of California oranges were sold and an advance of 15@20¢ per box on navel was obtained. In store navels are worth from \$2.50 for choice to \$4 for fancy stock. Floridas, ordinary, \$2.50; extra fancy, 96-126s, \$3.50@5. Sicily lemons, \$2.25@3.25, as to size and quality. Bananas have advanced and extra Limons are worth \$1.65 per bunch.

As a rule quietude prevails in dried fruits, although there is something doing all the time and prices are quite firmly adhered to. Prunes are in better request than a week ago and, in fact, jobbers report a quite satisfactory volume of trade.

Almost all sorts of beans are very quiet. Choice marrow, \$2.15@2.17½¢; choice medium, \$1.70; choice pea, \$1.67½@1.70; red kidney, \$2.10@2.12½¢.

The butter market has gained strength almost every day, and as supplies are running rather light the market is pretty well cleaned up. Some few choice lots sold for a trifle over 30¢; but not enough to establish the market above that figure. Seconds to firsts, 27@29¢; imitation creamery, 22@24½¢, the latter for fancy stock; Western factory, 21@22¢; rolls, 18@22¢; fancy "renovated," 24@25¢.

There has been a good steady demand for cheese from the local trade and quotations have advanced a fraction since last week, small full cream being held at 13@13¼¢. Stocks are very light and although there are reports of factories starting up, it is not likely we shall have any noteworthy arrivals for at least a fortnight. Exporters are doing practically nothing.

While the receipts of eggs, as compared with a few days previous, have been light they have been sufficient, with stock already here, to meet requirements. Western fresh gathered are quotable at 16½¢ and holders are very firm in their views, making no concession from this, although some stock that will grade fair to good will go for a fraction less, and the quality be about the same.

### Better Than a Watch.

"I've heard of many strange time-pieces," said a buyer for a New York ice company, "but I ran across something entirely new in that line last week."

"I went to a lake back of Newburg to estimate the ice crop. Among the men working there was a heavy-set fellow who was dressed in blanket clothes. He kept his trousers in place with a leather belt, and several times in the course of the morning I noticed him tighten it a hole at a time."

"What time is it?" I asked him, for my watch was not running.

"He glanced at his belt and answered promptly, '11:30.'"

"Seeing that he had no watch, I asked him how he knew, and he explained his system of telling time by his belt."

"After breakfast, which was eaten at 6 o'clock the belt was set at the last hole. Every hour during the morning he was forced to take it in a hole. He knew it was 5 minutes after 11 because he had taken it in five holes and the belt was just beginning to slacken."

"After dinner he would let it out again to the last hole and it would mark off the hours during the afternoon. He said it was as trustworthy as the best watch he had ever owned, and several tests proved that he was right."—New York Tribune.

### New Use For Duck Eggs.

Near Chingkiang, China, is a great albumen factory for the utilization of the duck eggs which are produced in that region in enormous quantities, flocks of 4,000 and 5,000 ducks being by no means uncommon. Eggs are broken at the rate of from 40,000 to 60,000 per day by women, who separate the whites from the yolks, the former being cleaned and dried until they resemble fish glue, when they are packed in 400-pound cases lined with zinc. The yolks are passed through sieves into twenty-five gallon receptacles, mixed with a salt and borax solution, packed in 500-pound barrels and used in Europe for preparing and dressing articles of superior quality. The albumen finds a ready market in England, France and Germany for dyes for the best cotton goods.

### Contraction and Expansion.

Snaggs—That spendthrift son of yours contract any new debts lately?

Snaggley—No but he's been expanding a lot of the old ones.

## 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.

## 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.

## 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.

JACOB HOEHN, JR.

Established 1864

MAX MAYER

**HOEHN & MAYER**

**Produce Commission Merchants**

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

SPECIALTIES:

**DRESSED POULTRY, GAME AND EGGS**

Stencils Furnished Upon Application

Correspondence Solicited

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

**FRED UNGER**

**COMMISSION MERCHANT**

175-177 Perry Street,

BUFFALO, N. Y.

Butter, Eggs and Poultry.

All kinds of Country Produce.

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

Consignments solicited.

**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.

**JOHN H. HOLSTEN,**

**Commission Merchant**

75 Warren Street,

New York City

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, Irrving National Bank, N. Y., N. Y. Produce Review and American Creamery.



## The Meat Market

### Identifying Horse Flesh When Mixed With Other Meats.

The United States Department of Agriculture has devoted considerable time to the examination of canned meats of various kinds. In order to have a solid scientific basis for these investigations, fresh meats were obtained, their composition was determined and then the meats were canned in the ordinary way. After a time the cans were opened and the meats they contained were subjected to chemical examination. By this method a direct comparison was secured between the great number of meat products examined and the original fresh products from which they were made. The amount of chemical work involved in this examination was of great magnitude.

An elaborate investigation was also made of the character of horse meat, with the object of determining whether or not it is sold surreptitiously in this country for beef and also to determine whether or not when mixed with other meats, as in the instance of making sausage, the parts derived from the horse could in any way be identified. The two obvious methods of procedure which would be naturally suggested in this case were followed. That is (1), the microscopic examination of the meat fibers and (2) the determination of the chemical composition of the mixtures. To this end mixtures of horse meat with other meats in known proportions were made, converted into sausage, and afterwards given to the analysts without their knowledge of its contents for the purpose of determining whether or not horse meat was contained

therein. The microscopic effort in this line were futile, since it was not possible to discover with certainty the fibers due to horse meat in a mixture of that meat with certain other forms previously subjected to the vigorous action of the sausage grinder.

In the study of the chemical composition as a means of discrimination between horse meat and other kinds of flesh, more favorable results were obtained. The meat of the horse contains quite a large quantity of a sugar-producing substance known as glycogen. Other common edible meats, with the exception of the meat of the lobster, crab and crayfish, contain only small quantities of this substance. It is evident, therefore, that a determination of glycogen in a mixture would be a valuable indication in regard to the origin of the meat therein in so far as the horse is concerned. When the elucidation of this problem was begun, however, it was discovered that none of the accepted standards of examination were satisfactory. It was, therefore, first of all necessary to develop, by modification and otherwise, a method of determining glycogen in horse meat which was reasonably accurate. This, happily, was accomplished and we were then able to detect the presence of horse meat in a mixture, provided the amount thereof was not reduced to too low a percentage. Working with the greatest care, it is believed that as little as 10 per cent. of horse flesh with beef can be detected with certainty by the methods used in this laboratory.

W. H. Wiley.

It is a wise woman who knows half she would like to know about her neighbors.

### How to Push the Sale of Flour.

I have had a number of enquiries recently in regard to the best method for a grocer or feed store to place a new brand of flour on the market. It is an exceedingly hard proposition to cover such a question in a general way, as different localities in different states require a different presentation of the case. In some states, a Minneapolis patent is demanded. In other states, a winter wheat flour is preferred. Hence I can only treat the matter abstractly on the broad basis of pushing whatever flour the dealer has in hand to the attention of the consumer, just the same as any energetic merchant would handle his goods.

In the first place I consider it a great mistake for a local merchant to attempt to present his own brand of flour to the public. A brand of flour, as it is now understood, means the brand of the mill and when a local merchant assumes to put a brand on the flour, some name of his own, he assumes every quality of that flour and guarantees every bag and, after all, he really does not have any right to use the brand as his own, because he is not a manufacturer.

A responsible mill concern putting up flour under its own brand is compelled to maintain the grade of its flour, even at a temporary loss or else go out of business. I recommend the grocer or dealer to tie to some well-known mill whose flour is unquestioned in purity, and advertise the flour locally.

I consider the local demonstration of a brand of flour as a joke which no self respecting mill will try more than once, because it is very easy to make up a carlot of extra fancy flour in the form of samples and induce the public to

buy on the basis of your samples, but when the public has once bought and found that the goods are not equal to the samples, the trade of the mill is ruined in that locality.

As a general proposition I would advise the dealer to beware of the local demonstrator and sample munger, as a man who will injure in the end. Legitimate local advertising, push and the use of a pair of hustling legs with a clean, honest and well-established brand of flour to work for, will bring success to any dealer in any state in the Union.

A. K. Stearns.

### Business Changes at Crystal.

Crystal, March 25—L. E. Hamilton and E. E. Steffey, who have been associated under the style of Hamilton & Steffey for the past year, will dissolve partnership April 1, Mr. Steffey taking the dry goods, shoes and furnishings and Mr. Hamilton the groceries, crockery and tinware. Mr. Hamilton will continue business at the old location, Mr. Steffey going back to his own store.

C. L. Kimball & Son have purchased the E. Y. Hogle store building and will take possession of the same as soon as J. F. Freed vacates same with his dry goods, clothing and shoe stock.

L. E. Hamilton has purchased the L. J. Ricker store building, which will be occupied by D. P. O'Connell with his furniture and undertaking stock.

L. E. Hamilton has purchased the residence of Samuel Groom, formerly occupied by Fred Kimball, and will take possession April 10.

### Sufficient Reason.

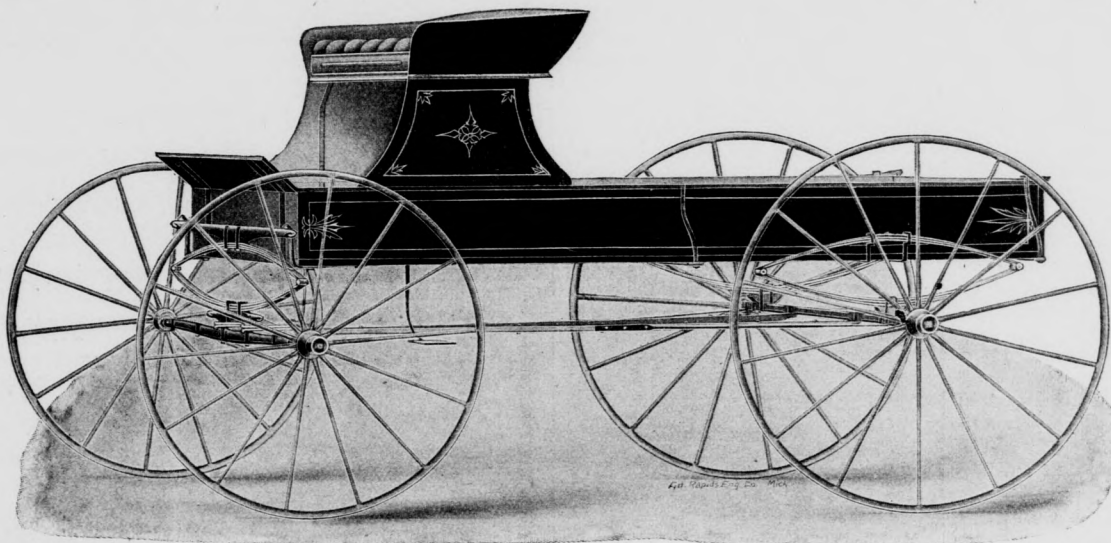
He—So Miss Willing has gone to Europe, has she? I thought she was going to marry young Smitherston.

She—She would have married him but for one thing.

He—And that was—?

She—He didn't ask her.

# 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.**



## Clerks' Corner.

A Recommendation Which Proved to Be Unsatisfactory.  
Written for the Tradesman.

The Woodville store was a good place enough, but Tine Harris didn't like it. He'd been in there a year and had come to the conclusion that he'd had about enough. Old Bostwick didn't do anything but find fault from morning 'til night and, do his level best, that man would follow him up and pester him. If it wasn't one thing it was another. One day the sweeping wouldn't suit, another the window wasn't clean enough and when there wasn't anything else to find fault with he was sure to go out into the back store and growl because it wasn't as shipshape out there as it was in Ma Bostwick's kitchen. He'd come into the store to learn business, and the only time that he had touched the books the old Betty came and pushed him away and told him to go and wash his hands. One would think to hear he old man talk that a country store was a sort of bandbox where everything that was put into it had to be dusted and wiped with a damp cloth. Next he'd want the firewood whitewashed and the potatoes dusted; and the other day after some bigbugs from Old Orchard stopped in to get a couple spools of thread, he hinted that a young man at the dry goods counter would be a little more up to date if he had on a pair of cuffs in the afternoon. He had got enough. It wasn't more than a thousand miles to Grand Rapids or some other big town and he'd see if he'd got to be put upon in that way any longer.

When Bostwick heard of his clerk's decision he seemed resigned. He didn't ask the fellow to wait until somebody could take his place; but went straight to the money drawer, counted out the money and with a satisfied, "There you are," pushed it towards him and took out his books. He copied a few entries and then looking up and seeing Harris by the stove asked him his plans.

"I'm going to Grand Rapids. Been thinking of it for some time. In a place like that all a feller wants is a start. Know anybody there?"

"Yes."

"Wouldn't be willing to give me a recommendation to any of 'em, would you?"

"Wh-y-er that depends on what you want to me say. I can say I know you, if that'll do you any good."

"That won't amount to much. You know I'm honest, don't you; and you know that I'm here the first thing in the morning and the last one to leave at night? I earn my money, don't I? Then why can't you say so?"

"I can and will. How'll this do?—This is to certify that Valentine Harris has been with me in my store for something like a year. He is honest and always on time and does not watch the clock. I believe he has earned every cent I have paid him, and I believe him to be truthful."

"Somehow that don't sound right. It reads as if you were giving just what the law allows and doing it under protest. As you've got it there, it would do me more harm than good. It looks as if you were afraid of saying too much."

"That's just it. I am. I've sent more than one clerk to my city friends and they've taken them and thanked me afterwards for the good men I sent. You are not that sort of man. To begin with, you've got it into your head somehow

that I'm keeping store to give you something to do. You're here on time and you do your work and so earn your money, but not once have you ever done anything on your own account. I'm keeping the store and you are here to go through a certain number of motions every day at a certain time exactly as I tell you to. If anything is done out of the usual order I have to do it or tell you to and see you go at it as if I was imposing on you. You sweep out the first thing in the morning; you take care of the stove; you put out the vegetables at the door in the same place the year around paying no attention to the heat of summer or the cold of winter as if heat and cold don't spoil them. You are not interested in anything about the store and so far as enthusiasm is concerned you don't know what it means.

"Now when I write a recommendation it means something. The man I write it to knows it does and the man who gets it knows he is expected to live up to it. They all have so far and they always will, for I write facts. You want me to add what I know to be facts to what I've already written for you?"

"You might state what you said first in a different way and let them draw their own conclusion. It would give me a chance to start in new and square and that's all I want of anybody."

"That's the way you started in with me. I gave you your chance and you see what you've done with it. After the first fortnight you settled down to the regular thing and you know what that has been. I took you as I found you and have only myself to blame. These city men will hold me responsible if I recommend you and I'm not equal to that. They'll see in you what I saw and on that account, if I should write you the strongest paper, they wouldn't take you. I thought I could overcome the objection. They haven't time to if they were willing to; and on that one count, I couldn't give you the recommendation you want."

"What's that one count?"

Abner Bostwick looked at the fellow in amazement. Was it possible that a fellow at that age after the numberless rubs he had given him didn't know that the trouble was dirt? He had got through trying to train him and hereafter it would make no difference whether the fellow washed his hands or not. He had said all the severe things he was ever going to say. He would try something else.

"I guess I'll read you this little squib that happens to be in the paper and let that end it:

"A shabbily dressed young man recently applied to the manager of a large department store for employment.

"What can you do?" asked the manager.

"Most anything."

"Can you dust?"

"Yes, indeed."

"Then why don't you begin on your hat?"

"I never thought of it."

"Can you clean leather goods?"

"Yes!"

"Then it's carelessness on your part that your shoes are not clean."

That too had escaped his attention.

"Well, can you scrub?"

"Yes, sir."

"Then I can give you something to do. Go out and try your strength on that collar you have on; but don't come back."

Valentine Harris drew himself up to

his full height, glared at his former employer for a moment and then in a towering passion he exclaimed: "My clothes are as good as yours are and they cost more; and if you and your city friends think that a clerk ought to spend all he can earn upon his back you may go to the devil with your recommendation. I don't want it!"

He slammed the door after him as he went out and Bostwick muttered as he watched him through the window: "Well, I'll be everlastingly kicked!"

Richard Malcolm Strong.

### How to Be Happy.

"They say Mamie's twice as happy since her divorce."

"She ought to be. Her husband used to allow her \$10 a month for spending money; now he has to give her \$60 in alimony."

## Tired of Working for Someone Else?

If so, write me. I can help you open a new store with a fraction of the money you probably think necessary. Best business on earth for moderate investment. Full information concerning goods and methods. If you like, I will find you a location. NO EXPENSE to you in any event.

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



### The Imperial Gas Lamp

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

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

## The Michigan Gasolene Gas Machine

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

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

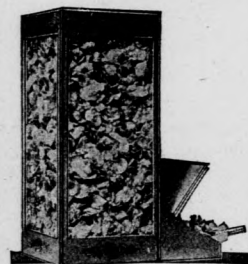
The Air Blower is operated by a weight and forces air under steady pressure through piping to and through the Carburetter. This air in passing through the Carburetter becomes impregnated with the Gasolene vapor, and is then Gasolene Gas. This Gas is carried under the same pressure through piping from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

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

Manufactured by

Michigan Brick and Tile Machine Co.

Morenci, Michigan



Send in your orders. Largest factory of its kind in America.

Meyer's  
Red Seal Brand

## Saratoga Chips

Have No Equal.

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

**\$3.00**

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.

J. W. MEYER, 127 East Indiana St., Chicago, Ill.



# Commercial Travelers

## Michigan Knights of the Grip

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

## United Commercial Travelers of Michigan

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

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

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

## Gripsack Brigade.

Try to be good natured, but if you can not be good natured, be as good natured as you can.

C. A. Gilmore, Michigan representative for the Quincy Knitting Co., has returned from an extended trip through Northern Michigan and leaves this week for a tour of Southern Michigan.

Lansing Republican: W. F. Ash, formerly traveling salesman for A. M. Donseraux, has taken a traveling position with William H. Allen & Co., of Detroit, manufacturers of skirts, etc. He is moving to Detroit with his family and will reside at 482 Cass ave.

Owosso Press: H. P. Wolaver returned home last evening from a ten weeks' trip through Northwestern Missouri for the Mishawaka Woolen Goods Co. The company sent out men Dec. 31 with the assurance that the sixty who did the best work would be given permanent positions. Mr. Wolaver was not only one of the sixty who did good work, but was the leader of the 100 men, having sold the largest amount of goods.

Ft. Wayne Sentinel: Fred L. Reynolds, who has been connected with the catalogue department of the Fort Wayne Electric Works for the past three years has received a well-earned promotion. He will take the road in the interest of the firm succeeding Cornell Morgenthaler, whose resignation as traveling salesman occurred three weeks ago. Mr. Reynolds' territory will include Indiana and a portion of the northern part of Kentucky, and it will take about sixty days to cover it. Mr. Reynolds hails from Muskegon.

The writers of verse seem inclined to imagine their poetic productions a sad failure, when the traveling man, commercial salesman or drummer is their subject, unless they mention his inclination to flirtation. The average commercial salesman of the present day is a man of intelligence, a man of honor, a man high above the giddy element. He has neither time nor inclination to flirt with the foolish females who engage in such dangerous pastime. He has more important business to think of and finds recreation in a different way. When his day's work is done, he finds a few moments to write a line or two to his loving wife or sweetheart. The salesman given to flirtation makes very few trips, and it is unjust to accuse all of the crimes he commits. Now and then a prudish lady imagines a little courtesy or kind attention, prompted by the purest motives, is flirtation. Once upon a time we sat in the next seat to a lady, on a railway train and she tried in vain to raise the car window. Prompted by the purest motives and aiming to be courteous we kindly enquired if we could assist her. She rudely answered, "Naw, I need no assistance." She had read some poem about the traveling man's inclination to flirtation, perhaps. Now, it would be unjust to condemn all ladies and class them as rude simply because this one proved so. The same rule

should be observed in speaking of traveling men. The day when they were looked upon as outcasts is numbered with the past, and intelligent, fair-minded people no longer accuse all for the waywardness of the few. A new and brighter day has dawned and poetic fancy can no longer stain the name of the traveling man.

Perhaps the meanest man, in the estimation of a commercial traveler, is the merchant who makes a habit of cancelling orders. We are pleased to note that their number is becoming appreciably less, although we could still name a few who have not much improved in that respect as the years roll on. There are times when a merchant may feel, on mature consideration, that he would be doing justice to himself to reduce the amount of the order given, because of some unforeseen development which would materially reduce the demand for certain lines during the prospective period of their being in stock. When such is the case, and an explanation is given as to his action, we commend his good judgment, but the man who buys from A, B, and C promiscuously, and afterward compares the copies of their orders, accepting the lower priced articles and cancelling the higher, does not deserve to be treated decently by any salesman or the salesman's employers. Merchants who persist in this habit soon come to be spoken of in terms of reproach and instead of profiting by what they think is cleverness become victims of the retaliatory shrewdness of salesmen, who think it only fair to take advantage of them by way of getting square. Our idea of a satisfactory business between buyer and seller is "mutual confidence," and unless that exists sooner or later there will be a breach somewhere. A merchant who has the confidence of his wholesale house is the man who can feel satisfied that if ever there should come a "rainy day" he will be sure of all the assistance he may require; and it is only natural to argue that the buyer who tries by every little hitch in trade to make what he can, and sometimes not even fairly, is more than likely, if ever fortune deserts him, to be left on the shoals of "his own resources." After all this we say, treat the "traveler" fairly. Men do not like playing humbug to the tune of every capricious merchant. If an order is placed for a line of goods, have confidence enough in the seller to abide by it. What a deal of trouble he saves when he drops in to shake hands and say, "Will see you during the day." Think of and appreciate the information he imparts, which has been gleaned by years of contact with different business people, and recollecting all these remember that, although generous to a fault, the traveling man has no consideration for anyone who monkeys with his order book, and will bide his time to get square with the merchant by whom he has been fooled.

Seventy-five years ago the excess of births over deaths in France was sixty-one in every 10,000 of population. Fifty years ago it had fallen to forty-one; twenty years ago to seventeen; ten years ago to six, and it has now fallen to three. It seems almost certain that within a few years the population will be absolutely stationary and soon after that decline will begin. France has the reputation of being the "gayest" of the nations, but with people as with individuals the "pace that kills" weakens in the end.

## Traveling Men to Combine in the West.

Sioux City, March 21—April 4 and 5 have been selected as the dates for the big convention to be held in Sioux Falls by the traveling salesmen of South Dakota, Minnesota, Iowa, Nebraska and other states for the purpose of organizing a consolidated association, to be composed of all commercial travelers' associations in the various Northwestern States, for business purposes only.

The organization will in no way conflict with the present traveling men's associations in the States to be included in the new organization, but will be a separate and distinct association, the idea underlying the movement being that what can not at present be secured by any one of the present associations, acting independently, can and will be secured by a strong organization composed of members of all the associations now in existence in this part of the country.

E. J. Mannix, of Sioux Falls, editor of the Commercial News, who is taking an active interest in the movement for the enrolling of all traveling salesmen in one powerful organization reports that the idea is being received with great favor among the traveling men of the Northwest. From letters received by him there seems little doubt that the approaching convention will be one of the most largely attended ever held in South Dakota.

The principal objects to be attained by the organization are the following:

1. A more satisfactory transportation system, such as an interchangeable 3,000 or 4,000 mile book at two cents per mile flat.

2. Where needed, better railway service.

3. The abolishment of the present system which renders it necessary for traveling men to secure a permit before they are permitted to ride on freight trains.

4. Better hotel service, and the appointment of a hotel inspector in each State.

Only members in good standing in some one of the traveling men's associations will be eligible to membership in the new organization. There are to be no insurance features, and the membership fee will be merely nominal, probably \$1.

## Advertising as an Adjunct to the Traveling Salesman.

Is the drummer "a host" in himself? Is he so invincible that he can sell goods—as many as the next man—without the aid of printers' ink?

Here is a field for investigation and thought by this important factor in the commercial world—the man who comes face to face with the customers of the house.

My experience has taught me that the traveling salesman can use advertising to good advantage to himself and to his house.

Some men are afraid that the advertising of the house will take their place. This is not true. It will never supplant the drummer to any great extent, but, like electricity, it can be harnessed and made a powerful assistant to him, blazing the way into new territory and populating the fertile fields left behind him.

Any man with a pleasing personality and a good idea of business can sell goods; but too many drummers are satisfied to sell all they can unaided, during the selling season, then warm a chair the rest of the time, ruminating on the profits they have made, or hope to make. But there is another class of wide-awake drummers who are just realizing the great possibilities of advertising as an aid to individual work.

It used to be the custom of traveling representatives to come in off the road, open up their desks, and then go to sleep until it was time to start again. It is still true of the majority.

While they are hibernating other houses are driving an entering wedge into firms which the sleepy drummer considers his individual property. This wedge is advertising, first assistant to the drummer.

General trade paper advertising by the house helps the drummer more than any other factor. Direct advertising, reaching individuals, also helps. The goods are known before the drummer gets there. If it is an old house it serves to keep in mind the name and goods of the firm which advertises. If it reaches a new house the way is paved for a sale, even if a demand for the goods is not already created by such advertising. There is another way which is necessary to the success of the ambitious drummer. That is to advertise himself direct to the customer.

Personally, I have found that the best supplementary work added to the general advertising of the house is to use the time spent off the road in sending out to my regular and prospective customers a series of personal letters. Such letters enable a salesman to keep in touch with his customers, and inevitably bring results. Of course, there must be some inducement of some kind to save this matter from the waste basket. This is an individual study, but the principle is there.

It does no harm, and very likely does much good, to let your customers know you have them in mind constantly; if you remember them this way be sure they are not going to forget you—you don't give them a chance.

A great many traveling men need a little more ginger. Some of them need more business. They are in a rut, and the rut is so deep, and they are so satisfied with their own way of doing things, that they can not see over the edge of the rut to find out what their rivals are doing. Let them look into the advertising question a bit.—Don. M. Morris in Apparel Gazette.

## Ruinous Economy.

Jaggles—His wife saved up over five hundred pennies? Didn't he praise her for her economy?

Waggles—He did at first, but not after she confessed that each penny represented the change out of a dollar she got at the bargain counters.

## The Warwick

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

A. B. GARDNER, Manager.

## 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.



## Drugs--Chemicals

**Michigan State Board of Pharmacy**  
**HENRY HEIM, Saginaw** - Term expires Dec. 31, 1902  
**WINT P. DOTY, Detroit** - Dec. 31, 1903  
**JOHN D. MUIR, Grand Rapids** - Dec. 31, 1905  
**ARTHUR H. WEBBER, Cadillac** - Dec. 31, 1906

**President,**  
**Secretary, HENRY HEIM, Saginaw.**  
**Treasurer, W. P. DOTY, Detroit.**

**Examination Sessions.**  
 Star Island, June 16 and 17.  
 Sault Ste. Marie, August 27 and 28.  
 Lansing, November 5 and 6.

**Mich. State Pharmaceutical Association.**  
**President—JOHN D. MUIR, Grand Rapids.**  
**Secretary—J. W. SEELEY, Detroit.**  
**Treasurer—D. A. HAGENS, Monroe.**

### How One Drug Clerk Makes Himself Useful.

In my experience with clerks in general, and as a clerk myself, I have discovered that the big majority of them could stand the pressure of having a little more ambition instilled into them. Not that they do not mean well enough, and wish to do all that is right and honorable toward their employers, but for some reason or other they fall into a certain rut, and, despite themselves, they remain there, until, finally they begin to lose their ambition and actually become lazy. Why not "about face," be up and doing? Is there not some little thing to be done that will please our employers and lighten our own consciences as to duty well done? Can't we make some little change in the store (always with the proprietor's consent) that will prove more convenient in the general arrangement of things? How about the figuring out of something new in a window trim for next week?

How many of the more salable drugs might be made up into neat little packages for ready dispensing? Sulphur, borax, alum, chamomile, licorice powder, salts, and a score of others might be mentioned, all depending, of course, on the demand for certain drugs in your vicinity. Then there are bottles, cans, drawers, and many odds and ends to be kept neatly labeled, depending upon the condition of the store in which you are employed.

I remember going into one store that needed renovating to the Queen's taste. My predecessor, an old chap was not at all particular about the condition or location of the drugs carried in stock. Everything as it came from the wholesale house was left in its original container, regardless of what that container might be, and thrown into this, that, and the other corner, cupboard, or shelf. In skirmishing around the place I found in the cellar a lot of one-ounce, wide-mouthed quinine bottles, just enough, when placed side by side, to fill nicely a good-sized glass cupboard in the rear of the store back of the prescription case. With hot water and soapsuds I scoured them out. Next I foraged out all the drugs that were bought in small quantities, such as would be bought in quarter and half-pound lots by a small store. These I transferred to the bottles and fitted them all with nice, smooth corks. I then secured some old labels, of about the proper size, trimmed off the corners, and used the blank side for printing purposes. With the dip of a fine bristle brush in the ink bottle, and a little practice, I could print a very neat label, greatly preferable to a machine-printed one. Then I sized the labels up with a little glue to hold the lettering fast, placed them on the bottles in a perfectly straight line with each other by means of a plumbline stretched across the prescription desk, spread a thin coat of

white varnish over the finished labels on the bottles to prevent their being soaked off when washed, arranged them alphabetically in the glass cupboard, and I had a very presentable display, which was an improvement over the condition which I had found. I likewise labeled the drawers with a long strip label, arranging everything alphabetically and cleaning each drawer thoroughly as I went along. With practice I soon found that I could print a much neater and showier label by first tracing out with my pencil nice, broad letters after the style of type, afterwards filling in with pen and ink, and topping off with a neat black line as a border around the edge of the label.

In making labels I always cut the corners off, getting a much better result than an ordinary oblong strip could give me. In one store in which I was employed I labeled, in this way, 160 cans, 190 drawers, and 35 shelf bottles (from which I removed the broken labels that had been on for years), besides a great many odds and ends about the store. If you wish to brighten up an old gloomy store try my scheme and note the change. But I only mention this as one of a hundred little ways in which clerks can utilize a little spare time. Do not allow your stock bottles to run too low, so much so in fact that when you come to need a certain preparation badly you find to your sorrow that your stock bottle is empty. When you find a container getting low bring it up out of the cellar, or in from the back room, and place it on your work table as a reminder. I find it a good plan to make a note of everything coming up during the day that I intend doing something about in the near future.—Pharmaceutical Era.

### Possible Cause of Catarrh.

From the Medical Record.

It is a well-known fact that marked changes of temperature induce catarrhal affections, and it is also evident that the best prevention of a "cold" is a ready adaptation to the varying conditions of an uncertain climate. The latter implies a certain resisting quality of the respiratory mucous membranes which must be necessarily developed along rational lines. The hardening processes thus become questions of vitality, habit and environment.

The old Indian explained his immunity against low temperature by explaining that he was "all face." It was with him the habit of exposure to inclemencies and its reactive protecting tendency. The other extreme is seen in the coddling process which our modern methods of civilization encourage. "When houses were made of willow the men were made of oak." Our superheated houses reverse these old time conditions.

The dry hot air of the modern dwelling is undoubtedly the most prolific of all the predisposing causes of catarrhal troubles. The mucous membranes are thus placed in the worst possible condition for resisting the impression of the outside atmosphere. Their natural protective secretions are not only decreased, but the blood supply of the air passages becomes relatively superabundant, congested and sluggish, and the beginning of the end is evident enough.

Persons who are luckily unaccustomed to these high temperatures often experience a sense of oppression from the same cause. It is the protest of healthy resistance against artificial enfeeblement. Foreigners say with truth that Americans literally bake themselves in their houses, and there is in this connection also much reason for their opinion as to the cause of the American catarrh.

Some people have a good time wherever they go because they take it along with them.

### The Drug Market.

Opium—Continues dull and demand is slow. Prices seem to be tending lower.

Morphine—Is unchanged.

Quinine—Has been advanced by the German manufacturers as well as the American 1c per ounce. A further advance would not be a surprise.

Cocaine—Is firmer on account of advance in crude abroad.

Cocoa Butter—Is very low but an advance is looked for.

Cod Liver Oil—Continues firm under reports of poor catch.

Formaldehyde—Is in good demand and market is firm on account of reduced stocks.

Glycerine—Some manufacturers have advanced their price and it is very firm.

Menthol—Is in better demand and firm at reduced price.

Juniper Berries—Are very firm on account of scarcity in the primary markets.

Oil Anise—Is firm and advancing.

Oil Lemon Grass—Has declined on account of better supply.

Oil Sassafras—Is scarce and the market is firm.

Oil Wintergreen—Is very firm on account of scarcity.

Oil Spearmint—Has advanced for the same reason.

Short Buchu Leaves—Have declined on account of better stocks.

Canary Seed—Is in small supply, and is very firm and advancing.

Linseed Oil—Is unchanged, but as seed is very high, higher prices are looked for.

### Hints For the Clerk.

Open the door for all ladies when you can reach it first. This applies to the old lady who buys sarsaparilla and boneset as well as the pretty girl who invests her money in face powder and perfume. Quite likely the former is not used to it, and will appreciate it the more.

Do not encourage loafing among your friends. Be busy, and they won't stay long. They will think no less of you, and your chances for "that raise" will surely be better, because of your attention to business.

Keep on good terms with your employer. Let him have his way and give in gracefully. One man can manage a store better than two, and as he owns the store it is his gain or his loss. Be free to offer suggestions about arranging the store and other matters, but do not be offended if they are not always acted upon. Other people sometimes have ideas somewhat different from yours.

If you have a grievance, frankly tell your employer about it. But whether you do this or not, do not grumble to your fellow clerks about it. They may have "troubles of their own," and it never helps a business to promote ill-feeling between the employer and the employees.  
 P. J. De Pree.

### Solubility of Oil of Wintergreen.

"Cutting" oil of wintergreen or any other oil with alcohol may possibly increase its solubility in an aqueous liquid by finely dividing its particles, but one can not expect to gain much in this way. The amount of oil that will remain in solution will inevitably be increased or decreased by the proportion of alcohol present. After you have determined the alcoholic strength of your liquid, apportion the oil of wintergreen accordingly, keeping well within the limit of solubility to allow for exposure to low temperatures, as the separation of any of the oil would be undesirable and

possibly dangerous. It would be undesirable to have the bottom of the mixture more strongly flavored than the top; and it must be borne in mind that oil of wintergreen is quite an active drug, capable even of destroying life.

### Selling Moth Killers.

An attractive way of displaying articles needed about house-cleaning time, and incidentally a way that causes the goods to sell rapidly is shown by a Brooklyn druggist. He has reserved one window for the show. In little groups he has arranged moth balls, camphor, sulphur candles, bug poison, roach powder, and the implements to apply each. A neat card is placed over each display telling its use and its price. For example, above moth balls this sign is displayed: "Will keep the moths away. Fifteen cents' worth enough for all your winter clothes." The display is inexpensive and is a moneymaker.

### Prescriptions By Telephone.

An enterprising drug concern in New York is making a bid for business in the following letter:

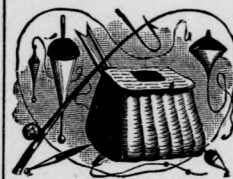
We want to fill your prescriptions; so much so that we will send and get them if you will call us up by 'phone. We will send a competent man who will make you a price before the prescription leaves you. Our name is a guarantee for accurate work.

They also make a bid for ordering goods by mail, and offer to pay express charges on preparations of their own make amounting to over two dollars.

### A Humorous Display.

A New York druggist had a window display of brushes the other week that made many people stop and laugh, if not buy. It was two dolls, made to represent mother and son, the boy stretched in approved fashion across the old lady's lap, and in her hand, held high, a hairbrush. Over it was the legend, "I find your hair-brush to be good for raising the hair." Not at all bad!

A woman knows how children should be brought up until she becomes a mother.



## Fishing Tackle

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

### Famous \$5 Assortment

In nice display cabinet with prices plainly marked

### Retails for \$12.86

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

### FRED BRUNDAGE

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

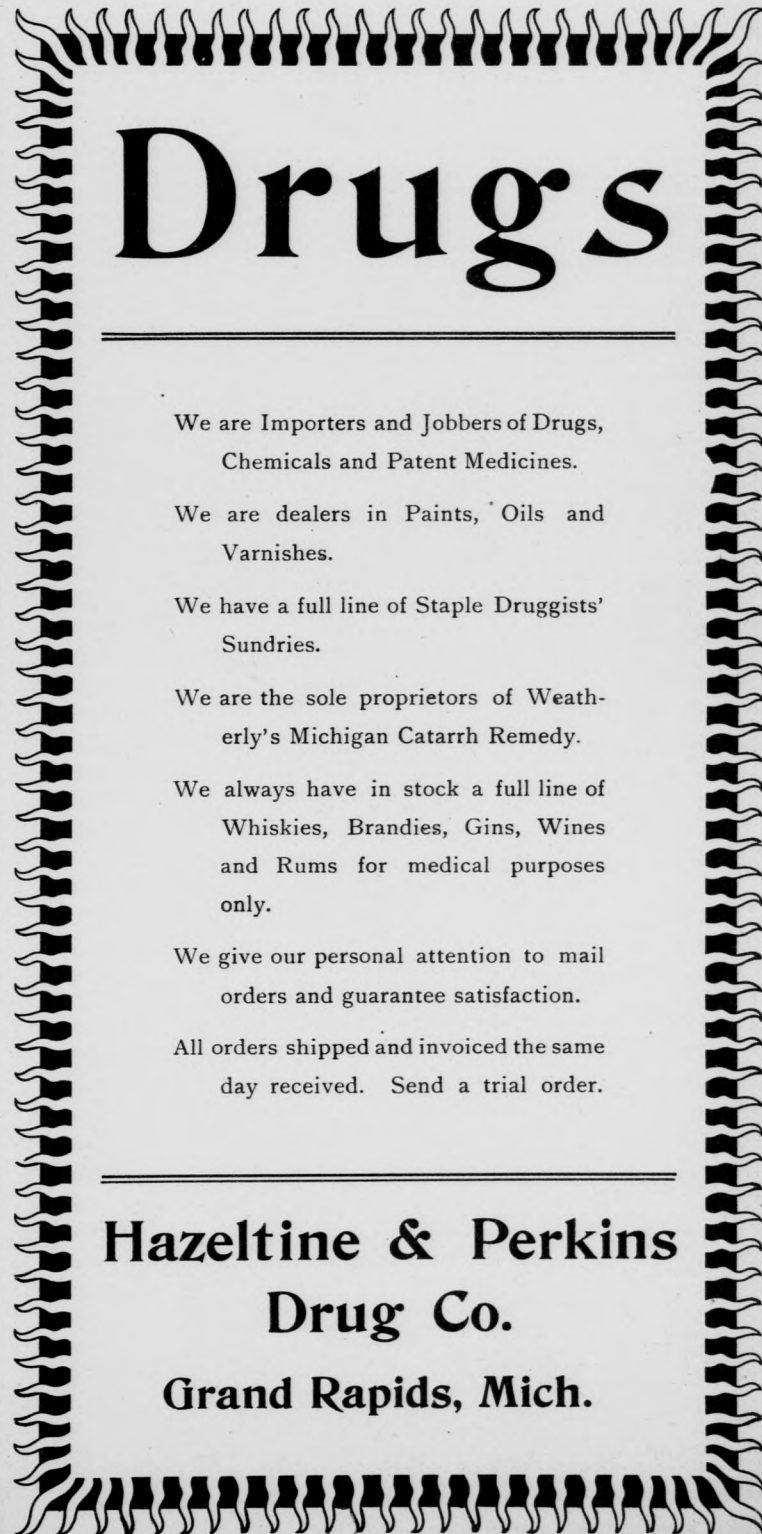
## SEE OUR WALL PAPERS

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

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



**Advanced**—Quinine.  
**Declined**—Buchu Leaves.



# Drugs

---

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

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

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

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

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

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

---

## 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  
Sugars

DECLINED  
Handpicked Beans.  
Corn Syrup

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1

AXLE GREASE

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

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

BAKING POWDER

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

JAXON

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

Royal

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

BATH BRICK

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

BLUING

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

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

BROOMS

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

BRUSHES

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

Scrub

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

Shoe

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

Stove

No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75

BUTTER COLOR

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

CANDLES

Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wickling.....	29

2

CANNED GOODS

Apples	
3 lb. Standards.....	1 10
Gallons, standards..	3 25
Blackberries	
Standards.....	80
Beans	
Baked.....	1 00
Red Kidney.....	75
String.....	85
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, 1/4 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20
Cherries	
Red Standards.....	
White.....	
Corn	
Fair.....	80
Good.....	85
Fancy.....	1 00
French Peas	
Sur Extra Fine.....	23
Extra Fine.....	15
Fine.....	15
Moyen.....	11
Gooseberries	
Standard.....	90
Hominy	
Standard.....	85
Lobster	
Star, 1/2 lb.....	2 15
Star, 1 lb.....	3 60
Picnic Tails.....	2 40
Mackerel	
Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80
Mushrooms	
Hotels.....	18 25
Buttons.....	22 25
Oysters	
Cove, 1 lb.....	85
Cove, 2 lb.....	1 50
Cove, 1 lb Oval.....	90
Peaches	
Pie.....	
Yellow.....	1 65
Pears	
Standard.....	1 00
Fancy.....	1 25
Peas	
Marrowfat.....	1 00
Early June.....	22 00
Early June Sifted.....	1 60
Plums	
Plums.....	85
Pineapple	
Grated.....	1 25
Sliced.....	1 35
Pumpkin	
Fair.....	90
Good.....	1 00
Fancy.....	1 10
Raspberries	
Standard.....	1 15
Russian Caviar	
1/4 lb. cans.....	3 75
1/2 lb. cans.....	7 00
1 lb. can.....	12 00
Salmon	
Columbia River, talls.....	@ 1 85
Columbia River, flats.....	@ 2 00
Red Alaska.....	1 30
Pink Alaska.....	1 00
Shrimps	
Standard.....	1 50
Sardines	
Domestic, 1/4s.....	3 1/2
Domestic, 1/2s.....	5
Domestic, Mustard.....	6
California, 1/4s.....	11 1/2
California, 1/2s.....	17 1/2
French, 1/4s.....	7 1/2
French, 1/2s.....	18 1/2
Strawberries	
Standard.....	
Fancy.....	1 25
Succotash	
Fair.....	90
Good.....	1 00
Fancy.....	1 20
Tomatoes	
Fair.....	1 25
Good.....	1 30
Fancy.....	1 35
Gallons.....	3 25

3

## CARBON OILS

Barrels	
Eocene..... @41	
Perfection..... @10	
Diamond White..... @ 9	
D. S. Gasoline..... @12 1/2	
Deodorized Naphtha..... @10 1/2	
Cylinder..... @29	
Engine..... @19	
Black, winter..... @ 9	

## CATSUP

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

## CHEESE

Aeolus..... @13	
Amboy..... @12	
Emblem..... @ 2	
Gem..... @ 2	
Gold Medal..... @12 1/2	
Ideal..... @ 2	
Jersey..... @13	
Riverside..... @ 2	
Brick..... 14 @15	
Edam..... @30	
Leiden..... @17	
Limburger..... 13 @14	
Pineapple..... 50 @75	
Sap Sago..... 19 @20	

## CHEWING GUM

American Flag Spruce..... 55	
Beeman's Peppin..... 60	
Black Jack..... 55	
Largest Gum Made..... 65	
Sen Sen Brea..... 1 00	
Sugar Leaf..... 55	
Yucatan..... 55	

## CHICORY

Bulk..... 5	
Red..... 7	
Eagle..... 4	
Frank's..... 6 1/2	
Schener's..... 6	

## CHOCOLATE

Walton Baker & Co.'s..... 23	
German Sweet..... 31	
Premium..... 46	
Breakfast Cocoa..... 21	
Kunkel Bros..... 28	
Vienna Sweet..... 31	
Vanilla..... 28	
Premium..... 31	

## CLOTHES LINES

Sisal	
60 ft. 3 thread, extra..... 1 00	
72 ft. 3 thread, extra..... 1 40	
90 ft. 3 thread, extra..... 1 70	
60 ft. 6 thread, extra..... 1 29	
72 ft. 6 thread, extra..... 1 40	
90 ft. 6 thread, extra..... 1 70	
120 ft. 6 thread, extra..... 2 10	
Cotton Victor..... 1 50	
90 ft. 72..... 75	
72 ft. 90..... 90	
120 ft. 90..... 1 05	
90 ft. 120..... 1 50	
Cotton Windsor..... 1 20	
50 ft. 72..... 1 40	
60 ft. 72..... 1 65	
70 ft. 72..... 1 85	
80 ft. 72..... 2 10	

## COCOA

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

## COCOANUT

Dunham's 1/2s..... 26	
Dunham's 1/4s and 1/8s..... 26 1/2	
Dunham's 1/8s..... 27	
Dunham's 1/16s..... 28	
Bulk..... 13	

## COCA SHELLS

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

## COFFEE

Roasted	
Special Combination..... 15	
French Breakfast..... 17 1/2	
Lenox, Mocha & Java..... 21	
Old Cut Java & Mocha..... 24	
Private Estate Java & Mocha..... 26	
Supreme Java and Mocha..... 27	
F. M. C. brands	
Mandehling..... 30 1/2	
Purity..... 28	
No 1 Hotel..... 28	
Monogram..... 26	
Special Hotel..... 23	
Parkerhouse..... 21	
Honolulu..... 17	
Fancy Maracaibo..... 16	
Maracaibo..... 13	
Porto Rican..... 15	
Marxco..... 11 1/2	
Telfer Coffee Co. brands	
No. 9..... 8 1/2	
No. 10..... 9 1/2	
No. 12..... 12	
No. 14..... 14	
No. 16..... 16	

A-T-C  
HIGH GRADE  
COFFEES

4

No. 18..... 18	
No. 20..... 20	
No. 22..... 22	
No. 24..... 24	
No. 26..... 26	
No. 28..... 28	
Belle Isle..... 20	
Red Cross..... 24	
Colonial..... 26	
Junco..... 28	
Koran..... 14	

## Rio

Common..... 8	
Fair..... 9	
Choice..... 10	
Fancy..... 15	

## Santos

Common..... 8	
Fair..... 9	
Choice..... 10	
Fancy..... 13	
Peaberry..... 11	

## Maracaibo

Fair..... 13	
Choice..... 16	

## Mexican

Choice..... 13	
Fancy..... 17	

## Guatemala

Choice..... 13	
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## Java

African..... 12	
Fancy African..... 17	
O. G..... 25	
P. G..... 31	

## Mocha

Arabian..... 21	
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## Package

New York Basis..... 10 1/2	
Arbuckle..... 10 1/2	
Dillworth..... 10 1/2	
Jersey..... 10 1/2	
Lion..... 10	
McLaughlin's XXXX..... 23	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

## Extract

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## Linen Lines

Small.....	20
Medium.....	26
Large.....	34
<b>Poles</b>	
Bamboo, 14 ft., per doz.....	50
Bamboo, 16 ft., per doz.....	65
Bamboo, 18 ft., per doz.....	80

## FLAVORING EXTRACTS

## FOOTE &amp; JENKS' JAXON Highest Grade Extracts

Vanilla.....	Lemon.....
1 oz full m. 1.20	1 oz full m. 80
2 oz full m. 2.10	2 oz full m. 1.25
No. 3 fan'y. 3.15	No. 3 fan'y. 1.75

## COLEMAN'S HIGH FOOTE &amp; JENKS' CLASS EXTRACTS

Vanilla.....	Lemon.....
2 oz panel. 1.20	2 oz panel. 75
3 oz taper. 2.00	4 oz taper. 1.50

## JENNINGS' FLAVORING EXTRACTS

D. C. Lemon.....	D. C. Vanilla.....
2 oz.....	75
3 oz.....	1.00
6 oz.....	2.00
No. 4 T.....	1.52
No. 3 T.....	2.08
2 oz. Assorted Flavors 75c.	

2 oz. full measure, Lemon.....	75
4 oz. full measure, Lemon.....	1.50
2 oz. full measure, Vanilla.....	90
4 oz. full measure, Vanilla.....	1.80
<b>Standard.</b>	
2 oz. Panel Vanilla Tonka.....	70
2 oz. Panel Lemon.....	60

## FLY PAPER

Tanglefoot, per box.....	35
Tanglefoot, per case.....	3.20

## FRESH MEATS

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

Pork.....	@ 7
Dressed.....	3 1/2 @ 1 1/2
Loins.....	8 1/2 @ 8 1/2
Shoulders.....	@ 8 1/2
Leaf Lard.....	@ 9 1/2

Mutton.....	7 @ 8 1/2
Lambs.....	8 @ 1

Veal.....	6 @ 7 1/2
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## GELATINE

Knox's Sparkling.....	1.20
Knox's Sparkling, pr gross.....	14.00
Knox's Acidulated.....	1.20
Knox's Acidulated, pr gross.....	14.00
Oxford.....	1.20
Plymouth Rock.....	1.20
Nelson's.....	1.50
Cox's, 2 qt size.....	1.61
Cox's, 1 qt size.....	1.10

## GRAIN BAGS

Amoskeag, 100 in bale.....	15 1/2
Amoskeag, less than bale.....	15 1/2

## GRAINS AND FLOUR

## Wheat

Wheat.....	75
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## Winter Wheat Flour

## Local Brands

Patents.....	4.50
Second Patent.....	4.00
Straight.....	3.90
Second Straight.....	3.50
Clear.....	3.20
Graham.....	3.50
Buckwheat.....	4.30
Rye.....	3.20

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

## Ball-Barnhart-Putman's Brand

Diamond 1/2s.....	3.85
Diamond 1/4s.....	3.85
Diamond 1/8s.....	3.85

## Worden Grocer Co.'s Brand

Quaker 1/2s.....	4.00
Quaker 1/4s.....	4.00
Quaker 1/8s.....	4.00

## Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s.....	4.35
Pillsbury's Best 1/4s.....	4.25
Pillsbury's Best 1/8s.....	4.15
Pillsbury's Best 1/4s paper.....	4.15
Pillsbury's Best 1/8s paper.....	4.15

## Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.....	4.30
Duluth Imperial 1/4s.....	4.20
Duluth Imperial 1/8s.....	4.10

## Lemon &amp; Wheeler Co.'s Brand

Wingold 1/2s.....	4.30
Wingold 1/4s.....	4.20
Wingold 1/8s.....	4.10

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## Olney &amp; Judson's Brand

Ceresota 1/2s.....	4.40
Ceresota 1/4s.....	4.30
Ceresota 1/8s.....	4.20
<b>Worden Grocer Co.'s Brand</b>	
Laurel 1/2s.....	4.30
Laurel 1/4s.....	4.20
Laurel 1/8s.....	4.10
Laurel 1/2s and 1/4s paper.....	4.10

## Meal

Bolton.....	2.60
Granulated.....	2.80
<b>Feed and Millstuffs</b>	
St. Car Feed, screened.....	23.50
No. 1 Corn and Oats.....	23.00
Unbolted Corn Meal.....	22.00
Winter Wheat Bran.....	20.00
Winter Wheat Middlings.....	21.00
Screenings.....	19.00

## Oats

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

## Corn

Corn, car lots.....	60
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## Hay

No. 1 Timothy car lots.....	10.00
No. 1 Timothy ton lots.....	1.100

## HERBS

Sage.....	15
Hops.....	15
Laurel Leaves.....	15
Anna 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

## 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
Liebig's, 2 oz.....	2.75

## MOLASSES

## New Orleans

Fancy Open Kettle.....	40
Choice.....	35
Fair.....	26
Good.....	22

## Mustard

Half-barrels 2c extra.....	
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## OLIVES

Horse Radish, 1 doz.....	1.75
Horse Radish, 2 doz.....	3.50
Bayle's Celery, 1 doz.....	1.75

## PIPKLES

Barrels, 1,200 count.....	6.75
Half bbls, 600 count.....	3.88

## Small

Barrels, 2,400 count.....	8.25
Half bbls, 1,200 count.....	4.62

## PIPES

Clay, No. 216.....	1.70
Clay, T. D., full count.....	65
Cob, No. 3.....	85

## PLAYING CARDS

No. 90, Steamboat.....	90
No. 15, Rival, assorted.....	1.20
No. 20, Rover, enameled.....	1.60
No. 572, Special.....	1.75
No. 98, Golf, satin finish.....	2.00
No. 808, Bicycle.....	2.00
No. 632, Tournam't Whist.....	2.25

## POTASH

48 cans in case.....	
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.....	20 00
Bean.....	@ 15 00
Family Mess Loin.....	17 50
Clear.....	@ 17 00

## Dry Salt Meats

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

## Smoked Meats

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

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## Lard

Compound.....	7 1/2
Pure.....	10 1/2 @ 10 1/2
60 lb. Tubs, advance.....	7 1/2
80 lb. Tubs, advance.....	7 1/2
50 lb. Tubs, advance.....	7 1/2
20 lb. Pails, advance.....	7 1/2
10 lb. Pails, advance.....	7 1/2
5 lb. Pails, advance.....	7 1/2
5 lb. Pails, advance.....	7 1/2
Vegetole.....	8 1/2

## Sausages

Bologna.....	6
Liver.....	6
Frankfort.....	7 1/2 @ 8
Pork.....	6
Blood.....	6
Tongue.....	6 1/2
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., 80 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.....	5
Beef middles.....	12
Sheep.....	65

## Butterine

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

## Canned Meats

Corned beef, 2 lb.....	2 50
Corned beef, 14 lb.....	17 50
Roast beef, 2 lb.....	2 50

## Potted ham, 1/2s.....

Potted ham, 1/2s.....	90
Deviled ham, 1/2s.....	50
Deviled ham, 1/4s.....	90
Potted tongue, 1/2s.....	50
Potted tongue, 1/4s.....	90

## RICE

## Domestic

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

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

## Imported.

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

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

## Imported.

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

## SHOE BLACKING

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

## SOAP

B. T. Rabbit brand.....	4 00
Babbitt's Best.....	
Beaver Soap Co. brands.....	

## GRAND PAS WONDER SOAP

50 cakes, large size.....	3 25
100 cakes, large size.....	6 50
50 cakes, small size.....	1 95
100 cakes, small size.....	3 85

## Bell &amp; Bogart brands—

Coal Oil Johnny.....	4 00
King Cole.....	4 00

## Detroit Soap Co. brands—

Queen Anne.....	3 50
Big Bargain.....	1 90
Umpire.....	2 35
German Family.....	2 65
Dingman Soap Co. brand.....	3 85
Dingman.....	
Fels brand.....	4 00

## Naptha.....

Gowans & Sons brands.....	3 50
Oak Leaf.....	3 50
Oak Leaf, big 5.....	4 15

## SAL SODA

Granulated, bbls.....	95
Granulated, 100 lb. cases.....	1 00
Lump, bbls.....	80
Lump, 145 lb. kegs.....	85

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## SALT

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

## Diamond Crystal

Table cases, 24 3 lb. boxes.....	1 40
Table, barrels, 100 3 lb. bags.....	3 00


Table, barrels, 40 7 lb. bags.....	2 75
Butter, barrels, 280 lb. bulk.....	2 75
Butter, barrels, 20 14 lb. bags.....	2 85
Butter, sacks, 28 lbs.....	27
Butter, sacks, 56 lbs.....	67

## Common Grades

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

## Wares



12	13	14
<b>Bamboo, 16 oz.</b> .....27 <b>I X L, 5 lb.</b> .....31 <b>I X L, 16 oz. palls.</b> .....31 <b>Honey Dew</b> .....37 <b>Gold Block</b> .....37 <b>Flagman</b> .....41 <b>Chips</b> .....34 <b>Kilo Dried</b> .....22 <b>Duke's Mixture</b> .....38 <b>Duke's Cameo</b> .....40 <b>Myrtle Navy</b> .....40 <b>Yum Yum, 1 1/2 oz.</b> .....40 <b>Yum Yum, 1 lb. palls.</b> .....38 <b>Cream</b> .....37 <b>Corn Cake, 2 1/2 oz.</b> .....24 <b>Corn Cake, 1 lb.</b> .....22 <b>Plow Boy, 1 1/2 oz.</b> .....40 <b>Plow Boy, 3 1/2 oz.</b> .....39 <b>Peerless, 3 1/2 oz.</b> .....34 <b>Peerless, 1 1/2 oz.</b> .....34 <b>Indicator, 2 1/2 oz.</b> .....28 <b>Indicator, 1 lb. palls.</b> .....31 <b>Col. Choice, 2 1/2 oz.</b> .....21 <b>Col. Choice, 8 oz.</b> .....21 <b>TABLE SAUCES</b> <b>LEA &amp; PERRINS' SAUCE</b>  The Original and Genuine Worcestershire. <b>Lea &amp; Perrins', large.</b> .....3 75 <b>Lea &amp; Perrins', small.</b> .....2 50 <b>Halford, large.</b> .....3 75 <b>Halford, small.</b> .....2 25 <b>Salad Dressing, large.</b> .....4 55 <b>Salad Dressing, small.</b> .....2 75 <b>TWINE</b> <b>Cotton, 3 ply.</b> .....16 <b>Cotton, 4 ply.</b> .....16 <b>Jute, 2 ply.</b> .....12 <b>Hemp, 6 ply.</b> .....12 <b>Flax, medium.</b> .....20 <b>Wool, 1 lb. balls.</b> .....7 1/4 <b>VINEGAR</b> <b>Malt White Wine, 40 grain.</b> .....8 <b>Malt White Wine, 80 grain.</b> .....11 <b>Pure Cider, B. &amp; B. brand.</b> .....11 <b>Pure Cider, Red Star.</b> .....12 <b>Pure Cider, Robinson.</b> .....12 <b>Pure Cider, Silver.</b> .....12 <b>WASHING POWDER</b> <b>Diamond Flake.</b> .....2 75 <b>Gold Brick.</b> .....3 25 <b>Gold Dust, regular.</b> .....3 95 <b>Gold Dust, sc.</b> .....3 75 <b>Kirkoline, 24 lb.</b> .....3 65 <b>Pearline.</b> .....2 65 <b>Soapine.</b> .....2 45 <b>Soapine.</b> .....3 80 <b>Babbitt's 1776.</b> .....2 75 <b>Roseline.</b> .....3 00 <b>Armour's.</b> .....3 70 <b>Nine O'clock.</b> .....3 15 <b>Wisdom.</b> .....3 80 <b>WICKING</b> <b>No. 0, per gross.</b> .....20 <b>No. 1, per gross.</b> .....25 <b>No. 2, per gross.</b> .....35 <b>No. 3, per gross.</b> .....55 <b>WOODENWARE</b> <b>Baskets</b> <b>Bushels.</b> .....85 <b>Bushels, wide band.</b> .....1 15 <b>Market.</b> .....30 <b>Splint, large.</b> .....6 00 <b>Splint, medium.</b> .....5 00 <b>Splint, small.</b> .....4 00 <b>Willow Clothes, large.</b> .....5 50 <b>Willow Clothes, medium.</b> .....5 00 <b>Willow Clothes, small.</b> .....4 75 <b>Bradley Butter Boxes</b> <b>2 lb. size, 24 in case.</b> .....72 <b>3 lb. size, 16 in case.</b> .....68 <b>5 lb. size, 12 in case.</b> .....63 <b>10 lb. size, 6 in case.</b> .....60 <b>Butter Plates</b> <b>No. 1 Oval, 250 in crate.</b> .....45 <b>No. 2 Oval, 250 in crate.</b> .....50 <b>No. 3 Oval, 250 in crate.</b> .....55 <b>No. 5 Oval, 250 in crate.</b> .....65 <b>Churns</b> <b>Barrel, 5 gals., each.</b> .....2 40 <b>Barrel, 10 gals., each.</b> .....2 55 <b>Barrel, 15 gals., each.</b> .....2 70 <b>Clothes Pins</b> <b>Round head, 5 gross box.</b> .....45 <b>Round head, cartons.</b> .....62 <b>Egg Crates</b> <b>Humpty Dumpty.</b> .....2 25 <b>No. 1, complete.</b> .....29 <b>No. 2, complete.</b> .....18 <b>Faucets</b> <b>Cork lined, 8 in.</b> .....38 <b>Cork lined, 9 in.</b> .....65 <b>Cork lined, 10 in.</b> .....85 <b>Cedar, 8 in.</b> .....60 <b>Mop Sticks</b> <b>Trojan spring.</b> .....90 <b>Eclipse patent spring.</b> .....85 <b>No. 1 common.</b> .....75 <b>No. 2 patent brush holder.</b> .....85 <b>12 lb. cotton mop heads.</b> .....1 25 <b>Ideal No. 7.</b> .....90	<b>Pails</b> <b>2-hoop Standard.</b> .....1 40 <b>3-hoop Standard.</b> .....1 60 <b>3-wire, Cable.</b> .....1 60 <b>3-wire, Cable.</b> .....1 70 <b>Cedar, all red, brass bound.</b> .....1 25 <b>Paper, Eureka.</b> .....2 25 <b>Fibre.</b> .....2 40 <b>Toothpicks</b> <b>Hardwood.</b> .....2 50 <b>Softwood.</b> .....2 75 <b>Banquet.</b> .....1 40 <b>Ideal.</b> .....1 50 <b>Traps</b> <b>Mouse, wood, 2 holes.</b> .....22 <b>Mouse, wood, 4 holes.</b> .....45 <b>Mouse, wood, 6 holes.</b> .....70 <b>Mouse, tin, 5 holes.</b> .....65 <b>Rat, wood.</b> .....75 <b>Rat, spring.</b> .....75 <b>Tubs</b> <b>20-inch, Standard, No. 1.</b> .....6 00 <b>18-inch, Standard, No. 2.</b> .....5 00 <b>16-inch, Standard, No. 3.</b> .....4 00 <b>20-inch, Cable, No. 1.</b> .....6 00 <b>18-inch, Cable, No. 2.</b> .....6 00 <b>16-inch, Cable, No. 3.</b> .....5 00 <b>No. 1 Fibre.</b> .....9 45 <b>No. 2 Fibre.</b> .....7 95 <b>No. 3 Fibre.</b> .....7 20 <b>Wash Boards</b> <b>Bronze Globe.</b> .....2 50 <b>Dewey.</b> .....1 75 <b>Double Acme.</b> .....2 75 <b>Single Acme.</b> .....2 25 <b>Double Peerless.</b> .....3 25 <b>Single Peerless.</b> .....2 60 <b>Northern Queen.</b> .....2 50 <b>Double Duplex.</b> .....3 00 <b>Good Luck.</b> .....2 75 <b>Universal.</b> .....2 25 <b>Window Cleaners</b> <b>12 in.</b> .....1 65 <b>14 in.</b> .....1 85 <b>16 in.</b> .....2 30 <b>Wood Bowls</b> <b>11 in. Butter.</b> .....75 <b>13 in. Butter.</b> .....1 00 <b>15 in. Butter.</b> .....1 75 <b>17 in. Butter.</b> .....2 50 <b>19 in. Butter.</b> .....3 00 <b>Assorted 13-15-17.</b> .....1 75 <b>Assorted 15-17-19.</b> .....2 50 <b>WRAPPING PAPER</b> <b>Common Straw.</b> .....1 1/4 <b>Fiber Manila, white.</b> .....3 1/4 <b>Fiber Manila, colored.</b> .....4 1/4 <b>No. 1 Manila.</b> .....4 <b>Cream Manila.</b> .....3 <b>Butcher's Manila.</b> .....2 1/4 <b>Wax Butter, short count.</b> .....13 <b>Wax Butter, full count.</b> .....20 <b>Wax Butter, rolls.</b> .....15 <b>YEAST CAKE</b> <b>Magic, 3 doz.</b> .....1 00 <b>Sunlight, 3 doz.</b> .....1 00 <b>Sunlight, 1 1/2 doz.</b> .....50 <b>Yeast Cream, 3 doz.</b> .....1 00 <b>Yeast Foam, 3 doz.</b> .....1 00 <b>Yeast Foam, 1 1/2 doz.</b> .....50 <b>FRESH FISH</b> <b>White fish.</b> .....9 10 <b>Trout.</b> .....8 10 <b>Black Bass.</b> .....10 11 <b>Halibut.</b> .....15 <b>Ciscoes or Herring.</b> .....5 <b>Bluefish.</b> .....12 <b>Live Lobster.</b> .....22 <b>Boiled Lobster.</b> .....22 <b>Cod.</b> .....10 <b>Haddock.</b> .....10 <b>No. 1 Pickerel.</b> .....9 <b>Pike.</b> .....8 <b>Perch.</b> .....5 <b>Smoked White.</b> .....11 <b>Red Snapper.</b> .....14 <b>Col River Salmon.</b> .....15 <b>Mackerel.</b> .....15 <b>Oysters.</b> <b>Can Oysters</b> <b>F. H. Counts.</b> .....40 <b>F. S. D. Selects.</b> .....38 <b>Selects.</b> .....27 <b>Bulk Oysters</b> <b>Counts.</b> .....1 75 <b>Extra Selects.</b> .....1 60 <b>Selects.</b> .....1 50 <b>Standards.</b> .....1 25 <b>HIDES AND PELTS</b> <b>Hides</b> <b>Green No. 1.</b> .....6 1/4 <b>Green No. 2.</b> .....6 1/4 <b>Cured No. 1.</b> .....7 1/4 <b>Cured No. 2.</b> .....6 1/4 <b>Calfskins, green No. 1.</b> .....9 <b>Calfskins, green No. 2.</b> .....7 1/4 <b>Calfskins, cured No. 1.</b> .....10 <b>Calfskins, cured No. 2.</b> .....8 1/4 <b>Pelts</b> <b>Pelts, each.</b> .....50 1 00 <b>Tallow</b> <b>No. 1.</b> .....4 1/4 <b>No. 2.</b> .....3 1/4 <b>Wool</b> <b>Washed, fine.</b> .....20 <b>Washed, medium.</b> .....23 <b>Unwashed, fine.</b> .....15 <b>Unwashed, medium.</b> .....17 <b>CANDIES</b> <b>Stick Candy</b> <b>Standard.</b> .....7 1/4 <b>Standard H. H.</b> .....7 1/4 <b>Standard Twist.</b> .....8 <b>Cut Loaf.</b> .....9 <b>Jumbo, 32 lb.</b> .....7 1/4 <b>Extra H. H.</b> .....10 1/4 <b>Boston Cream.</b> .....10 <b>Beet R.</b> .....8	<b>Mixed Candy</b> <b>Grocers.</b> .....6 1/4 <b>Competition.</b> .....7 1/4 <b>Special.</b> .....7 1/4 <b>Conserve.</b> .....7 1/4 <b>Royal.</b> .....9 <b>Ribbon.</b> .....9 <b>Broken.</b> .....8 <b>Cut Loaf.</b> .....3 1/4 <b>English Rock.</b> .....9 <b>Kindergarten.</b> .....9 <b>Bon Ton Cream.</b> .....9 <b>French Cream.</b> .....10 <b>Dandy Pan.</b> .....10 <b>Hand Made Cream</b> <b>mixed.</b> .....14 1/4 <b>Crystal Cream mix.</b> .....13 <b>Fancy-In Pails</b> <b>Champ. Crys. Gums.</b> .....8 1/4 <b>Pony Hearts.</b> .....15 <b>Fairy Cream Squares.</b> .....12 <b>Fudge Squares.</b> .....12 <b>Peanut Squares.</b> .....9 <b>Sugared Peanuts.</b> .....11 <b>Salted Peanuts.</b> .....12 <b>Starlight Kisses.</b> .....10 <b>San Blas Goodies.</b> .....12 <b>Lozenges, plain.</b> .....9 1/4 <b>Lozenges, printed.</b> .....10 <b>Choc. Drops.</b> .....11 1/4 <b>Eclipse Chocolates.</b> .....13 1/4 <b>Choc. Monumentals.</b> .....14 <b>Victoria Chocolate.</b> .....15 <b>Gum Drops.</b> .....5 1/4 <b>Moss Drops.</b> .....9 1/4 <b>Lemon Sours.</b> .....9 1/4 <b>Imperial.</b> .....9 1/4 <b>Ital. Cream Opera.</b> .....12 <b>Ital. Cream Bonbons.</b> .....12 <b>20 lb. palls.</b> .....13 <b>Molasses Chews, 15</b> <b>lb. palls.</b> .....13 <b>Golden Waffles.</b> .....12 <b>Fancy-In 5 lb. Boxes</b> <b>Lemon Sours.</b> .....55 <b>Peppermint Drops.</b> .....60 <b>Chocolate Drops.</b> .....65 <b>H. M. Choc. Drops.</b> .....65 <b>H. M. Choc. Li. and</b> <b>Dk. No. 12.</b> .....1 00 <b>Gum Drops.</b> .....35 <b>Licorice Drops.</b> .....75 <b>Lozenges, plain.</b> .....55 <b>Lozenges, printed.</b> .....60 <b>Imperial.</b> .....60 <b>Mottos.</b> .....60 <b>Cream Bar.</b> .....55 <b>Molasses Bar.</b> .....55 <b>Hand Made Creams.</b> .....80 90 <b>Cream Buttons, Pep.</b> <b>and Wint.</b> .....65 <b>String Rock.</b> .....65 <b>Wintergreen Berries</b> <b>Caramels</b> <b>Clipper, 20 lb. palls.</b> .....9 <b>Standard, 20 lb. palls.</b> .....10 <b>Perfection, 20 lb. pls</b> <b>Amazon, Choc Cov'd</b> <b>Korker 2 for 1c pr bx</b> <b>Big 3, 3 for 1c pr bx.</b> <b>Dukes, 2 for 1c pr bx</b> <b>Favorite, 4 for 1c, bx</b> <b>AA Cream Car's 3 lb</b> <b>FRUITS</b> <b>Oranges</b> <b>Florida Russett.</b> .....3 25 <b>Florida Bright.</b> .....2 <b>Fancy Navels.</b> .....3 50 23 75 <b>Extra Choice.</b> .....3 25 23 50 <b>Late Valencias.</b> .....2 <b>Seedlings.</b> .....2 <b>Medt. Sweets.</b> .....2 <b>Jamaicas.</b> .....2 <b>Rodi.</b> .....2 <b>Lemons</b> <b>Verdell, ex fcy 300.</b> .....2 <b>Verdell, fcy 300.</b> .....2 <b>Verdell, ex chco 300</b> <b>Verdell, fcy 360</b> <b>Call Lemons, 300.</b> .....23 50 <b>Messinas 300s.</b> .....3 50 24 00 <b>Messinas 360s.</b> .....3 50 23 75 <b>Bananas</b> <b>Medium bunches.</b> .....1 50 22 00 <b>Large bunches.</b> .....2 <b>Foreign Dried Fruits</b> <b>Figs</b> <b>Californias, Fancy.</b> .....2 <b>Cal. pkg, 10 lb. boxes</b> <b>Cal. Choice, Turk.</b> <b>10 lb. boxes.</b> .....14 <b>Fancy, Tkrk., 12 lb.</b> <b>boxes.</b> .....15 <b>Pulled, 6 lb. boxes.</b> .....2 <b>Naturals, in bags.</b> .....2 <b>Dates</b> <b>Fards in 10 lb. boxes</b> <b>Fards in 60 lb. cases.</b> <b>Hallowl.</b> .....5 2 5 1/4 <b>lb. cases, new.</b> .....4 1/4 <b>Sals, 60 lb. cases.</b> .....5 <b>NUTS</b> <b>Almonds, Tarragona</b> <b>Almonds, Ivica.</b> .....16 <b>Almonds, California,</b> <b>soft shelled.</b> .....15 1/16 <b>Brazils.</b> .....11 <b>Filberts.</b> .....13 <b>Walnuts, Grenobles.</b> .....12 1/4 <b>Walnut, soft shelled</b> <b>California No. 1.</b> .....11 1/4 12 1/4 <b>Table Nuts, fancy.</b> .....13 1/4 <b>Pecans, Med.</b> .....10 <b>Pecans, Ex. Large.</b> .....13 <b>Pecans, Jumbos.</b> .....14 <b>Hickory Nuts per bu.</b> <b>Ohio, new.</b> .....2 <b>Cocoanuts, full sacks</b> <b>Chestnuts, per bu.</b> .....23 50 <b>Peanuts</b> <b>Fancy, H. P., Suns.</b> .....5 @ <b>Fancy, H. P., Suns</b> <b>Roasted.</b> .....6 @ 6 1/4 <b>Choice, H. P., Extras</b> <b>Choice, H. P., Extras</b> <b>Roasted.</b> .....@ <b>Span. Shld No. 1 n'w</b> .....5 1/4 @ 6 1/4

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# Village Improvement

Beauty Which is the Basis of All Outside Attractiveness.  
Written for the Tradesman.

It should make no difference if a movement abounds in good what gave it existence, but it hardly falls within the realm of fact to call art outdoors a fad or the result of one. No one questions or wants to question the statement in a recent "Harper" that a young painter, sick in Italy, during convalescence could only walk the streets where, noting the beauty of the old buildings over those of a later date and feeling the pathos of the modern bareness, he wondered why such mistakes should be permitted. Believing that the degenerate art of the street might be reanimated and infused with life he returned to Brussels to interest the public in his plans. After eight years the society then formed for art in the street has now become an international institution. Its efforts have resulted in beautiful buildings, decorative street-lamps, newspaper kiosks, fountains and flagstaves and architecturally harmonious signboards; and above all it has effectively refuted the widespread but false idea that art is incompatible with economy and the necessities of trade. The outcome is everything that can be desirable, but is no more to be considered a fad than the crusades or the American revolution. The painter, impressed, gave voice to his impression and Brussels with the rest of the world has been benefited.

It is pleasant to observe that from time to time the same thought with the same result has blessed the earth irrespective of locality. This thought comes home quite as powerfully on this side of the sea as on the other. Cleveland's Euclid avenue is sure of recognition in this connection and those who have been occasionally a visitor at Washington during only the last decade have not failed to be charmed by the delightful changes which have been going on—all of them showing the completion of plans entered upon years ago. The fact is the idea of outdoor adornment springs from another source than the fickleness which fathers the fad. Based upon a whim the fad ends when its absurdity is exposed to give place to another of like pretensions. Outdoor refinement—it is nothing else—rests upon a firmer foundation. The mother of all art, it is beauty itself and is only satisfied when asserting its loveliness. In the country where nature "in her varied forms" is constantly solving the problems of the beautiful with the always existing materials of land and sea and sky, art is less frequently called in to assist; but in the city where the sky is the only certainty the fad is the last thing to be thought of or tolerated and when allowed to enter is sure to excite disgust. So New York State, hit with the classic fad, dotted her broad breast with towns named from those of Ancient Greece. So the descendants of William Penn lined the streets of the City of Brotherly Love with miles upon miles of red brick and white marble that resemble only so many tiers of coffin tops; and here in the faddish city should the reform begin.

The consoling fact that comes from Brussels is that a change has been brought about in so short a time. In a city like that, old and thickly built, with the prejudices of time and cost against it, it is more than remarkable that so much has been accomplished. My visit there antedates the efforts of the

convalescing painter and I do not now recall what he considers "the pathos of the modern bareness," but I have not forgotten the beauty of the old buildings over those of later date and while it may be that distance is lending enchantment to the view I am not sure that the contrast is so disagreeable as it has been stated. It may be a fancy, but the aged face of the old town—what would the cities of Europe be worth to the American if they were not old!—lost nothing of its charm from an occasional touch of the modern any more than the cap from the hands of the cunning modiste mars the beloved wrinkles and the white hair of age. If, however, the ultra modern has crept in and has given to the staid old town the air of the dowdy, it is not strange that rebellion has taken place and that reform has been insisted on. Fortunate for Brussels that the real fad has departed to be seen, it is to be hoped, no more.

The beauty which is at the basis of all outside attractiveness is what will rescue the movement from decline. Until recent years this country has given little attention, as such, to "keeping things fixed up" except in a general way, but that "general way" shows that the desire has always existed. I suspect that, while utility in hilly New England had a great deal to say about the locality of the farmhouse and its surrounding orchards, the New England heart, hungering for the beautiful, oftener than we think found it in upland and meadow and in "brooks that brawl." I know that a cluster of sumach was allowed to stand in a certain fence corner, when thrift insisted it was a cumberer of the ground, because its red leaves caught and reflected the glory of the autumn sunset. I remember a clump of chicory, starred with numberless blossoms of blue, weed as it was, lived year after year in spite of the boy with the scythe just because that kind of weed with that kind of blossom made that spot with its surroundings a place of beauty and a joy forever. I know now, as I might have known then, the reason why a big, bare rock was allowed to lie unmolested in the sun in front of the west windows with blackberry vines sprawling all over it, pale in spring, darker in summer when its big berries were ripe, and an enormous patch of rusty red leaves when the frost came and hurried up its housekeeping in the fall. It was no fad, but a love of the beautiful; and that same idea, now as then, is insisting that country and town shall alike be beautiful, not because of a passing fancy not because a lucky twist of the fingers has fashioned something into pleasing form, but because beauty is a universal need and now as never before is beginning to be called for and insisted on—a fact that the fad in its most fortunate form of development can hardly be said to stand upon. R. M. Streeter.

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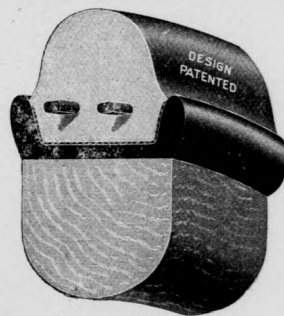
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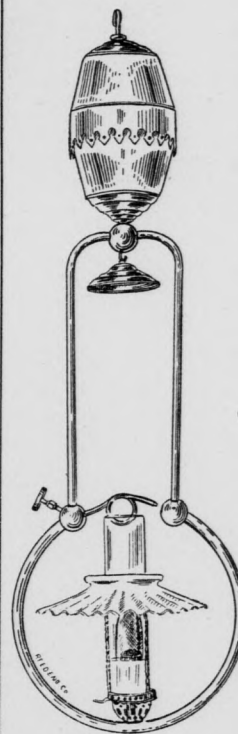
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## The Grain Market.

Wheat has made another low record with a slump of 2c per bushel since last week's report. Exports were over 4,000,000 bushels. Receipts at initial points were smaller than last year, while other news was of a bullish nature. Still there was a drop, as stated, the selling by shorts and stop-loss orders being closed out were the features. It was a good time for foreigners to take a good quantity for export. Some claim over 1,000,000 bushels were worked for export. The visible made another fair reduction of 1,058,000 bushels, leaving the visible over 4,000,000 bushels less than last year. While prices are 3c per bushel lower than on the corresponding date last year, the selling mania overbalanced all the strong features. While there were rains in the Northwest, it should be remembered that the precipitation last fall was a very small amount and really no one can tell at present writing the outcome of the next crop. The bears seem to be "counting the chickens before they are hatched." They may be mistaken later on.

Corn also receded 2c per bushel. With all the shortage in that cereal, it was pounded down and no one had the courage to stop it, so the price continued to sag and the closing was weak. Oats shared the slump, also, and are off fully 2c. Of course, the lower prices of wheat and corn affected the oats market, for surely the amount in sight is not burdensome, being only 3,000,000 bushels, against 10,000,000 bushels in sight last year.

Rye, not to be out of fashion, also sold off 2c, so all the cereals felt the downward movement.

Beans fell 7c per bushel, \$1.35 being now top price for nice hand-picked beans in carlots.

Flour held its own, the reason being the scarcity of cash milling wheat, as farmers as well as dealers are not willing to part with their cash wheat, knowing full well all will be wanted before another crop.

Mill feed held its own at full prices, notwithstanding the soft spring-like weather we have been having. Should we have no frosts in the near future, we are looking for lower prices in mill feed later on.

Receipts for the week were rather small, being as follows: wheat, 59 cars; corn, 5 cars; oats, 3 cars; flour, 2 cars; beans, 1 car; hay, 3 cars; straw, 1 car, potatoes, 13 cars.

Millers are paying 75c for good No. 2 red wheat. C. G. A. Voigt.

## Open Letter to Senator Burrows From a Local Grocer.

Grand Rapids, March 25—The oleo bill now before the United States Senate we, as dealers, believe to be an unjust measure. It is no more just to allow the butter manufacturers or farmers to color their butter than to allow the butterine makers to do the same, providing it is sold according to law. Butter bought in its natural color is unsalable six months of the year, owing to its sickly and unpalatable appearance. Besides, it is often strong enough to breed disease.

If the measure becomes a law it will work a hardship on the working classes—men earning \$1 or \$1.25 a day can not afford to buy butter at the present winter prices. If colored butterine is driven from the market by this unfair, unjust and one-sided legislation, it will, undoubtedly, deprive the poor man entirely of his butter; therefore, in all fairness to the masses of the people, we urge you to use your influence in throwing out this unjust measure.

Where are you going to find the butter to fill the place of the millions of pounds

of butterine? You can not do it. The result is that butter will go to an exorbitant price. Will you be satisfied to pay 50 or 75 cents per pound for butter? You may be able to do so, but think of the thousands whose chief articles of food are bread and butterine.

You may, perhaps, think that we are prompted by a large margin in handling the goods. That is not so, as the profit is comparatively small, but we have the satisfaction, when spring comes, of not being loaded with a lot of strong butter, unsalable for anything but grease.

If Congress insists on making this a paternal Government by the enactment of the oleo bill, I suggest that it also make a law compelling farmers who produce butter so strong as to be unmarketable to send their milk to a creamery. This would confer an everlasting blessing on the 100,000 grocers in the United States. Edwin White.

## Grocery Store Consolidation.

The consolidation of the retail grocery stores of Cincinnati is being undertaken. The plan proposes the formation of a stock company whereby the interests of the allied groceries come under the head of a central controlling committee. The company is to have a capital of \$3,000,000 and will control at the start ninety-five retail groceries in Cincinnati and suburbs. It will take over the forty retail stores now owned by B. H. Kroger and several other interests that control more than one store. This plan, it is believed, will not only give larger individual profit to the retail grocery but will give better service to the customer. The success of this undertaking may mean like attempts in other cities.

A dispatch from Binghamton, N. Y., announces that a genius in that city has perfected something that will fill one of those long-felt wants of weak humanity. It is the whisky pellet. Every man will now be able to maintain his own saloon and carry it around in his vest pocket. The whisky pellet is obtained by a process of distillation and compression, and can be dissolved in the mouth, leaving all the taste and effect of liquor. The next thing desired is a beer pellet and when this has been perfected it will be easy to render effective the familiar cry that the public saloon must go. There will be no longer any excuse for its existence. Think how completely the Sunday question will disappear when those who feel that they must have stimulants on this day can carry a full supply without the slightest inconvenience. But the distillers of whisky and brewers of beer will not go out of business until they learn more about these wonderful pellets and observe the degree of popularity they obtain. Perhaps swallowing a pellet will not give such delight as draining a glass.

Susan B. Anthony, the "grand old woman" of the equal suffrage cause, must be given credit for consistency in her conduct. Recently she was sick well nigh unto death, and then for the first time since girlhood she was attended by a male physician. She is not prejudiced against men who are physicians, but it is a matter of principle on her part to give preference to her own sex whenever possible. There was no woman physician available on this occasion, and so Miss Anthony willingly became the patient of a man, who has treated her so successfully that her complete recovery from a severe attack of pneumonia is anticipated. Miss Anthony is no longer laughed at as she was in earlier days when she began the fight for women's rights. During her illness she has been the object of the greatest solicitude and sympathy and has received cheering

messages from all parts of the country. Women have not yet secured political equality, but they have secured about every other kind of equality.

## 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.

WANTED—EXPERIENCED NEWSPAPER man with outfit to run independent paper and job work. Address J. M. Perry, G. A. Estes or E. Harmer, Tustin, Mich. 380

FOR SALE—CLEAN STOCK GROCERIES, queensware and shoes. Stock invoices about \$7,000; good town; good trade established. Call or address Allen Byers, Real Estate Agent, Waynetown, Ind. 379

TO EXCHANGE—IMPROVED 80 ACRE farm for general merchandise. John W. Curtis, Whittemore, Mich. 378

WANTED—TO COMMUNICATE WITH someone who has a good second hand soda fountain for sale. Address No. 377, care Michigan Tradesman. 377

WANTED—TO EXCHANGE FARMING land in Ogemaw county, near Rose City, for stock of boots and shoes, dry goods, hardware, groceries. Will give anyone a good bargain. Write me at once. D. J. Warner, Agent, Rose City, Mich. 376

FOR SALE—DRUG STOCK AND FIXTURES in Kalamazoo. Fine location; moderate rent; established trade; price right for cash. B. F. Parker, Real Estate Broker, Kalamazoo, Mich. 375

FOR SALE OR EXCHANGE—BOOTS, shoes, dry goods and bazaar stock, invoicing \$2,500; net profit last year, \$900; reason for selling, doctor orders change of climate; a bargain if taken soon; must be sold; would take horse and buggy or small farm property in part exchange. Address No. 374, care Michigan Tradesman. 374

FOR SALE—ABOUT TWENTY MILLION feet hardwood and hemlock green standing timber growing on about two thousand acres of land in Presque Isle county, Michigan, about as follows: Three million feet basswood and elm; six million hemlock; nine million beech and maple; two million birch, ash, etc. Would need about six miles of branch railroad to bring it within easy working distance. Address J. T. Hamton, Delta, Ohio. 373

FOR SALE—THE BEST BAZAAR STOCK IN Southern Michigan. Stock invoices about \$2,500. Can reduce to suit. Best stand in the town and pays well. Reason for selling, other business that must have my attention. Address No. 383, care Michigan Tradesman. 383

FOR SALE—DRUG STORE IN BEST TOWN in Northern Michigan; inventories about \$2,000; a good chance for some one with some money. Address No. 384, care Michigan Tradesman. 384

MAKE FORTUNES OF COPPER MINING stocks; investment guaranteed against loss. G. E. Dunbar, Kalamazoo, Mich. 385

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 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. 384

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. 329, 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 1/4 to 1 1/2 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 OR EXCHANGE FOR GENERAL 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 PROPERTY for stock of furniture. D. F. Lane, Muncie, Ind. 362

WE BUY BANKRUPT, FIRE AND CLOSING-out stocks. Hillsdale Mercantile Co., Hillsdale, Mich. 361

FOR SALE—A FINE STOCK OF UPTO-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 not professional. Terms, cash. Address W. D. Decker, Ligonier, Ind. 359

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

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—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 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

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

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

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

FOR SALE—FURNITURE AND UNDER-taking stock, paints, oils and glass; county seat in Indiana; 3,000 population; stock will invoice \$5,000; am obliged to sell; reason, poor health. Address No. 307, care Michigan Tradesman. 307

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

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

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

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

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

## MISCELLANEOUS

WANTED—BY WOMAN WHO HAS HAD experience in this line, position to sell goods on the road or demonstrate. Does not wish to do anything in the canvassing line. Can give best of references. Address 154, Stocking St., Grand Rapids, Mich. 331

WANTED—SITUATION AS CLERK IN A grocery, hardware or general store. Have had experience in each line of business. Can furnish good references if desired. Wish to secure a permanent position. Address No. 382, care Michigan Tradesman. 382

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