

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, APRIL 2, 1902.

Number 967



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 } Detroit Opera House Block, Detroit.

L. J. Stevenson, Manager

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Corner Canal and Lyon Streets,
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Tradesman Coupons

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THE THRIFTY AMERICAN PEOPLE.

The American people are learning the lesson of thrift. While prosperity is general throughout the country to-day and there is every reason to expect that prosperous conditions will continue for a long period of years, yet it is the part of wisdom to provide against a possible day of adversity. Even although the people generally may enjoy good times without interruption, individuals may encounter misfortunes which will cut off their sources of support and render them dependent upon their friends or upon the community. President McKinley, who was known as "the advance agent of prosperity," frequently in his addresses urged American citizens to practice thrift and to make prudent disposition of their earnings "while the evil days come not."

It has often been said in the past that Americans were a prodigal people, who, because they lived in a land of plenty, were accustomed to take little heed for the morrow. But there are signs that they now deserve a different reputation. Five years ago there were 5,200,000 savings bank depositors in the United States; now there are 6,400,000, an increase of 1,200,000, or at the rate of nearly a quarter of a million a year. Five years ago the amount on deposit in the savings banks of the United States was \$1,940,000,000; it is now \$2,640,000,000, an increase of \$700,000,000 in five years, or at the rate of \$140,000,000 a year. New York leads the list with an army of 2,100,000 depositors. The next nearest is Massachusetts, with 1,500,000. In addition to the savings banks there are the building and loan associations which enable millions of people to save money and acquire homes. Numerous other agencies are employed whereby the wealth of the American people is accumulating, and they are becoming more and more independent along financial lines. These facts are gratifying and encouraging.

THE MAN OF MILLIONS.

J. Pierpont Morgan is the colossus of the American financial world. Other men, perhaps, possess more millions, but there is none who handles so many or to whose management so many enterprises are confided. Everything that Morgan touches apparently turns to gold. He is the prestige of success in finan-

cial operations of immense magnitude. Projects that would be rejected if other men proposed them are endorsed and accepted if Morgan advances them. The man has secured a position of phenomenal influence. He is credited with almost supernatural powers. Everything he says or does possesses interest for those who follow the money markets. It is seldom that Morgan is interviewed or declares himself through any public medium on any question whatever. He has neither time nor inclination to indulge in observations for the satisfaction of those who are curious as to his views. His appearance, therefore, as a witness in the proceedings to test the legality of the Northern Securities Company's movements excited a vast amount of interest and attracted to the court room an unusual array of spectators, including not a few prominent in financial operations. Photographers besieged him on all sides, and every point in his manner and make-up was as carefully scrutinized as the testimony that he gave. Morgan made a good witness and spoke with what seemed entire frankness of the company's transactions and the purpose of them. There was some amusement when he spoke of deals aggregating \$10,000,000 as not being large deals in his estimation. He told how men owning big blocks of stock in the Pacific roads had put their holdings into his hands to do with them as he deemed best. In all his statements on the witness stand Morgan quite sustained the reputation he enjoys as a master mind in the financial field. There are those who deplore the development of such men as Morgan who create combinations, syndicates and trusts, but these things are the result of conditions and tendencies existing everywhere, and Morgan could do nothing were he not supported by those who own the interests he manipulates. Whatever may be said about his operations, Morgan must be credited with the possession of splendid skill as a financier, and with a character that inspires confidence, or he would not hold the high place he does to-day.

Secretary of Agriculture Wilson explains the recent advance in the price of beef. "I am not an expert on the trust question," says the Secretary, "but I do claim to know something about the raising and selling of beef. Others may talk about the 'beef combine' as much as they like, but to me the raise in the price of beef is very easily explained. It is due almost wholly to a short corn crop last year and to a great demand for beef caused by the prosperity of the people of the United States. There is a great demand for cattle, and that means a great demand for beef. The people of the United States are eating more beef now than they ever did before in their history. This is because they are making money and spending it. There are not many families in this country that do not have their steaks and roasts and boiling pieces. The American people are by long odds the best fed people in the world."

GENERAL TRADE REVIEW.

The month just closed proved a record breaker for the corresponding month as to volume of business in most lines throughout the country. One notable feature of the activity is its extent geographically—also its extent as to branches of trade included. There was less of speculation in Wall Street than a year ago, but this was far more than made up by the volume of mercantile transactions in every quarter.

The close of the month in Wall Street trade was affected by a disposition to wait for the April settlements and by the holidays, which included the three days preceding the last in this country and the last four days in London. The current month starts off with a good deal of irregularity, but with a promise of greater activity and better prices as business resumes. It is noticeable that the Easter holidays interfere more decidedly than ever; but on the other hand they were preceded by an unusual preparatory trade, especially in luxuries.

April interest and dividend disbursements promise to exceed all records for the corresponding quarter. This fact, together with the vast volume of trade as indicated by the bank clearings outside of speculative centers, indicates that money will be more plenty than for any preceding April. Collections are prompt and the only interference of importance in the industrial field is the uneasiness in textile labor quarters.

News from the iron and steel region indicates no abatement in the rate of increasing activity. A few prices have been moderately advanced, but as a whole the market is kept pretty steady. There seems to be no limit as to the length of future contracts, indicating that buyers do not anticipate lower prices for a long time to come.

Textile trade is generally good and where labor troubles are not present the future is promising. Footwear is probably the least favorably situated of any of the great branches of trade, caused by a natural reaction from the tremendous rush of past months.

While music is well known to have charms to soothe the savage breast, it has remained for a scientist in Japan to claim that music has an influence upon flowers which can be utilized in their culture. He asserts that if a certain gray fibrous matter is subjected to a long course of playing of the note C it will change to blue. In a similar way it has been demonstrated that various plants will die if subjected to a course of musical notes, while others thrive all the more in a musical atmosphere. The experiment is now being tried in connection with the growing of orchids. These flowers are being cultivated in enclosures and certain notes are constantly played there. This gives the leaves of the flowers just that amount of vibration which they require for their full development, and which they do not receive from the sunlight.

It is no wonder that priests do not wed after women religiously confess their imperfections to them.

Clerks' Corner.

Promotion Comes From Doing Well Whatever a Man Undertakes.
Written for the Tradesman.

He was tired to death, no doubt about that, but that is an evil that human flesh is heir to and was no reason at all for the frame of mind the young fellow had wrought himself into. The plain facts are these:

Douglas Gaylord, when he entered the employ of Brown & Woodward, on grounds known only to himself had made up his mind that the firm was going to push him right up past the other men and so by a series of cross lots land him into a good snug position where there would be little to do and a big salary to pay for it. He was a good looking fellow, if he did say it himself; he had something beside lumber up under his mansard; the Gaylords were well fixed financially and socially, that is to say, at home in the country town where people were well off without having money enough to brag over; he had brought some "good strong letters from the best men in the town," and then, too, where a fellow buckles down to business determined to work his way up, why, such things tell and he'd simply got to rise.

That is all well and good so far as it goes and up to that point young Douglas was all right, but when he came to the practice part he had somehow got it into his head that everybody was just standing around to lead or push him, as the case might be, into the good things that just such a fellow as he wants and is fitted for. So, after he had secured his position and had spent some six weeks below ground, he began to be anxious about Brown & Woodward's coming down cellar some day and asking him to come up higher. They didn't come. Three months went by and still there was no change and one day when the manager of the down cellar department came to see how affairs were going on Gaylord put in a word for himself only to be told that in that establishment "going up" meant digging up and, so far as his, Gaylord's, particular case was concerned, it looked as if on that condition he'd stay there the rest of his days. For the remainder of that day and the next the traditional March hare moved and had his lively being down in Brown & Woodward's basement, and when the hare found out that nobody cared how mad he got, or when he got over it, he came to himself and went to work—work, let it be distinctly understood—a process that went on with such vigorous determination and kept up with such unremitting zeal that the fellow did work his way up and was rewarded by getting the place he wanted on the first floor.

That ambition gratified he fell back into his old shiftlessness and fancied he could get even with the world by grumbling about it and finding fault with it; and that is how it happened, at the end of that tiresome day, that he was worn out, cross, ugly and full of resentment. On these occasions, which were frequent, he indulged in talking to himself, sure of finding a sympathetic listener. He began to mumble when he left the store. Glum and morose, nobody troubled him at dinner, and when his own door closed behind him he threw himself into his easy chair and proceeded to unburden. His first sentence betrayed him. The rest followed as a matter of course:

"That—Fawthorp! I might work

my fingernails off and that would be the end of it, but the minute he happens to turn his eyes towards anything old Brown trots up to him with both hands full and fairly forces it on to him. Then his Royal Nibs looks at it and sniffs at it and makes believe he does not want it and then in trots Woodward and after a lot of 'Oh, now!' and 'Do, now, please do, Mr. Fawthorp,' His Majesty condescends to reconsider and finally takes the job he knows belongs to me. D—n! That's the way it's been with the fellow all his life. He began where I did, worked down there a week or so, then up he comes and hangs around a little and gets another lift without any trouble; and so it goes. If it's hot everybody wants to fan him. If it's cold they stand ready to chafe his hands and make him a mustard plaster. Needn't tell me—he was born with a silver spoon in his mouth and everybody stands ready to feed him with it. Come in. Hey, Bob! That you? Tumble into that chair over there and help me on with my misery. I'm mad clear through and I've about scolded myself out. Glad you came in. Thought you were going to hear Melba."

There wasn't any response. "Bob" leisurely proceeded to remove some superfluous clothing, warmed his outstretched hands at the register a minute or two, helped himself to a cigar that he found in the closet on the shelf, cut off the end of it, lighted it, took possession of the chair indicated, unfolded the evening paper and began to make himself very much at home. For an instant wrath took place of the surprise that the conduct of Gaylord's caller created, then the ludicrous side seized him and he forgot the anger and all uncharitableness that had so far cursed the evening and stood looking at the fellow and wondering what was coming next. For five minutes a graveyard silence prevailed, then Bob removed his cigar, looked up and, finding Gaylord's eyes fastened upon him, asked, "What are you looking at?"

"Absolutely nothing!"

"Good boy! Nothing can come from nothing and, since you're not the fellow to get mad at nothing, I'm going to tell you something. In the first place, Doug., you are a first-class fool and that open transom up there is a proof of it. What do you think I saw when I opened the front door? Every blamed head in the house listening at the foot of the stairs to hear you going on about Fawthorp, and every mouth on the broad grin! You know what the world says of the man that goes about talking to himself so I won't say any more about that, but I have something to tell you about that man Fawthorp and you've got to hear it."

The transom shut with a bang.

"In the first place, he's been trying to get you into the new position he's lately taken for the last three months, and has taken it now with the hope that you can have it later on. Chew on that. That silver spoon business is silly. He was born not with a silver spoon but with what is a good deal better, a will to do his best at whatever he undertakes. Chew on that. Now, for you, old man. Stop your grumbling and work up Fawthorp's idea. Take your share of the rough and tumble, and take it like a man. Brown & Woodward don't like that sort of thing and they won't have it, and it may soften your hatred of Fawthorp to know that he would have carried his point if it hadn't been for that. Stop your slip-

shod ways and give up the idea of getting something without working like the devil for it and you're going to be all right. One thing more to chew on and I'll go home—I stole it so I can afford to give it to you: 'Whatever you try to do, try with all your heart to do it well; whatever you devote yourself to, devote yourself completely; in great aims and small aims be thoroughly in earnest; but, above all things, shut your transom when you decide to make a consummate ass of yourself. Good night.'

He went home and left Douglas Gaylord to "chew" himself to sleep.

Richard Malcolm Strong.

Romance of an Umbrella.

It is not often that an umbrella is a factor in the course of true love and plays a part that makes its current run smoothly, yet that is what happened a few months ago, with the result of a happy consummation that has just followed, according to the story told by the President of a local bank.

"I was not at all pleased with the attention that my daughter was receiving from a poor young lawyer," he said, in telling the story; "not because he was poor but I feared that he did not possess qualifications that would ever raise him above poverty. The fact is, I was prejudiced against him and let my daughter know that I did not approve of him; but, as usual, that made no difference, and he came to the house with provoking regularity.

"One night when he was ready to take his departure for his home about half a mile away, he found that it was raining, and my daughter loaned him my choice umbrella. I knew from past experience what a dangerous experiment that was, and when my daughter told me what she had done—as soon as he had gone—I was provoked, indeed.

"I went back to the book I had been reading and the house quieted down for the night. In about thirty minutes the front door bell rang and as the servants had all retired, I went to see who was there. The rain was pouring hard then, and there at the door stood the young man with my umbrella in his hand and his own over his head. As he handed me mine he thanked me for the loan of it and, raising his hat, went away before I could speak, for, to tell the truth, I was a little astonished.

"That episode changed my opinion of the young man, for I made up my mind that if he was so particular about returning an umbrella, he possessed qualifications that would make a man of him if he had opportunities. I was right too. I discouraged his visits no longer, and the result was that he became my son-in-law, and is now the attorney of this bank."

The Defendant's Pleading.

In a rural district in the west of England there lived an eccentric old farmer who was continually appearing before the magistrates for allowing his cattle to stray on the highway.

During the hearing of his case for a similar offense, upon the last occasion he elicited much laughter from the presiding "gentlemen on the bench" and others.

The chairman, addressing the defendant, asked:

"Do you plead guilty or not guilty?"

"Well, yer 'onor, I expects as I be guilty. But don't be too hard on a regular customer."

A dachshund, according to a small boy, is "one of those dogs that are a dog and a half long and only half a dog high."

Difference in Boys.

Two boys left home with just money enough to take them through college, after which they must depend entirely upon their own efforts. They attacked the collegiate problems satisfactorily, passed the graduation, received their diplomas from the faculty, also commendatory letters to a large firm with which they desired employment. Ushered into the waiting room of the head of the firm, the first was given an audience. He presented his letters.

"What can you do?" asked the man of millions.

"I should like some sort of a clerkship."

"Well, sir, I will take your name and address, and should we have anything of the kind open, will correspond with you."

As he passed out he remarked to his waiting companion: "You can go in and 'leave your address.'"

The other presented himself and his papers.

"What can you do?" he was asked.

"I can do anything that a green hand can do, sir," was the reply.

The magnate touched a bell which called a superintendent.

"Have you anything to put a man to work at?"

"We want a man to sort scrap iron," replied the superintendent.

And the college graduate went to sorting scrap iron.

One week passed, and the President, meeting the Superintendent, asked:

"How is the new man getting on?"

"Oh," said the boss, "he did his work so well and never watched the clock that I put him over the gang."

In one year this man had reached the head of a department and an advisory position with the management at a salary represented by four figures, while his whilom companion was "clerk" in a livery stable, washing harness and carriages.

Recent Changes Among Indiana Merchants.

Auburn—Sebert & Grosh succeed Sebert & Geisinger in the meat business.

Bainbridge—Grinstead & Lane have sold their hardware stock to H. O. Battenau & Co.

Eaton—G. Mitchell has retired from the confectionery business.

Fort Wayne—Mrs. Hester A. Wood, special partner in the hardware and bicycle firm of F. M. Smith & Co., is dead.

Goshen—F. E. Church has purchased the grocery stock of Daniel Anderson.

Indianapolis—James W. Bryan, dealer in drugs, is dead.

New Castle—W. D. Pierce & Son have sold their drug stock to F. C. Spradling.

Westville—Andrew J. Forbes has purchased the hardware stock of F. P. Herrold.

Williamsport—Luppold & Broadie, hardware dealers, have dissolved, Broadie & Broadie succeeding.

Zionsville—C. R. Swain has sold his harness stock to Brock & Culley.

A Matter of Color.

"What do yez want of the mistress of the house?" demanded Norah, belligerently blocking the door.

"I want to get her subscription for the blue book," replied the solicitor.

"An' fwhat is a blue book?"

"It's a book containing the names of people who move in society."

"I'll take wan meself," said Norah, after a moment's reflection, "if yez'll have it bound in grane."

An Awful Jolt.

He—Why do you persistently decline my offer? I would give up anything to make you happy.

She—Do you mean it?

He—Sure thing. Put me to the test.

She—Then give up asking me to marry you.

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

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

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

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

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

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

Around the State

Movements of Merchants.

Hillsdale—C. E. Singer has sold his stock of shoes to M. W. Jones.

Lansing—Pearl Fry succeeds Verne E. Sears in the meat business.

Cheboygan—James O'Conner has engaged in the clothing business.

Farmington—Willis J. Mills has sold his drug stock to W. H. Walters.

Hart—A. Stafford has purchased the dry goods stock of P. L. DeVoist & Co.

Cadillac—A. Stroberg succeeds Stroberg & Johnson in the confectionery business.

Reese—Chas. Barthel has sold his agricultural implement stock to Burrill & Pardee.

Belleville—Arthur Martin, clothier and merchant tailor, has removed to South Lyon.

Sickels—Seth J. Curtis has sold his general merchandise stock to Mrs. Lida Cunningham.

Benton Harbor—H. T. Hall has leased a store building and engaged in the grocery business.

Holton—The Holton Rural Telephone Co. has been established, with a capital stock of \$3,500.

Coldwater—N. O. Thompson, manufacturer of cigar boxes, has sold out to A. F. Chandler.

Grand Haven—Lane & White succeed D. A. Lane in the book and stationery business.

Adrian—Kinzel Bros., confectioners, have dissolved partnership, Geo. F. Kinzel succeeding.

Sault Ste. Marie—Freedman & Love, of Detroit, have opened a clothing store in the Everett block.

Union City—John Moore has engaged in the lumber business, having succeeded R. F. Watkins.

Riga—Glaser Bros. have formed a copartnership to succeed the grocery firm of A. C. Glaser & Son.

Lansing—Geo. Chandler has purchased the grocery stock and meat market of G. H. Lawrence & Co.

Ludington—James Gavin, formerly of the double brick store, has opened a grocery store on James street.

Ludington—Chas. H. Brant has purchased the interest of his partner in the grocery firm of Brandt & Guenette.

Manton—The Manton Produce Co. is the style of a new enterprise at this place. The capital stock is \$20,000.

Detroit—The Galloway-Pease Co. has been organized to succeed Galloway & Pease in the wholesale lumber business.

East Jordan—Wm. Bisnett has re-engaged in the meat business, having purchased the market of F. H. Bennett.

Battle Creek—C. F. Russell & Co. is the style of the new firm which succeeds Russell & Srackangast in the bazaar business.

Hartford—Bridges & Wells, grocers, have dissolved partnership. Wm. Bridges continues the business in his own name.

Chesaning—Fred H. Blakeslee has purchased the musical instrument and sewing machine stock of the Union Supply Co.

Traverse City—The Enterprise Grocery Co. has removed its stock to the store building at the corner of Union and State streets.

Mayville—The firm of J. F. Cartwright & Son has been organized to succeed Jos. F. Cartwright in the dry goods, grocery, shoes and clothing business.

Fennville—R. L. Riley & Co. have sold their drug stock to O. C. Pemberton, formerly engaged in the drug business at Mecosta.

Howell—Bruce N. Hickey has purchased the coal, feed and building material business of Parker Bros., at the Ann Arbor station.

Benton Harbor—R. M. Wells has begun the erection of a brick store building on Territorial street, which will be occupied as a drug store.

Capac—An independent telephone company has been organized here under the style of the Capac Telephone Co. It is capitalized at \$3,000.

Springport—Bancroft & Mitchell, dealers in dry goods and groceries, have dissolved partnership. The business is continued by J. T. Bancroft.

Hart—W. H. Watts, of Scranton, Pa., has engaged in the butter, egg and poultry business. He has also established a branch house at Shelby.

Lansing—Fred G. Stone has resigned his position as chief clerk in the pension office at Detroit to become manager of the Lansing Pure Food Co.

Battle Creek—Isaac Amberg, senior member of the drug firm of Amberg & Murphy, is very ill and fears are entertained that he will not recover.

Traverse City—W. D. Lyons, son of E. Lyons, the grocer, will have charge of the business in the future, the latter retiring on account of poor health.

Port Huron—Oscar Boice, who recently sold his drug stock on Pine Grove avenue to Joseph Lohrstorfer will embark in the drug business on Military street.

Lansing—Lawrence Price has sold his interest in the hardware firm of Price & Smith to Charles Barton. The style of the new partnership will be Smith & Barton.

Lansing—Geo. Schultz and John Graham have purchased the McBowdish grocery stock at 401 River street and will continue the business at the same location.

Collins—Earle R. Williams, of Tremain's Corners, has purchased the general stock of Sylvanus Baldwin. He will improve the store building and enlarge the stock.

Ludington—Charles H. Brant has purchased the interest of Lottie E. Guenette in the grocery business conducted under the style of Brant & Guenette.

Coats Grove—Henry Ragla has purchased the general stock of A. C. Wait, who will remove to Grand Rapids and continue the grocery business of the late Gary Baker.

Wyandotte—Gartner Bros. have merged their hardware business into a stock company, with a capital stock of \$10,000, under the style of the Gartner Hardware Co.

Pontiac—The Pontiac Cold Storage Co. has increased its capital stock from \$10,000 to \$15,000. This company has for the last three years paid 30 per cent. dividends annually.

Marshall—H. A. Snyder, who has been engaged in the wagonette business here for a number of years, has sold his stock at auction. He will probably go on the road as a salesman.

Jackson—A. F. Parmeter has sold his interest in the grocery business of Parmeter & Webster to his partner, A. E. Webster, and will shortly engage in the grocery business on his own account.

Traverse City—Arthur Rosenthal, who some time ago retired from the Boston store in order to embark in business at Manistee, has changed his plans and will open a clothing, men's furnishing goods and boot and shoe store in the Campbell block.

Dexter—The firm of Quish & Olsaver, hardware and implement dealers, has been changed, Mr. Olsaver having sold his interest to Harry Pratt, a former clerk. The new style is Quish & Pratt.

Allegan—George Phillips announces that he has sold his interest in the Miles Hardware Co., at Grand Rapids, and will devote his entire attention to the hardware establishment of Phillips Bros. here.

Coldwater—John Soderquist has purchased the interest of his partner, C. W. Roode, in the furniture firm of C. W. Roode & Co. and will continue the business under the style of the Enterprise Furniture store.

Evart—Wm. Bonesteel and E. S. Gough have formed a copartnership to engage in the sale of farm machinery and opened a salesroom in the building formerly occupied by the wagon shop of John Bailey.

Howell—Manuel & Co., dealers in musical instruments, implements, bicycles and sewing machines, have dissolved partnership. The business will be continued by Walter Burke, one of the former partners of the firm.

Kalamazoo—The stock of the Co-operative grocery, at 112 Portage street, has been purchased by Martin Reender and Edward F. Drury, who will continue the business at the same location under the style of Reender & Drury.

Detroit—The Weber Bros. Co. has been incorporated with \$5,000 capital, 60 per cent. paid in. Frank Weber holds 288 shares, August Weber 200, Frank L. Weber 10 and A. C. Stellwagen 2. The company will deal in wall paper, etc.

Jackson—Dr. Peter Hyndman has sold his interest in the drug stock of Giddings & Hyndman to the wife of his partner, Charles M. Giddings. The new firm—composed of Mr. Giddings and wife—will be known as Giddings & Co.

Lansing—A. M. Darling has sold his grocery stock on Turner street to A. M. Benson and will devote his attention to the Creole Cigar Co. and other business interests. Mr. Benson contemplates some improvements and extensions in his business.

Kalamazoo—Briggs & Ulrich have sold their drug stock, at the corner of Main and Rose streets, to W. W. Reburn, of Grand Rapids, and W. W. Munger, of Big Rapids, who will take possession of same on April 14. Messrs. Briggs and Ulrich expect to take a course in medicine.

Charlotte—Fred H. Loveland, of this city, and his brother-in-law Chas. E. Morgan, of Lee, Mass., under the firm name of F. H. Loveland & Co., have purchased the dry goods stock of J. F. Newman. The store building will be remodeled, including a new front entrance and steel ceiling.

Flint—Complaint has been made by residents of the First ward against five stores in that part of the city that have been doing business on Sunday, and the Prosecuting Attorney has issued an order directing them to discontinue the practice. As the order has not been made to apply to downtown stores that

keep open on Sunday, the First ward grocers are up in arms, and declare that they propose to invite a test case to find out whether the law stands for any discrimination in the enforcement of the new rule, by keeping their places of business open as usual next Sunday.

Detroit—Plans are being drawn for an addition to the building at Bates and Larned streets, occupied by Burnham, Stoepel & Co. and the Peerless Manufacturing Co. It will be utilized by the former firm, and will occupy the site of the old auditorium property on Larned street, owned by the Bagley estate.

Remus—Hoppough & Purdy have sold their drug stock to J. W. Kirtland, who will continue the business at the same location under the management of his son, Addison Kirtland. The Mecosta drug stock which he purchased of O. C. Pemberton is now managed by John L. Kirtland and the Lakeview stock will be managed by Dean Kirtland after June 1.

Detroit—Farrand, Williams & Clark have merged their business into a corporation under the same style. The corporation has a paid in capital stock of \$200,000. Oliver M. and Jacob S. Farrand, Jr., hold 5,000 shares each, Richard P. Williams 5,000, W. H. Clark 2,500 as guardian of Mary E. Clark, Frank E. Bogart and Harry F. Carver 1,000 each, Richard P. Williams, trustee, 500.

Detroit—Ward L. Andrus & Co. have merged their wholesale grocery business into a limited copartnership under the style of the Ward L. Andrus Co., Ltd., which is capitalized at \$42,000, fully paid in. The capital is contributed by a transfer to it of all the stock in trade, book accounts and all property of the present firm. The following constitute the board of managers: Ward L. Andrus, Chairman and Treasurer, \$7,300; Absalom Horner, Vice-Chairman, \$7,500; Samuel C. Tewksbury, \$25,000; Frank D. Andrus, \$2,000, and John Lewis, Secretary, \$200. The association is for five years.

Newaygo—L. E. Phillips, formerly on the road for Geo. H. Reeder & Co. and for the past year Western Michigan representative for the Western Shoe Co., of Toledo, has arranged to open a general store at this place under the style of the Phillips Bargain Emporium. He purchased his dry goods of Burnham, Stoepel & Co., his hats of G. A. Gates & Co., his shoes of Rindge, Kalmbach, Logie & Co., Ltd., Western Shoe Co. and Pontiac Shoe Co. and his groceries of the Musselman Grocer Co. Mr. Phillips spent his boyhood and young manhood here and enjoys a wide circle of acquaintances among the people who make this their trading point.

Manufacturing Matters.

Flint—The Flint Lumber Co. has increased its capital stock from \$15,000 to \$20,000.

Saranac—Talcott, Marshall & Graham succeed Kelly Bros. in the sawmill business.

Kalamazoo—The Cooley Harness Co. has been organized, with a capital stock of \$25,000.

Decatur (near)—The Geo. Kruse Brick Co. succeeds Geo. Kruse in the manufacture of bricks.

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

Harry H. Leusenkamp, dry goods dealer at 460 South Division street, has removed his stock to Clare.

F. N. Jones has added a line of shoes to his general stock at Custer. The Herold-Bertsch Shoe Co. furnished the stock.

Smith & Schantz succeed Smith, Peck & Schantz in the agricultural implement business at 10 and 12 North Front street.

W. H. Myers has added a stock of shoes to his general stock at Blanchard. The Herold-Bertsch Shoe Co. furnished the stock.

D. P. Roche has added a line of shoes to his grocery stock at Empire. The Herold-Bertsch Shoe Co. furnished the stock.

E. R. Harris has added a line of shoes to his general stock at Ellsworth. The Herold-Bertsch Shoe Co. furnished the stock.

C. E. Pearson has added a line of shoes to his general stock at Fremont. The Herold-Bertsch Shoe Co. furnished the stock.

E. A. Martin has added a line of shoes to his general stock at Brutus. The Herold-Bertsch Shoe Co. furnished the stock.

J. Bryant & Sons have added a stock of shoes to their general stock at Pellston. The Herold-Bertsch Shoe Co. furnished the stock.

H. C. Wendorff, grocer at 32 West Leonard street, has admitted to partnership Charles L. Ter Wee, who has been identified with the store in the capacity of clerk for the past six years. The new firm will be known as Wendorff & Co.

A. Atwood has purchased the grocery stock at 61 South Division street of E. Boughnere, formerly manager of the Grand Rapids Dairy Co., which business was sold some weeks ago to W. Parks and C. Parker and is continued under separate managements. Mr. Boughnere will remove to his farm, two miles north of Mill Creek.

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.

Beans—The Secretary of State estimates the bean crop of the State in 1900 at 3,012,472 bushels. This is the largest crop, excepting that of 1896, which amounted to 3,049,135 bushels, ever produced in the State. The estimated value of the crop of 1900 is \$6,000,000.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—\$2 per bbl.

Butter—Factory creamery is without change, commanding 27c for fancy and 26c for choice. Dairy grades are about the same as a week ago—20@22c for good and 18@20c for common. Receipts are increasing.

Cabbage—55@65c per doz.

Carrots—\$1.25 per bbl.

Celery—California Jumbo commands 90c per doz.

Cheese—A careful canvass of the market reveals no new features of interest. Stocks of old are being steadily reduced, and firmness exists on all sorts.

Cranberries—Cranberry growers of the United States had to their credit last year a crop of 1,000,000 bushels. Of the varied industries that have shown unusual results there are none with a more notable record, for the crop of 1900 was

569,000 bushels. These facts mean that the owners of the cranberry bogs will have received, when the crop is fully marketed, nearly \$1,700,000. Cranberry raising is an industry which, despite the popularity of the fruit, has commanded small attention from others than those directly interested. Capital is an absolute necessity to engage in it successfully, as a productive bog costs from \$300 to \$500 an acre to bring to a state of profitable bearing.

Dates—4 1/2 @ 5c per lb.

Eggs—Instead of weakening, as was expected, the market has been strong, probably due to the cold spell which has prevailed in this State for the past four or five days. The field is full of bidders and competition is strong. Local dealers pay 12@13c and sometimes a trifle better than the latter figure for stock from localities where the hens are large and the dealers handle eggs properly.

Figs—Five crown Turkey command 14c.

Green Onions—15c 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 \$3.50, Messinas \$3.60@3.75.

Lettuce—14@15c per lb. for hot house. Maple Sugar—10 1/2 c 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 \$3.60 per box for fancy.

Parsley—30c per doz.

Parsnips—\$1.50 per bbl.

Pieplant—9@10c per lb.

Potatoes—The market is weaker and lower all along the line.

Poultry—All kinds are very scarce and unusually firm. Dressed hens fetch 9@10c, chickens command 10@12c, turkey hens fetch 12@13c; gobblers command 11@12c, ducks fetch 12@13c, and geese 8@9c. Live pigeons are in moderate demand at 50@60c and squabs at \$1.20@2.

Radishes—30c per doz.

Spinach—75c per bu.

Strawberries—35c for Floridas.

Vegetable Oysters—20c per doz.

The Boys Behind the Counter.

Dowagiac—Sidney P. Mosher has resigned his position with R. Lewis & Co., druggists, to accept a position in the bank of Lee Bros. & Co.

Port Huron—Harvey Pettengill has resigned the management of the co-operative store at North Port Huron.

Cadillac—George C. Walker has resigned his position as manager of the ready-to-wear department of the S. W. Kramer dry goods store, after a service of three years to accept a position in the Comstock dry goods store at Ypsilanti.

Reed City—Miss Nellie Sykes, of Osego, is the new lady clerk in the Reed City Mercantile Co.'s (Jacobson's) store.

Ewart—Miss Etta Allen has resigned her position as cashier in the dry goods and clothing department of Davy & Co.'s stores, and Miss Lulu Cox has been installed in her place.

Howell—Harry B. Elliott has gone to Detroit to take a position with Burnham, Stoepel & Co., wholesale dry goods. He has been for many years with McPherson & Sons in the shoe department.

During the last few years of his life, Cecil Rhodes was the target of a vast amount of abuse from the pro-Boer section of the press of all countries. Now that he is dead Englishmen are amazed at the world-wide tributes to the empire builder. This is another proof that the world admires the man who accomplishes great deeds and possibly it indicates that some of the attacks on Rhodes were not wholly sincere.

The Grocery Market.

Sugars—The position of raw sugars the world over has changed for the better and prices have advanced 1-16c, with all indications pointing toward a further advance. Holders are now asking 1-16c per pound more, but no sales are reported at this advance. Should the demand for refined sugar improve this week, prices for raws will seek a higher level. The world's visible supply of raw sugar is 3,640,000 tons, showing an increase of 20,000 tons over March 20, 1902, and 730,000 tons over last year. The decided strong and upward tendency to prices for raw sugar maintains a firm market for refined, with moderate demand. Most of the trade, having supplied their wants for the present, prefer to hold off and await further developments, it being the general belief that prices will be advanced within a day or two.

Canned Goods—The canned goods market, as a whole, remains firm but rather quiet. Tomatoes, however, are the exception, there being a very good demand for spot goods, with the market strong and with a decided tendency toward higher prices. Futures are practically unchanged, being still very firmly held and experiencing a continued good demand. It is said that there never was a time in the history of the canned goods business when the preparations for the packing of this article were so extensive. Everywhere new canning factories are springing up and it is a well-known fact that a great deal of the old canning machinery that for years has been lying around idle has been sold for use during the coming season. The sales of future tomatoes this season are far in excess of the sales in 1901, and if the buying during the remainder of the season is in the same proportion as it was during the past two months, there may be no difficulty in disposing of the output of all these factories at good prices. Corn, both spot and futures, continues inactive. In peas the market for spot goods is firm, with good buying interest reported for all grades. Fancy grades are most enquired for, but stocks of this grade are light. Futures continue in fair request, with most packers entirely sold up and offerings very light. Gallon apples are firmly held, with practically no concessions allowed, but the demand seems to be exceedingly light and but few sales are reported. Pineapples are selling fairly well, with no change in price. Salmon is moving out well under a good steady consumptive demand. Sardines are easy and demand is very light.

Dried Fruits—The dried fruit market continues steady, with moderate demand for almost everything in the list. Somewhat more interest is noted in spot prunes, with consumptive demand very good, particularly for the large sizes. The small sizes are inclined to be quite dull. Raisins meet fair demand at unchanged prices. Apricots and peaches are strong and in fair request. Stocks are small. There is a moderate demand for currants at previous prices. Orders are small but are sufficient to keep the market in good condition. Dates are in active demand and very firmly held. Stocks of these goods are light. Figs continue very firm, with stocks about exhausted. There is a fair demand for evaporated apples at full prices. Stocks are exceedingly light and prospects are rather for higher than lower prices.

Rice—The rice market is firm, but quiet. Orders are mostly for small lots

for immediate use, but are sufficient to keep the market in good shape. The call is mostly for medium grades of domestic, with a fair demand for Japans.

Teas—The tea market is steady, but sales are small, being mostly for actual wants only. Notwithstanding the slow movement, holders of green teas, of which supplies are very limited, do not urge sales and will make no concessions in price. Although the statistical position continues strong, prospects are not particularly bright for renewed activity in the near future.

Molasses and Syrups—Dealers report a slow trade in molasses, orders being for small quantities of various grades to keep up a general assortment, for which firm unchanged prices are obtained. The position of the market is strong and, owing to the light supply of good sound molasses, prices have an upward tendency. Corn syrup is very quiet, most dealers having sufficient supplies on hand to last them for present requirements.

Fish—Business in this line is very quiet. Mackerel is steady but in light demand.

Nuts—Nuts, as a rule, are very quiet just now. Prices are generally firmly held, but the demand seems to have fallen off considerably. There is, however, an excellent demand for peanuts, which show an advance of 1/4c.

Rolled Oats—The rolled oats market is very quiet, most buyers having sufficient supplies for the present and are not in the market at present prices.

Pickles—Stocks of pickles are becoming exhausted and there is every indication of higher prices very soon. In fact, if the present demand continues, there will not be enough to go around and it will be some time yet before new crop goods can be expected.

Hides, Pelts, Furs, Tallow and Wool.

Hides are firm and poor in quality, with small receipts and prices high for tanners' use. The scarcity holds them firm and above buyers' views.

Pelts are not in sufficient quantity to quote. The few offerings are in good demand and high in value.

Furs are beginning to be an unknown article. The catch is small. Prices are fully up to any outlook apparent today to cover wants. The trade has been good.

Tallow is in good demand and selling at higher values for all that is offering. Stocks are light and find ready takers for all grades. Soapers' stocks of oils and greases are scarce and high.

Wool is weak and sluggish of sale. No large quantities are moved. Manufacturers are well supplied, while they are using large quantities. The strike agitation makes an uncertain market and no advance is looked for in the near future; in fact, dealers are glad to realize at old prices. The early-shorn wools are eagerly bought by local buyers at values which are likely to bring repentance later. Wm. T. Hess.

Charles H. Libby, who has spent the winter in California in search of health and happiness, has returned home with an ample supply of both. His face resembles a full moon when he smiles and his figure is about as broad as it is long. Notwithstanding his improvement, he is more than ever confirmed in the opinion that Michigan is the place for him.

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

Getting the People

The Value of Personality in Advertising Business.

The experiment of establishing an enterprise and building up trade without giving the business a name would be an impossible one to try, for the reason that where there was no name there would come no trade, except of course such accidental catch penny business as depends solely upon location—upon being where the buyers will chance to come, as a street corner vendor for instance. Trade built up solely by location is not properly within the province of business getting, it is only placing the wares in the way and letting business come. The advertising value resulting from the public learning that such commodities are to be there obtained is simply an effect of the location and increases its value. Any institution, to bring trade, must have a personality—a name.

The name need not be that of an individual, although it is a question whether it is not more difficult to give the same advertising value to a general name as would be the case if a personal designation were used. Thus the Fair Store of Chicago furnishes an instance in which an impersonal name is made successful by sheer force of persistent advertising. It would be interesting to enquire as to how much more it has taken to make the name Fair a success compared with that required to bring Marshall Field or J. V. Farwell into their present prominence in the public mind.

Perhaps the best advertised name in the American world of trade to-day is that of John Wanamaker. There is a coincidence in the fact that this name presents a happy euphonic iteration which has contributed in no small degree to its success, but primarily its position in the public mind is gained by personality. When the A. T. Stewart institution was proving a failure under impersonal advertising after the death of the founder, the Wanamaker name was brought into requisition to save it. Since that time the old name has also been kept, showing that its personality is still valuable. Then all are familiar with the general book advertising which is being pushed through the aid of the same name. The Century Company was not succeeding in selling its books so a scheme was devised to utilize the Century prestige by constituting a Century Club, but the man who sells the books is John Wanamaker. There is a flattering familiarity in receiving a letter signed, even in type-writer, by so great a name and no doubt many sales result from the unconscious influence of this fact. It is a great thing to be accounted worthy a membership in the "Century Club" by so great a man as "John Wanamaker."

The merchant in smaller towns who sacrifices his name to the idea of some high sounding emporium, bazaar or mercantile company makes a mistake. He may use such a designation if he will put his own name into use, as "Addison's Bazaar" or "Phillips' Emporium." But it usually happens in the long run that the public abbreviates the name by leaving off the last word—"Addison's," "Phillips'."

The customer likes to deal with some person. It does not always follow that an individual bearing the name must be in evidence. Thus so widely advertised an enterprise as the Youth's Companion appears under the name of



COPYRIGHTED 1908
L. ADLER, BROS. & CO.

New, Novel, Nice, Notable.

Our spring lines of L. Adler Bros. & Co.'s Rochester made suits and overcoats are the leading topic of discussion among the good dressers of this town—Nothing equal to them has ever been seen in ready-to-wear clothing and nothing superior in made-to-order garments. A good many men who have been paying high prices for the sake of being well dressed have discovered a new way of doing the trick and pocketing half their money. Clothing that bears the L. Adler Bros. & Co. label can always be depended upon, and we guarantee it fully. No man who takes pride in his appearance and who is opposed to the useless expenditure of money should neglect to see our complete showing of styles from this famous establishment.

New Block.

E. Wilhelm

Saved!

Exclaims nearly every one of our customers as he pockets the change after purchasing his Spring Suit.

Do YOU

want to save money, sir? Very well, then compare our \$8, \$10, \$12 and \$15 suits with the suits other stores offer for the same money. Do not compare the prices, as prices mean nothing, but compare the suit. If you find our \$12 suits as good as other clothiers' \$15 suits, you make a saving, don't you? Well, try it and see—for if you do, we believe you will come here and buy your suit, put the change in your pocket and shout

"Saved"

Just like the rest of our patrons. INVESTIGATE. Remember the word. Investigate.

Ad Fochtman's Department Store

THE BRICK STORE

At Butternut has long been headquarters for Staple Merchandise, and it was never more so than now.

I have the well known Baldwin, McGraw & Co's Shoes for Ladies, Gents, and Children. Also a full stock of Rubbers.

Dry Goods, work pants, Shirts, and Furnishings.

My Grocery Department is full, fresh and up-to-date Barrel Salt a Specialty. Highest price always paid for Butter and Eggs.

GEO. R. BANTON,

BUTTERNUT, MICH

ECKEL DRUG CO.

Our prescription department is made as nearly perfect as possible, using the purest and freshest drugs obtainable. Family receipts always have the best of attention.

You can have ingredients weighed out accurately, and properly labeled, at a charge no higher than is consistent with honest quality of goods, and educated skill in handling.

GEO. ECKEL, Ph.C.
Manager

311 Howard St.
Petoskey, Mich.

CLARK'S BAKERY

We are sole agents
for the

Morton Shaker Bread

IN MASON

HOME-MADE BAKING
A SPECIALTY.

C. S. CLARK, Prop.

HURRAH

for

Shepard

SOUTH MAIN ST.

the only --
place to buy

Groceries

Best of goods.
Right prices.
Prompt delivery

Perry Mason & Co., purely fictitious but of more advertising value than an impersonal company would be. There is a coldblooded quality in the advertising of abstract corporations which is not nearly so attractive as the individual. In some cases even these are helped by the strong personality of the individual members.

* * *

E. Wilhelm presents an example of interesting, convincing argument for the wearer of clothing which the printer handles in excellent taste. Possibly the paragraph in Roman type is a little long, but it would be difficult to leave out much without lessening the effect. A little more room next to the border would be an improvement.

Ad Fochtman starts out with somewhat more of sensationalism in his use of "saved," with an implied double meaning. There are catchiness and stir about the advertisement which will gain attention. The writer is well seconded by the printer. The cutting of the border for the first word is a good feature. The use of white is especially to be commended.

Geo. R. Banton writes a businesslike general advertisement. The printer would have done better to dispense with the flower pot and give larger display to some of the goods.

There is a modest, candid quality in the advertisement of the Eckel Drug Co. which is calculated to inspire confidence. There is not much chance for the printer in the space, but I think a better display letter could be found and unity of style would be an improvement.

One of the neatest and most effective displays I have recently seen is that of C. S. Clark. The matter is well adapted to the space and the separation of space by lines is just about right. There are two styles of type only in the display, but this is made admissible by the balancing of one in panels at top and bottom. Another noticeable feature is the proportioning of the face of border and liners to match the type. Then the use of suitable white gives clearness and prominence.

There is more of the sensational in the announcement of Mr. Shepard, which the printer handles as well as the space will admit. I do not think the cut and exclamation especially attractive or likely to bring trade, nor do I think that the statement that his store is the "only place to buy groceries" will bring him much business, because it is not true—and truth is the first element to be observed in local advertising. A circus can undoubtedly attract people by untruthful advertising, but a local dealer should hold himself down to hard cold facts, because he is catering to people who see him every day and can visit his place of business at any time to verify or disprove his published statements. I do not think Mr. Shepard has wilfully undertaken to mislead the people of Plainwell. More likely he prepared the copy hastily, without thinking how the statement that he is the only one would appear in print.

A New York florist who has large corner windows makes a practice of wrapping his most impressive floral productions in full sight of people passing in the street. There is seldom lack of a crowd to watch the various stages of tissue paper wrapping, silken ribbons, spraying, dainty boxes and other details of the preparation of American Beauties or masses of violets for delivery.

A piece of velvet is the best thing to use in brushing silk.

GOLDEN CALIFORNIA.

Boundless Possibilities of the State by the Golden Gate.

San Francisco, March 26—I enclose the price of a year's subscription for the Tradesman, for although I am a long way from Michigan, I wish to keep posted on Michigan business news and, of course, the best and only way to do this is to read the Michigan Tradesman.

One of my Grand Rapids wholesale grocer friends has suggested that I write a letter for publication in the Tradesman and, as this will be an easy way to greet my many Michigan friends whom I have not time to write to personally, I gladly avail myself of the suggestion.

I have not been here long enough to tell much of this great State, so can only give you my impressions of California.

Before coming here in February I was East to Maine, so, if necessary to get any better idea of winter in the East than can be had in Michigan, I sampled it all the way from Maine to California.

After coming through the miles of snowsheds on the Southern Pacific Railway, through the Sierra Nevada Mountains, the coming down the Pacific coast side of those mountains into spring and then the almost summer weather of California is very impressive.

It was February 10 and we found spring, with green grass and foliage, croaking frogs and singing birds, at Colfax, fifty miles northeast of Sacramento.

Coming down through the foothills we found fruit trees in bloom, and at Sacramento it was almost uncomfortably warm, in great contrast to the cold weather you were having in Michigan about that time.

It is in the foothills above Sacramento, in the American River district, that Fair Oaks is located, of which Messrs. O. W. Ruggles and F. J. Bramhall, of the Michigan Central Railway, and their associates are the owners. Fair Oaks is in a frostless belt of the foothills which enjoys the distinction of furnishing oranges and other products for market about a month earlier than Southern California fruit comes in, which gives them ready sale in the home market, saving the heavy freight cost of shipping East. It is also one of the few Northern California points where olives can be raised successfully. Between Sacramento and San Francisco we saw many roses and calla lilies in bloom in numerous dooryards.

San Francisco is the metropolis of the Pacific coast plainly enough, as it is also the center of wealth, for nearly all the large financial and commercial concerns of the State have either their head or branch offices here.

The monied and business men of this city are just now awakening to the wisdom and necessity of advertising the merits of Northern California as they have never done before. Most Eastern people know Southern California only because it has been so well advertised. As a matter of fact, there is more tillable land in the northern than in the southern half of California and, because it has not been so fully appropriated, it offers great opportunities to homeseekers, which will soon be advertised and proclaimed all over the country. J. A. Filcher, Secretary of the State Board of Trade, San Francisco, will gladly give any information desired regarding Northern California.

I have recently had occasion to go from Frisco to Los Angeles, 483 miles south. As I went through Santa Clara county in the night, I did not see much of that celebrated prune district and missed much of the beautiful scenery above Santa Barbara, but from there down, part of the way close along the Pacific ocean and then through the walnut, orange and lemon ranches, the sights, strange to an Easterner, were well worth the trip. As pretty a sight as any to me are the orange and lemon trees, hanging full of ripe and ripening fruit showing with striking effect among the rich green foliage.

Los Angeles is the bustling city of Southern California, best known of all

California cities to Eastern tourists, the credit for which is due largely to its Chamber of Commerce and its tireless Secretary, Frank Wiggins. The Chamber of Commerce public exhibit of California fruits and products on South Broadway is one of the sights worth seeing. In the same building Mr. Wiggins has a corps of assistants busy sending out literature giving full information regarding Southern California, which is sent to any applicant who encloses a 5 cent stamp for return postage. Besides the value to those especially interested, the instructive value is worth many times the 5 cent stamp.

Los Angeles is the center of the citrus fruit industry and principal shipping point of oranges and lemons East, running as many as 150 or more cars daily in height of the season. There were said to be 25,000 to 30,000 strangers (tourists) in the city when I was there the middle of March.

Right here let me say that most Eastern people have a wrong idea of the climate of California. They think because the winter is so mild that the summer must be insufferably hot. The truth is the average temperature for the summer is much lower in California than in Michigan and there are but few nights, if any, when one can do without blankets.

To cut this short, there is a great opportunity in California for more people. It is a vast State. Its length is equal to the distance from New York City to the Mississippi River. There would be room for all the New England States in the San Joaquin Valley alone. It is almost three times the size of Michigan, and has about half the population that Michigan has, which is a good illustration for figuring the ratio of opportunity here. California has the entire United States for a market, besides being the door to the Orient, if her business men will take advantage of their opportunity. Her total shipments East last year of fruit and vegetable products alone were over 68,000 cars of ten tons each, besides large home consumption. This year's showing will probably largely exceed that of last year.

A full showing of the extent of the fruit industry of California and the Pacific coast will soon appear in the New York Commercial and will be worth the reading of every Michigan merchant. In representing the New York Commercial here I have not, as yet, any snap, for although those who know the paper take off their hats to it as the standard daily business newspaper of the country, and although we alone advertise the Pacific coast with a page of daily news service, in which California should have first place, Californians, so far, are not crowding each other any in the rush to support the service. The rush will come later, when we have earned their confidence.

Personal acquaintance, I judge, counts here, as in the Upper Peninsula of Michigan. I think I can safely say that I had the confidence of jobbers and retailers of Michigan with whom I did business, and I expect to get the same standing here by the same square dealing.

G. A. Bolster.

Almost Human Acquisitiveness.

The young pig could reach the swill well enough by putting its snout over the side of the trough, but it was not satisfied with that. It proceeded to get all four of its feet in the trough.

But the mother of the pigs thrust the greedy young monopolist to one side. "Get out of that, you selfish, grasping thing!" she said. "You remind me so much of human beings."

Backing Another's Judgment.

"Why do men flock after the widows?" "Because," explained the sweet young thing, not without a touch of bitterness, "the average man lacks confidence in his own judgment; and in the case of a widow he feels that he is merely backing the judgment of another man."

When your wife is perfectly sure that a missing article is not in a certain place, that is the best place to look for it.

Asphalt Torpedo-Gravel

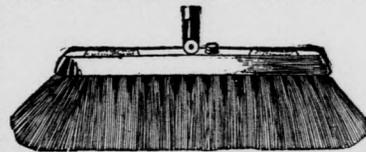
Ready Roofing

SUITABLE FOR BOTH STEEL AND FLAT ROOFS

Manufactured by H. M. REYNOLDS ROOFING CO., GRAND RAPIDS, MICH.

Juggling With Death

That's exactly what is being done every day by the users of the old corn broom. Disease lurks in dust—no dust—no disease. The World's Only Sanitary Dustless Floor Brush prevents dust.



We want a wide-awake merchant in every town.

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

CERESOTA has won the confidence of housekeepers and storekeepers. It never comes back to the seller because it never disappoints the user. It costs a trifle more than ordinary flour and it is worth more.

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

Orange and Lemon Ice

The Latest and Bakers' Best	A New Creation A Dainty Inviting Cake Only by	Cans or Boxes Only 10 Cents
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National Biscuit Company
Grand Rapids, Michigan

MICHIGAN TRADESMAN

Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 2, 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 26, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

THE BUGBEAR OF EUROPE.

In the eye of Europe, Russia is a bugbear, a potential evil, which has to be combated on every hand. Her strength, her total indifference to the political rights of other nations, her utter disregard of national conventionalities and the molelike workings of her diplomats are a continual source of terror. She is, indeed, without parallel in the world's history. Aggressive to the verge of madness, pushing her boundaries ever toward a southern sea, it would appear that there was no country so inherently strong, while the truth is there is no big nation, with the exception of China, so internally weak. She seethes with discontent. There is hardly a province of that empire in which there is not a disturbance. It is only when rioting takes place in the capital that the outer world knows of it. The system of secrecy is well maintained, and it is only to the few that Russia's weakness is known.

At the present time Russia has been occupying much of the attention of other nations. Her actions in Manchuria have not been exactly above-board and honorable. She has tried to throw dust in the eyes of the diplomats that were assembled in Peking, and it may be said that only through an accident was made known the secret treaty which the Russian Minister was attempting to have the late Li Hung Chang sign. This document would have practically made over to Russia the vast province of Manchuria, with the exclusive right to construct railroads, the sole right to work the mines and the right to exclude from the territory any and all foreigners. This step was sufficient to provoke war. But Russia knew that Great Britain's hands were tied in South Africa and that France and Germany were indifferent.

The only nations she would displease would be Japan, England and China. China was helpless and Russia felt she could have her own way and practically has had it. Manchuria is now, in fact, a Russian province. Russian troops overthrew the place. Russian punishment is dealt out fiercely at the slightest movement of discontent; and Russian anger is easily provoked. During the recent war the residents of a Chinese city attempted to defend their homes from the Russian soldiery. Orders were issued to kill men, women and children, and the river ran red with blood. The General who asked the Emperor to be merciful unto the inhabitants of another city was removed from his high position. Is it, then, any wonder that a spirit so cruel and revengeful should have a reactionary effect upon its own people and that students who are supposed to live a life of contemplation and retirement should embroil themselves in rioting and bloodshed?

EMPLOYING THE UNEMPLOYED.

How to employ the unemployed is one of the social and economic problems which is attracting no small amount of attention, but for which as yet no satisfactory solution has been reached. There are, of course, two classes of the unemployed—those who do not wish to work and those who would gladly work if they had the opportunity. It is for the latter class that help is most needed. Penalties rather than assistance should be provided for tramps and all the unemployed of the first class. Chief Wadlin, of the Massachusetts Bureau of Labor Statistics, has written an able pamphlet on this question which gives much valuable information historical and otherwise. In France Napoleon III. undertook the task of giving work to the unemployed and Paris became a most beautiful city. As a result, the laboring classes were given opportunity to earn wages and became correspondingly prosperous and France was enabled to pay an enormous war debt with comparative ease. Belgium and Holland more than seventy-five years ago instituted what were known as labor colonies, care being taken to keep tramps and beggars away from the really industrious classes.

Switzerland and Austria, as well as Germany, have done something in this direction. The Salvation Army established a labor colony in England in 1891. France at the time of the revolution of 1848 passed a decree pledging its government to guarantee work to every citizen. There is no doubt that the policy of providing work for all wanting it will result in permanent prosperity for the community, the state or the nation which undertakes it. It is not so easy, however, to put into practical operation the very excellent theories which can be drawn up to provide such employment. One of the best uses to which money derived by taxation of the people can be put is in the economical construction of public improvements which shall furnish work to the citizens. That would be an ideal condition in which all willing to work should have the opportunity, and how to reach it may very properly be the subject of consideration by the students of political economy.

The best way to get ahead of the other fellow is to advertise oftener and better—and pay better attention to your business.

THE PRESS AND THE PULPIT.

The first editor of America, Benjamin Franklin, was described by the first editor of a later day, William Cullen Bryant, as a printer who did not drink, a philosopher who wrote common sense and a politician who did not steal. These two good men are dead; and as some persons would have us believe, all the goodness in editors died with them. But it seems probable that there are still some good men left among present-day editors—men who are temperate, sensible and honest. The press is, after all, not quite so black—nor so yellow—as it has sometimes been painted, especially of late by certain well-meaning clergymen of the East. Bad as it may be in some quarters, it is largely the fault of the people who read. The newspaper is, after all, just about what the people choose to have it; and if they want it better they can make it better. All newspaper men are not good men, but if American papers had no morals the country would certainly be in a much worse case than it is. To print what happens as soon as it happens—and sometimes sooner—and to speak the truth before other people know anything about it is so difficult that the newspapers rarely get full credit for the effort they make to do it. A certain amount of news that is not so is inevitable and is the price we pay for speed. As a prominent editor has said, "If we are to have news while it is news, there will always be mistakes." But now and then we get deliberate inventions and it seems reasonable that the public should know whether the inventor of the lie suffers any inconvenience at the hands of the editor.

It is not a newspaper's chief business to make people better, but incidentally it may certainly do something to that end. Now it is the business of the pulpit to make people better; and as the pulpit makes frequent criticism of the press, telling folks how shockingly bad it is, perhaps some well-meant kindly suggestions from the press might not be unacceptable to the pulpit. Doubtless the newspapers have profited by pulpit criticism, and now, in return, possibly the pulpit might be willing to listen to and mull over a few modest suggestions from the press.

Newspaper men, bad as they are, sometimes go to church, and, on the whole, they hear fairly good sermons. It is very noticeable that when preaching is good people generally find it out. But it does seem to the average layman that the subjects generally chosen for the minister's discourses are often from a range of life which is by comparison very narrow. And these are the ministers who complain that so few men, including editors, come to church. When preaching is good and on vital subjects, and a real man is in the pulpit, men will go to listen. There is no trouble about that. There was never any trouble about the audiences of Phillips Brooks or Edward Everett Hale. Rain or shine, they were there. And if you wanted to know what was going on in the real life of Boston you went and listened to them. It was preaching made from subjects which their talk with men and their intimacy with real affairs suggested. On the other hand, if one will examine a list of sermon subjects, as printed in the Sunday church notices or in homiletical journals, he will find that the topics are largely ecclesiastical—they savor more or less of the cloister. We need plain, old-fashioned talk in our pulpits. We

need preaching of the sort that will make men think not so much about Adam as about his posterity, and not so much about the abstruse themes of theology as about something that will help at the washtub or at the desk, or on the street and in the home, and the daily discharge of manly and womanly duties. So shall the newspapers be more likely to follow the preachers than the preachers to follow them. Let the church cease its anxious worry about machinery, trust its prophets and turn its Pharisees out of doors; help men and women to do their work in their own place, thinking not alone of themselves but living for others. So shall the pulpit do yet more toward bringing in the kingdom of God.

Something like the millennium has arrived in Wilkesbarre and neighboring places in Pennsylvania. It is reported that the Retail Liquor Dealers' Association has joined hands with the Anti-Saloon League to secure the enforcement of the law prohibiting the sale of liquor on Sunday. The dealers appointed a committee to patrol the city of Wilkesbarre and see that all bars were kept closed. In one case the committee made a raid and forcibly ejected a crowd that was holding forth in a saloon. Could sentiment be developed to a similar extent in other cities, the Sunday question would be speedily solved. It is a fact that many saloonkeepers would prefer not to do business on Sunday. They would like to have this day for rest and recreation as other people do. Many of them keep their places open on Sunday, not because the profits of the business on that day are large, but because they fear if they are not open on this day their regular patrons will seek other resorts and will not return to them. Alcoholic beverages are not a necessity, and even those who are accustomed to indulge in the use of them could manage to get along without visiting saloons one day in the week.

A creamery man of the Elgin district made the statement that among his patrons were some who did not now and never had realized more than \$35 as an average per year from each of the cows in their herds. He told of one patron who takes the trouble to keep an account of the feed he gives his cows and the receipts from milk and his average is \$35. One other patron, who has none but common cows, realized no more than the above sum on his cows until he decided to accept the advice of the creamery man on the care and feed he should give them. He was one of those patrons who, if he wanted to stay in town until 10 o'clock at night, did so, and the feeding of his half dozen cows was done after he got home. He had no particular knowledge about feeding, but when he finally came to believe that he could make money by following the creamery man's advice, he went to work to learn and do his work properly. He succeeded in bringing his common cows up to being \$55 instead of \$35 cows.

It is claimed that there are excellent prospects for the bicycle trade this year. There was a great falling off in the number of riders last year and some professed to believe that it would be but a little time before bicycles would become as extinct as roller skates. But the bicycle is a thing of utility as well as a device for pleasure and exercise, and until it is surpassed by some other machine it will retain its popularity.

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

March 26, 1902.

MR. MERCHANT,

Dear Sir:

We again want to call your attention to the fact that we will save you money when you are ready to place your orders for FIREWORKS.

A postal will bring you our price list, which will be out this week.

Yours truly,

THE FRANK B. TAYLOR COMPANY.

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.

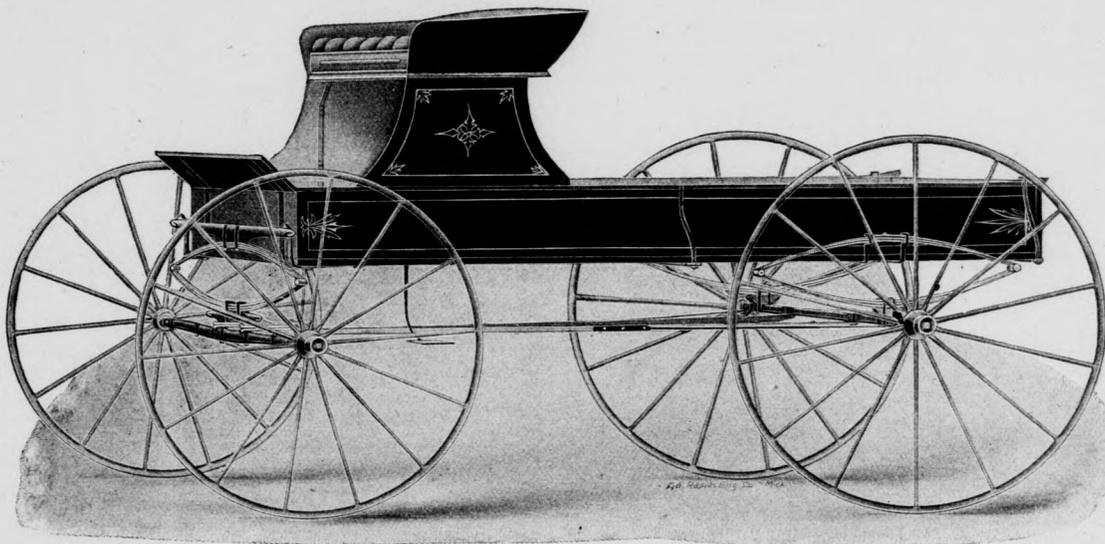
We guarantee to deliver a gas of uniform quality free from smoke or smell.

Manufactured by

Michigan Brick and Tile Machine Co.

Morenci, Michigan

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.

Clothing

Fads and Fashions of the Best Dressers in Gotham.

Do you know that some half dozen men in New York City, who are considered in the most exclusive sets to be the best dressers in this country, actually have not changed the cut of their suits, hats, shoes or cravats for at least five years, that is, since they reached maturity. The reason is this: They are men of most excellent taste and instead of being influenced by every passing fancy or fashion, they studied themselves, experimented, and finally decided upon the shapes that were most becoming to them and adopted them. Every article they wear is made to order; their tailors have their patterns for their own exclusive use, their hatmakers keep their hat blocks and their shoemakers their lasts. It is the same with shirts, collars and cuffs, always attached, gloves, underwear and hosiery, the shapes are always the same. One would think that they would look almost grotesque in five or six years old style of hats, but no, you meet them in a crowd and the only thought that crosses your mind is that they are exceedingly well dressed young men and you would like very much to know where they buy their hats and who their tailor is. The hat may be a little lower crown or narrower brim than you had been led by your hatter to believe was correct for the season, but you like it better and it looks so very well on the wearer that it must be a new style, perhaps something just over from England.

Common sense has told these men that the same fashions can not be becoming to all, but on the contrary the styles that are becoming to each person are very limited; in fact, there is really only one shape of hat that should properly be worn by each person. There is only one shape of shoe that will properly fit each person; there is only one style of coat that will have the best effect on each person, etc. Each of these must be decided upon and selected individually and the result is that the man so clad has the appearance of being better dressed than his friend who dresses according to the latest fashion, veers with the wind, and perhaps spends far more on his raiment.

They can allow themselves more latitude in regard to colors, and fabric patterns, but even there they must limit themselves and study their own peculiarities.

There is another class of men who, while they do not confine themselves to one shape, but on the contrary follow the fashions, so modify them that they are to a considerable extent adapted to their own peculiarities. Everything they wear is made expressly for them, but instead of using exactly the same patterns for clothes and blocks for hats, they are constantly being changed to suit the prevailing fashions. Such men always look well dressed, not strikingly so, except when the make especially suits them; neither are they selected for especially stylish men, for you see that they just miss it each way, yet they can always be considered beyond reproach from either point of view.

The top coat or spring overcoat, as it is now more generally termed, is popular with more classes of people than ever before. Of course it has always been a garment that every man was bound to have who paid the slightest attention to good dressing, and there is

also that class of people who have other reasons, such as health or comfort, who find the necessity of wearing these garments, but there are at the same time a great many men who neither care for the style nor need it for comfort and who never think of investing a few dollars in one of these most convenient garments. As we stated above, however, the use of the spring overcoat has been greatly increased and practically every state above Mason & Dixon line can point to its increased use. Even the Bowery swell, when he dons his "Sunday-go-to-meeting clothes," must have his "top cover."

The two styles that are popular this season are the two extremes of length: the very short coat and the very long coat. The latter are frequently, in fact we might say almost invariably, made of some rain-proof fabric such as "Cravenette" cloths. The short coat is made from coverts, vicunas, occasionally, and once in a while undressed worsteds, but the two latter are not frequently in the short coat. This coat, by the way, is used more for daylight and general business wear, while the longer coat is for evening and more dressy occasions. While there are no sets of rules or sharp lines drawn by Dame Fashion in this regard, it seems to be an accepted unwritten law that gives the above as the best usage. If you wear your long coat during the daytime, you will be perfectly correct, so will you if you wear your short coat for the evening, although good taste will tell you that it is not proper to wear your short coat over your evening clothes or over your frock coat, although at one time, not so very many years ago, this was seen in the former case. A long spring overcoat made from "Cravenette" rain-proof cloths is really a most useful garment and will undoubtedly hold its popularity for some time to come.

The fashions in haberdashery in slightly modified forms follow designs of last summer, that is, the medium and low-fold collars, narrow derby, four-in-hand ties, batwing ties, plaited negligee shirts and, for the extreme dressers, the broad-end Imperial to wear with the standing collar or wing collar will be the popular tie for summer daylight dress occasions. The wing collar will be worn largely to the exclusion of other styles in the spring, but with the coming of the soft shirt and the discarding of the waistcoats, the wing collar will disappear for daily wear and the fold collar will take its place and with it the narrow derby and bow ties. The wide stitching that we saw last summer on some of these collars will be more prominent this summer; the front opening will be a little wider than a year ago and the corners may be either rounded or square as the individual wearer desires.

This season's negligee shirts will be in both plain and plaited styles. I have my doubts about the latter continuing their popularity throughout the summer although it may. The former, however, will always be in good form, whenever the negligee shirt can be worn. Quiet designs will be the only things proper. There will be many flannel shirts worn this season with very narrow cuffs, cut up from small patterned fabrics; neat stripes, small checks and a few other very mild effects.

The fancy half hose will continue throughout the season, undoubtedly, for we doubt very much that the light effects that a number of haberdashers are showing will prove very popular.

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.

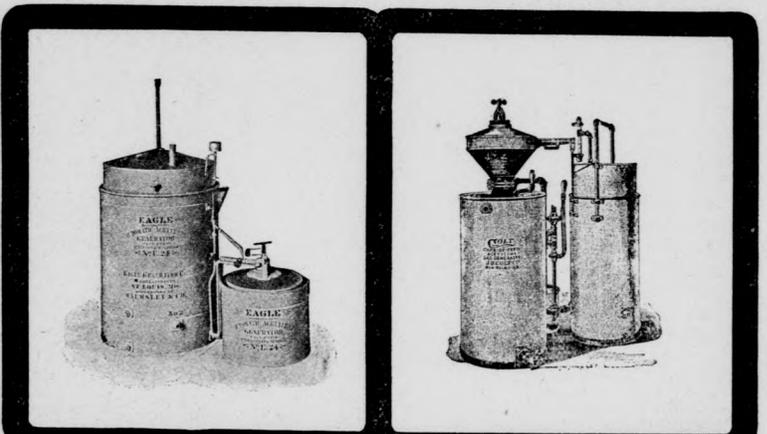
Over Two Million and a Quarter Dollars' Worth

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



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.

Of course it goes without saying that low shoes will be a correct style; for it is due to the low shoes that fancy hosiery continues its reign. In the fancy hosiery, neat clocks on solid colors promise to be in excellent form.

We have not yet been favored with a view in this country of the velvet cuff on the frock coat, about which we have recently heard so much in Merrie England. This cuff, by the way, would in many ways be a most welcome change for we have long wanted something of this nature on our semi-dress clothes and full evening clothes as well for that matter. The great trouble will be that every cheap tailor in the country will be making use of it when once it starts and it will be run into the ground.

I was asked a few days ago if there was any prospects of reform in men's evening clothes. It is the same old story and emphatically do I say, no, there is no immediate prospect of anything radical in this line. Very slight minor changes are all that can be looked for, and furthermore it is all that is wanted for some time to come.

For the bath robe a man of gentle tastes will desire something nice even although he is the only one to see it when worn. Among the latest fabrics for these robes are the soft mercerized cheviots; of course it is cut very large and very long, in fact, so long that it just escapes the floor, and tripping the wearer up. They are built so large and roomy that fastenings are hardly necessary, the idea being to wrap them around one's body; if desired, however, a frog or button and buttonhole may be used at the throat, or if you please a gold hook and eye or a studded clasp. A cord of heavy braid encircles the waist and is loosely tied in a bow knot at the side. Some go even further than this; they use four frogs down the front, but it is neither as comfortable nor convenient as to wrap the robe around you and tie it with a cord. I recently saw one of these garments that had six large gold buttons for fastening, but buttons are not in keeping with the negligee effect sought in these garments.

The mercerized cheviots may be obtained in an endless variety of shades; blue, pink, red, lavender and yellow predominating, and this background is readily relieved by figures and figured stripes of varied hues and designs, many of which suggest strongly the patterns of Dresden China.

One of the best patterns shown me had a bright blue background and about four inches apart were half-inch stripes of tiny red roses; these stripes of course ran up and down. A gown of this style might appropriately be lined with terry cloth of good tone; white is really the best but a deep cream or a light brown is preferred by some, but by all means have it plain. This wrap, however, made with a lining, would be rather heavy for summer although very appropriate for the winter.

For the summer a wrap of terry cloth unlined, fastened at the throat by a button and at the waist with a linen cord similar to the style mentioned above will be very convenient, although it can lay no claim to beauty, but it will absorb any moisture left on the body, and you may thereby avoid a vigorous rubbing on a hot day.

One or two of my friends who may be called "extremists" in dress, wear for a summer bath robe a Japanese kimona. These are made without linings, of various fabrics, the same as the

wraps described above, but they are built on the regular kimona lines.

The newest slipper for the bath is called the "Florodora," a queer arrangement similar to the Chinese boot, having a round strip for the heel, caught at each end to the sole while the toe is made of a V-shaped strap, allowing the toes to poke through and hold it on the foot.

Two of my friends at the club who are always on the lookout for utility, claim that the bath robe is a nuisance, especially as they always want to walk about a little after bathing in the privacy of their own apartments, and they have had made for themselves a set of garments similar to pajamas, consisting of a coat and breeches made of terry cloth.

One of the most costly as well as the richest house garment I ever saw was made for this winter of black velvet, which fell in graceful folds from the shoulder to the floor, faced and trimmed with white French knots and lined with a heavy black silk. To some this mass of black velvet might be depressing, so you might make your house gown, if

you choose, of silk brocheau, embossed in very deep red, with sunken silver threads, and trimmed with red silk cord or braid and lined with silk of reddish hue. This garment is most restful if rightly made. Of course this should be seen by no one but yourself, as it is to be worn in the privacy of your own room. There should be no effort to secure a fit save at the throat and the shoulders; the rest should simply be large and roomy. At the throat two frogs should hold it in place and at the waist a heavy silk cord, which is always loosely tied, permitting it to sink into the folds of the garment.

A Bell Ringer.

It was in a country village that the swain had proposed for the hand of the village beauty and had been successful and carried off the palm. He had bought the engagement ring and was hurrying as fast as his two feet would carry him to the home of his adored one. A friend tried to stop him to make enquiry concerning his haste.

"Hello, there, Bob! Is there a fire?"
 "Yes," replied Bob, with what breath he had left, "my heart's on fire and I'm going now to ring the village belle."

Ask to see Samples of
**Pan-American
 Guaranteed Clothing**
 Makers
Wile Bros. & Weill, Buffalo, N.Y.

We'll Give You Fits

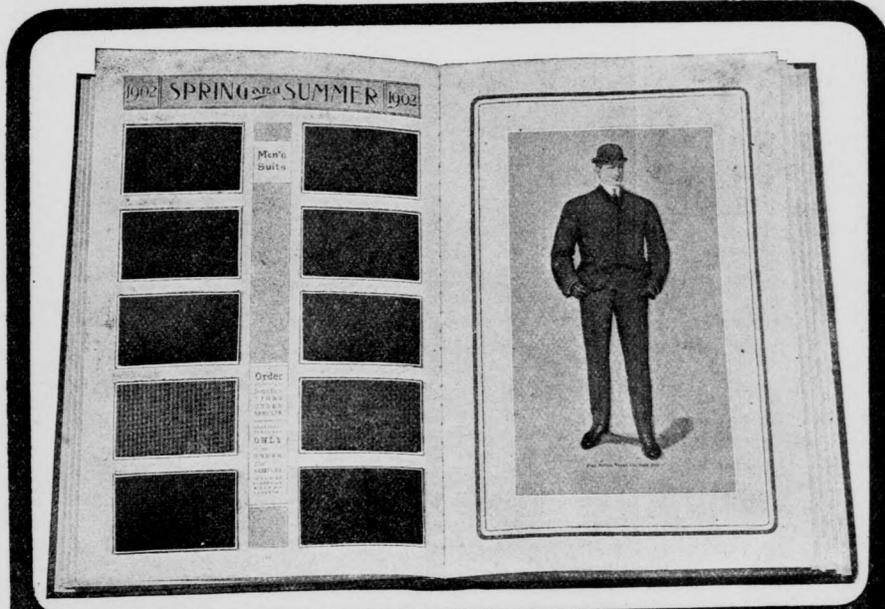
this season and also increase your glove trade if you will purchase the celebrated glove line of
**MASON, CAMPBELL & CO.,
 JOHNSTOWN, N. Y.**

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.

Shoes and Rubbers

How One Shoe Clerk Waits on Customers.

Speaking of "How to Wait on a Customer" there are a great many points to be considered. One point is, how must I dress myself? A clerk must at all times be neat and tidy about his person. He need not be the leader of fashion, but he can always have his clothes brushed, his hair combed neatly, clean hands and face, clean linen and polished shoes. He will appear better to the customer that way than if he always worries over the change of fashion.

To be a good shoe salesman is not simply to know how to sell a man or woman a pair of shoes or rubbers. You must please every customer if possible and by so doing you may secure from them their future business, also remember that the interest of your employer is also your interest, for if he does not succeed your salary is sure to decrease or stop altogether.

Now I think we have explained that point, the next is the manner of approaching a customer. We have all had enough experience to know that all customers can not be handled alike. Meet them at the door with a "How do you do," "good morning," or "evening," whatever the time may be and ask them to be seated.

It may be customary with some to say, "What size do you wear?" "Do you want button or lace?" "Would you like a light or heavy shoe?" and "How much do you want to pay?" and a dozen other questions. It is a great deal easier to remove the old shoe, and after looking at it, you can form your plans of waiting on your customer; you can also notice the size and if the shoe fits correctly and you can judge the weight and quality of the shoe wanted.

Show one or two shoes before you ask any questions, and if the customer wants a different shape or better shoe, she will soon tell you and make it easier for you to proceed. Never be backward about taking down your stock to show it. You can never sell goods on the shelf. You may say it is too much trouble. It is not trouble, it is business, and your employer hires you to do it.

Make it a point never to lose a sale. If customers tell you they will look around and see if they can do better, tell them you have something else that you would like to show them. Talk pleasantly to them, and it is seldom that you will miss a sale. Kindness and gentlemanly ways have won more patronage than a great many other things that business men do to secure trade.

Of course you will have a great many difficulties to contend with. Some customers may think they know more about shoes than you do. Let them think they know a great deal, but you can convince them that you also know your business. Agree with them as much as you can. They will soon see that you are agreeable, and you will sell them.

I had an experience one day that tried my patience. A lady came in the store and asked to see some fine dress shoes. I commenced showing her some nice shoes at \$3 but they did not suit her, but in the conversation I found that she did not want that priced shoe, so I dropped to \$2. I could fit her very nicely in that, but it did not suit. I then judged that she wanted something cheaper, and she tried a \$1.50 shoe. I noticed that came nearer being it but she did not like that. I then asked her what priced shoe she would like. She

said she thought she could get a fine shoe for \$1.25. We did not have one for that price and it took me quite a while to sell her the one for \$1.50, but I finally made it.

Another point is the manner in which you treat your customers. Your conversation should be such as to instill confidence in them. They will then be assured that you understand your business, and know how to correctly fit a shoe on them.

Be polite. When I speak of that I do not mean for you to go to extremes and be a flatterer. Some salesmen flatter the customer's beauty, methods or habits. It is just as bad to make use of misplaced flattery as it is to be gruff and impolite.

Do not misrepresent your goods. It will kill your employer's business as quickly as bad money in exchange for good. Sell good honest shoes. If you know they are not up to the standard, and have paper counters or soles, tell your customer so. He will appreciate it. He may not know as much about shoes as you do, and he depends on you to give him good goods.

Do not dictate to your customers. If they ask for a size or shape that you know is not right, show it to them. Try it on and then if it does not fit, say that "We will try to get another pair."

You may have a headache, a toothache, or some other ailment that will make you feel very mean, but do not let it get the best of you when waiting on a customer.

And now that you have made a sale, do not forget if you promised laces, to put them in. See that your packages are wrapped up neatly, hand them to your customers, see them to the door, and with a "Good day, call again," bow them out, and you have done all that man can do. Afterwards those same customers will ask for that clerk.

One more point, do not try to get away from a poorly dressed customer. You do not know what kind of a heart is under the ragged clothes.

Remember these few lines. Make no promises you can not keep. Be careful in all your business transactions. Obey all your employer's orders as promptly as possible. Treat everybody in a courteous manner. Consider the feelings of others, and you will have no one to fear, your conscience will be clear, and your success as a salesman will be great.—M. P. Goddis in Boot and Shoe Recorder.

She Executed the Songs.

It is told of Dr. Damrosch that some one enquired concerning a young woman, who had sung at an amateur concert at which he was present.

"She executed two songs," was the reply.

"Yes, I know," said the other; "but how did she sing?"

"I said," repeated the musician, "that she executed two songs."

The man with money to burn generally meets his match.

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

3 Things You Must Have

The Lacit

A Boston rolled-edged duck rubber like the Itaska, only it laces instead of buckles, and is thus enabled to fit close and snug over any instep.

The Motorman's Gaiter

A high-cut, rolled-edged, cloth-topped rubber shoe of medium heft, thoroughly efficient for excluding wet and cold.

The Leather-Top

Those made by us are 4, 8, 12, 15 and 18 inches in height. Leather and workmanship of the best. The shells are Boston duck, rolled-edged rubbers. Bound to be more popular than ever next season.

Boston Rubber Shoe Co.'s goods are always durable.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Michigan



**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



**Snedcor &
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

We carry the finest fitting rubbers made.

The Goodyear Glove



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.

How a Lady Would Start a Shoe Store.

As I have been raised in a farming country, I would select a country town of about 2,000 inhabitants. Had I been raised in a mining or lumbering country, I would select one of these towns. My theory is to go about something with which my mind is familiar. I would select a town, with a gradually increasing growth, not one on an instantaneous boom, nor the opposite, a death decline, but rather one which is sure. Next, the competition. Having a certain capital I could not well stand a great slashing and cutting of prices. I would choose a town where I saw the need of an extra shoe store, where competition was fair, but lively enough to bring trade.

If I did not live in the town in which I intended to locate, I would go there personally, and while making all necessary arrangements, try to make as many acquaintances as possible. I would rent the most desirable building in the best location, which would probably cost about \$30 per month, and secure it by a lease of at least one year.

The woodwork and counters would be painted white, trimmed with green. The floor stained and oiled heavily. Then I would have a bordered strip of carpet, extending from the front door back through the room. Over halfway back would set a white enameled screen, filled with white and green silkoline. Back of this would be two long, inexpensive settees, opposite each other, with a velvet rug between, and with the addition of a couple of foot stools, this would complete this part of the store. Buy a couple of chairs and rattan rockers and place them around invitingly for waiting people, but not loafers. My entire outfit of fixtures would not cost me probably \$60.

I next would secure one good reliable salesman to help me as soon as my stock arrived. His requisites should be neatness in person and in work, politeness, honesty, accuracy and good salesmanship.

Then after placing appropriate advertising cards on the doors and windows of my room, and leaving an advertisement to be published in the best papers of the town, I would go personally to St. Louis to buy my full opening stock, which I will suppose is to be a spring stock. I would figure on investing my whole capital, excepting about \$150 to have on hand for opening day, freight and insurance. I would not figure on holding much of this capital in reserve, as my sales should amount to enough in a few days to supply me with ready money. From the beginning I would figure on turning my profits into stock, until I had all I wished for capital in my store. As my capital increased I would add fixtures as I saw I wanted them.

Upon arriving in market I would go to some reliable manufacturing establishment, explain to them my place of business, occupations of my community, my capital, etc. I would also tell them of my intention to pay cash for stock so as to get the inside margin on prices. Beginning at men's work shoes, I would invest about \$200. This would give me quite a variety of kinds and sizes. Next in men's medium grade I would invest about \$200, and in first grade shoes I would use about \$400.

I would now have left over \$1,000 to invest in ladies' and children's shoes. Of this I would use \$200 for ladies' coarse and medium shoes, about \$250 in ladies' fine shoes and oxfords, and \$100

for boys' coarse and fine shoes. Then I would invest \$250 in children's and misses' shoes and all grades of rubbers. After this I would have \$200 left, with which I should visit houses in the city and pick out my fancy, catchy goods or any real bargains. These would brighten up my line, and if without scrimping my capital, I could buy a showcase or so, I would visit some house and buy a medium priced showcase.

After returning, I would at once make ready for my goods, and as soon as they came in I would carefully check them with my bill and mark at a reasonable profit. If everything checked correctly I would check full amount of bills to each house. As advertised, I should be prepared at opening day with neatly arranged store, catchily trimmed windows, showing a large assortment of my shoes, each tagged with price card.

I should not use the opening day as a day to make a large amount of sales, but rather as a means of showing my stock, getting acquainted with the people, etc. Of course I should sell all the shoes I could, but would not make that my chief effort. As most houses give a liberal share of advertisement, this I would distribute with some small souvenir of my own containing my address and advertisement.

I would sell everything for cash, and pay cash for all I bought. There would be no business methods in crediting any one. In the first place, you run a risk. Second, you can not pay cash if you do not receive cash. Third, my stock could soon all be credited out should I start this business.

I should push out all odds and ends and keep these in front until sold. Push the shoes you have had for some time and fill in with new ones. Every week or so go over your stock and itemize outs so that you can fill in with right numbers and kinds. Refill outs often. Change window trims often and try to make those trims something that will attract the eyes of passers-by. Never omit the price cards. Have special sales often to keep things lively.—Mrs. S. O. Ledge wood in Shoe and Leather Gazette.

Officiousness of the Floor Walker.

We all have troubles of our own in some form or other. Some of the troubles are unavoidable while others are thrust upon us. Retail shoe salesmen are sometimes heard to complain about trivial matters, but there are times when they certainly "have a kick coming." There is no surer way of irritating or rattling a salesman than to have a floorwalker or the proprietor stand over him and make suggestions

while he is endeavoring to close a sale. Those in charge should never interfere until they are asked for their advice. It is the rule in most large houses that when a salesman finds he can not suit a customer he shall report to the floorwalker or person in charge and have the customer turned over to another salesman. In such a case it would be perfectly proper for the floorwalker to suggest, but at no other time.

How often have you seen salesmen laboring with customers, showing style after style, and really trying to please and to effect a sale, and just as their labors were to be crowned with success, along comes a floorwalker, and, after listening for a moment, suggests that certain styles be shown. At such a time did you ever notice the hard look that stole into the salesman's eyes? Did you ever notice the look of disdain that

he threw at the floorwalker, and, in many instances, have you not seen him arise from his stool and inform the floorwalker that "he was waiting on the customer, and if he was not competent to call some one else," and such scenes are the result of inexcusable interference.

The floorwalker did not know what the customer originally asked for—the salesman did. The floorwalker did not know why some other style had been suggested—the salesman did. The floorwalker did not know if sizes were in stock or not—the salesman did. The floorwalker did not know that the style he suggested had already been shown—the salesman did. In fact, the floorwalker had no reason whatever for standing over the salesman and making suggestions, and had he been versed in his own business he would not have interfered with that of the salesman.

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

For \$4.00

We will send you printed and complete

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

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

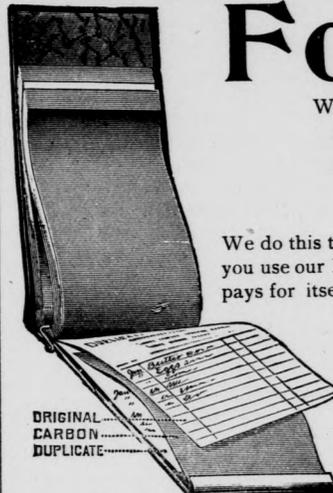
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



ORIGINAL
CARBON
DUPLICATE

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

INSIDE ARC LIGHT
1000 CANDLE POWER
3/8 PER HOUR

SINGLE INSIDE LIGHT
500 CANDLE POWER
1/8 PER HOUR

OUTDOOR ARC LIGHT
1000 CANDLE POWER
3/8 PER HOUR

SAFETY GASLIGHT CO., CHICAGO, ILL.

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

Yours respectfully,
McGAVOCK BROS., Beloit, Wis.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Bleached cottons have shown a quiet average weekly business up to the present writing, but regular buyers have acted in an indifferent manner. Manufacturers have acted with considerably more freedom and some very good orders have been recorded on their account. Wide sheetings are well situated and strong, although showing no changes in prices. Coarse colored cottons continue in about the same position that they have been in for several weeks. Stocks are exceedingly small. In the majority of cases there are none at all. Prices are consequently as firm as ever, although no further open advances have been named. The greatest difficulty experienced in this market is in getting hold of goods to supply the very urgent demands that are made by important customers.

Prints and Gingham—There has been a moderate demand for various lines of printed calicoes during the past week, but chiefly for staple varieties. There have been one or two small advances and the tone is very firm throughout. Sellers are holding back now. They are willing enough to dispose of any stocks that they have on hand at present top prices, or whatever can be delivered in the immediate future, but beyond that they do not care to do business, except "at value." The situation in fancy calicoes has not changed; business for the spring season is being taken at full prices. All the fine printed specialties are well situated and firm in price. Percalés and printed flannelettes are steady and without price change. Domets are firm in all leading tickets and some excellent orders have been booked for the fall season. Gingham show no material change since our last report on the situation. There is a decided scarcity of supplies, which marks the most important feature in both staple and finer goods.

Linings—The general tone of the cotton linings end of the market is very firm and the tendency is much against buyers. There has been but little increase in the buying anywhere and in some directions the hardening of the market has very evidently restricted trading.

Cambrics—Kid finished cambrics are held on the basis of 4c for 64s in several quarters, although it is said that not all of the agents have come up to that quotation. We can not learn, however, that the lines that have not been advanced

have secured any exceptional amount of business.

Silesias—Are now rather harder for buyers to get next, for although up to this writing there have been no open advances, during the week or two just past, the agents have in one way or another managed to get from one-eighth to one-quarter of a cent more, and practically the same is true of percalines. In fact a careful investigation and comparison of prices will show that many lines are higher to-day than two weeks ago and that the increased cost of production in Fall River has so far had more effect on the linings end of the market than anywhere else.

Dress Goods—The record of events in the dress goods market is favorable. Both foreign and domestic dress goods agents report business as good. Many of the foreign houses report business far superior to recent seasons. The strong popularity of the sheer fabrics has given the foreign manufacturers a stronghold on the market, particularly on the better classes of such goods. Many of the domestic mills have also done a good business on these very light weight fabrics. Some agents have expressed the opinion that the big business in these sheer fabrics would hurt the demand more or less for cloth effects suited to skirting uses. This view is not generally accepted, however, for as these sheer goods are adapted particularly for house and evening wear, it is pointed out that they will cut into the consumption of the regular lines of dress goods, rather than the heavy skirting fabrics. There is a good business still under way on fancy waistings. Many lines are already strongly situated as regards orders. Embroidered and tucked effects are well considered; the demand appears to know no price limit, the business extending from the lower tier up to the fine all-worsted effects. The demand for plain staple fabrics continues good, and desirable fabrics of this class are generally well situated. Certain lines could have been sold up twice over, so satisfactory was the demand. In skirting fabrics the demand runs principally to melton and kersey finished goods. Some skirting lines of this class are sold up on lightweights well into June.

Underwear—In lightweight goods the greatest interest centers in the balbriggans and a decided scarcity has become evident, as we mentioned some time ago was expected. The majority of the mills are well sold up, especially in the lower priced grades. Any agent who can accept orders now will have no difficulty in finding customers, for it is just being found out that this condition exists.

CAPSHEAF
THE MODERN
SAFETY PIN

Highly Endorsed
by TRAINED
NURSES



Will not Pull Out in Use

Made in all Sizes

STIFF STRONG COILLESS

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

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

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

AWNINGS

FOR STORES AND HOUSES



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

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

CHAS. A. COYE,
11 and 9 Pearl St.,
GRAND RAPIDS, MICH.



Covered Manhattan
PATENTED FEB 4 1912

Manhattan

The newest thing out in neckwear. We have them in assorted styles.

\$4.50 per dozen

Also a full line of ties at 45c, 75c, \$1.25 and \$2.25 per dozen.

P. Stetekee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

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

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

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.
Pentone Gas Lamp Co.
Bell Phone 2929 141 Canal Street
Grand Rapids, Michigan

GRAND RAPIDS DRY GOODS CO.

FORMERLY VOIGT, HERPOLSHEIMER & CO.

EXCLUSIVELY WHOLESALE

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

Sellers have been very quiet about it up to now, and buyers have not realized that the end of the market was so near. Where a good customer insists upon placing an order or increasing his order, delivery is sometimes promised at a distant date. But it must be remembered that there is always a good duplicate business on these goods and that this has not yet materialized, although it is almost bound to do so. The condition of the market in these directions can be better understood than expressed. Ribbed goods, while they have secured a fair business, are not quite up to what they were a year ago. Preparations for next season are well under way, and it is expected to be opened rather early.

Hosiery—This week has seen a more active trading in the hosiery market. It seems quite evident that it will continue some little time. Some of the staple hosiery reported to have sold rather slowly, but at the same time it is stated that fancies have more than made up for it. In fancy lines, particularly lace effects, some mills have sold well and a great deal of confidence is expressed in regard to next season.

Carpets—The enormous production of carpets continues apace without interruption. Very few manufacturers find it necessary to run on reduced time unless it be from some break-down or accident. Orders are in the hands of the manufacturers, which, it is believed, are of sufficient number to last them throughout the balance of the season, or some five or six weeks more. All grades and makes are receiving their full quota of the business in hand, from the very cheapest to the very finest. It would be a hard thing to say that the business of previous seasons has exceeded that of the one now nearly at its

end. It is doubtful if the carpet trade have ever experienced a busier season since the carpet manufacturing industry has been large enough in this part of the world to be called a trade. The three-quarter goods mills have, comparing the season as a whole, with others, received more than their usual share of the business. Since the opening in November, the wheels of industry have hardly stopped from one week's end to another. All the grades, from the finest Wiltons to the cheapest tapestries have received the patronage of the public, although it can be said that the medium lines of goods have received the most attention. The largest seller during the season has been the Wilton and body Brussels carpets made up into rugs, usually in a size of 9 by 12 feet. These rugs have been displayed in Oriental designs largely and in these patterns they have quickly won a reputation as ready sellers. The more modern patterns have a very large call. One large concern is short on its deliveries nearly 4,000. The Philadelphia ingrain manufacturers, as well as the large Eastern weavers, are well supplied with orders. The business in hand is said to be large enough to last the remainder of the season. Ingrain salesmen report that the Western jobbers have been heavy buyers in the market and still take a large interest in ingrains. While the C. C. supers are in large demand, carpets of the cheaper grades, such as the granites and cotton ingrains, have a very fair demand. The bulk of these carpets go to the Western trade. The special grades of carpets, many of them manufactured in and about Philadelphia, such as granite 4-4 tapestries and printed granite tapestries, are receiving a fair amount of attention from the job-

bers. Manufacturers of these carpets are all on full time.

Draperies and Curtains—Manufacturers of tapestry curtains and draperies report a good demand with plenty of orders ahead. Those turning out the cheaper lines of goods are apparently receiving the largest amount of business. In the novelties there is a fair amount of orders placed, both in cotton and silk goods.

Rugs—Manufacturers of rugs are well employed and many are working more than the full quota of time. Smyrnas in the small sizes are well sold up, but for the larger sizes the demand seems to have fallen off. In art squares business is reported good. Prices, however, from the weaver's standpoint, are rather low.

Sooth to Say.

There are things better than money in this life, but it takes money to buy them.

If you attempt to kiss a woman, she generally sets her face against it.

If you spare the pump, you spoil the type.

Like a kitten's tail, happiness is hard to catch, but there is lots of fun chasing it.

Manners make a man glad to see his mother-in-law.

If the tailor takes your measure, you will probably have to pay in advance.

Truth may be at the bottom of a well, but there are very few good divers.

Timely Truths.

Every tickle makes us chuckle. A little widow is a dangerous thing. You can't eat your cake and keep it.

If it's your wife's first attempt, keep it. Never put a gift cigar in your mouth. Make love while the moon shines.

He is a wise man who never lets his wife know he can put up shelves as well as a carpenter.

YOU



Are the merchant who will consult your own best interests by sending us an order for our **Standard D Crackers**. You will find them to be just as we represent them—the finest crackers made—and the best money makers you ever had in your store. They are NOT made by a trust.

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

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.

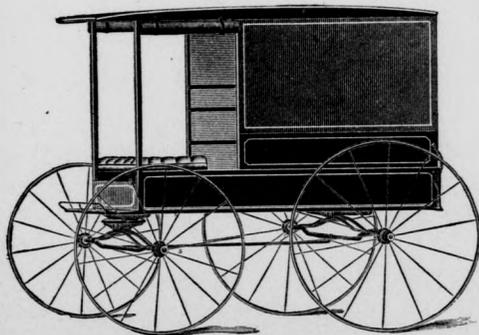
The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

29 YEARS SELLING DIRECT

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

WE HAVE NO AGENTS,

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



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



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

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

Hardware

Essentials of Up-To-Date Hardware Advertising.

The object of advertising is to give publicity. It has been called the salesman's ally. It brings people to the store. It can not make them buy, still it puts them into a receptive mood for buying, and thus makes the salesman's work easier.

In our high school days we were given an outline or skeleton for writing a composition on any subject, consisting of five words, Who, What, Where, When and How. We will follow this outline in the treatment of our subject. While we have been writing advertisements for over twenty years, yet we do not presume to know it all, but rather describe our own methods, trusting some ideas may be worth carrying home.

In these modern times advertising is a department of the business, just as much as buying, selling, collecting or book-keeping. It should be left to the charge of one man. He should have the instincts of a salesman as well as the pen of the ready writer, and be willing to give time and thought to this work, for a well-worded, attractive advertisement can not be dashed off in a few seconds while waiting on a customer or doing other work.

The amount of money to spend must vary with circumstances. Ordinarily 1 to 2 per cent. of the gross sales is used, although some firms go as high as 3 to 5 per cent. A new location, new lines of goods, or lively competition may require larger expense some years than will be needed in others. The amount should be determined at the beginning of each year, when the general plan of the advertising campaign is outlined, allotting definite amounts for newspapers, circulars, board signs, etc.

Of course, the firm's name and location should always be prominent. In general way, the goods in our stores are divided into two classes—general hardware, including house furnishing goods and builders' hardware. The first sells constantly (and generally to the home), the latter sells only during the building season, so we would say, advertise the general hardware and house furnishing goods the year around as specialties, choosing a different article or line of goods each day when in season and making it prominent in your community by use of cuts and clear and well written descriptive matter.

In builders' hardware, the price you can make seems to be your best advertisement and sending your salesman to do personal work the most effective way of making sales.

Advertising seed is planted in innumerable places, such as newspapers, handbills, circulars, bill boards, show windows, farm fences and barns, programs hotel registers, street cars, gift schemes, advertising novelties, etc., but whether there be fruit from all of these is doubtful. Indeed, we think as much money can be wasted by injudicious advertising as in any other department of the business.

Our custom has been to spend about nine-tenths of our money with the newspapers and one-tenth in circulars and show windows, entirely ignoring the balance. In the long run, the newspaper is the cheapest to let the people know what you have to sell. The subscriber to the newspaper is our substantial citizen and buyer. We contract each year for five inches double column display with one morning, one or two evening

and one weekly paper, and spend most of our energy there. This is the medium which goes into the homes and from which we know we secure the best results.

Hand bills and circulars smack too much of auctions and Cheap John houses and bring little fruit to the dignified merchant. Besides when they are distributed right they are expensive. Our neighbor—a clothing dealer—printed some thousands of circulars announcing a midwinter sale of heavy suits and overcoats. He hired young men who were highly recommended to distribute them. Next morning a friend presented him with an armful of these circulars that had been left on his veranda.

We do not consider bill boards and fence signs effective for this kind of advertising has been largely overdone.

In the line of advertising novelties we have used a great many yard sticks, but little else except such cards, memorandum books, match safes, rulers, etc., as have been furnished by the manufacturers from whom we purchase goods.

A gift scheme in which you are supposed to give something for nothing will always attract some customers. This should be conducted on a large and liberal scale, if at all, but we advise caution in its use.

The show window is not an expensive method of advertising and is a very profitable one. It backs up the newspaper advertisements and appeals also to such people as do not read the newspapers who may be passing the store. We dress our windows once a week with seasonable goods, making the display as attractive as possible, having neat tickets with prices attached to the articles. On special occasions, as Christmas, Easter and Decoration Day, it pays to go to extra labor and expense to make a striking window. Use plenty of electric light and bright colored cloth for background.

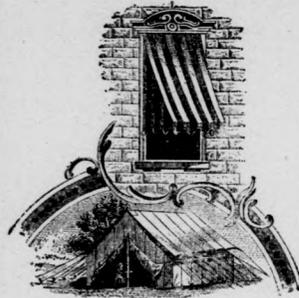
Keeping everlastingly at it is our rule. Through the dull as well as the busy season.

One-half of our desk is given up to advertising tools. We have accumulated several hundred cuts and numerous memorandums and books, which are kept in drawers, properly classified. It is our custom to make (for future use) clippings of any suitable advertisements found in the newspapers, trade papers, magazines and circulars. These clippings are deposited in a large portfolio the pockets of which are labeled: Hardware, Steel Ranges, Bicycles, Heating Stoves, House Furnishing Goods, Circulars, Show Windows, etc. This portfolio is a reservoir of ideas and suggestions, from which we can draw as the occasion demands.

Having decided on the article to be advertised, we turn to our portfolio, and, with little effort, can block out a new advertisement every day. We give this to our morning paper and instruct the evening papers to copy it, thus saving the labor of preparing a second and third copy for them.

We advertise one special article or line of goods at a time and always use a cut, allowing about one-fourth of the space for the cut. Another fourth is allowed for a catchy head-line, in large, bold type, and the remainder is taken up with a detailed description of the article in small type, followed by the firm name and location in bold type. In the description we try to keep the customer in our mind's eye and write just as we would talk to him if he were in the store and we, as salesman, were

AWNINGS AND TENTS



We carry the latest patterns in awning stripes. We rent tents of all descriptions

Oil Clothing and Flags
Horse and Wagon Covers

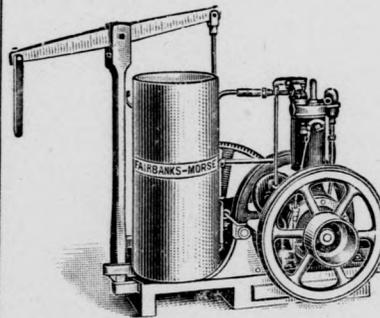
Harrison Bros. & Co.'s Paints and Varnishes are the best.

Mill Supplies

THE M. I. WILCOX COMPANY

210 to 216 Water St., Toledo, Ohio

A-Jack-of-all-Trades Gasoline Engine



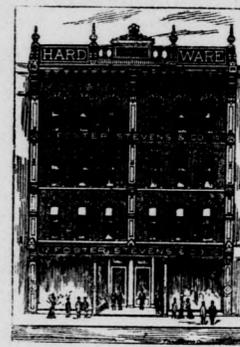
I can pump water, shell corn, saw wood, grind feed, churn butter, run a small machine shop and am handy for a hundred other jobs.

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.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

intent on making a sale. We advertise only the goods in which there is the best profit, telling plainly, briefly, sincerely and honestly the points of excellence, the superior qualities, the guarantee, and very often the price.

All goods advertised strongly are expected to carry stronger profits. Quaker oats sell for 25 per cent. and Royal baking powder for 50 per cent. higher than their closest competitors, yet they have held their places for years against all comers. We never mention other makes of goods nor speak of a competitor to run down his wares. Our aim is to catch the eye of the reader by the use of the cut and the catchy head line, and to hold his attention by our descriptive matter, as we know these are the surest steps to reach his pocketbook.

The habit of keeping clippings systematically in a portfolio makes the labor of writing new and fresh advertisements daily very simple and easy.

A number of advertising books, containing reproductions of advertisements in hardware and kindred lines, have been published and are very helpful. Several advertising bureaus offer to furnish weekly advertisements with appropriate cuts. These are quite expensive and have the earmarks of the professional advertisement writer. Such advertisements are written in the seventeenth story of some office building in New York. They are general in character and never have the directness, force and pulling power that can be given to the ones that come from your own office.

In closing this brief paper, we would say:

1. Be systematic.
2. Have an advertisement everyday.
3. Make advertisements short.
4. Use cuts all you can.
5. Advertise one thing only at a time.
6. A border or type of your own gives individuality.
7. A paraphrase repeated continually is effective. Always remember the silent voice of persistent, dignified, truthful advertising rings inside the pocketbook.

H. P. Townley.
Terre Haute, Ind.

Tempering Competition With Moderation and Charity.

When I was ready to go to work on it I took down the dictionary to see what "competition" is and I found the following definition, "The act of endeavoring to gain what another attempts to gain at the same time and which as a rule, only one can enjoy."

A glaring example of competition can be found in the effort our country has been making lately to become what is known as a "world power." We are spending millions every year in constructing battleships, cruisers, torpedo boats, etc., not for the sake of doing anybody any good, that I can see. Disputes between nations could be settled by arbitration just as well as between individuals. This large expenditure of money is made merely to show the rest of the world how strong and powerful we are. Then, by contrast, we have to economize in other directions and can only afford to pay our rural mail carriers, who have to furnish a horse and vehicle, the princely salary of \$50 per month.

Now as to our personal competition: You may think that I could have simplified my research by saying "a competitor is a man who is selling hardware in the next block," and so he is, but not by any means the only one that

you and I have. There are others. The department store, the catalogue house, the dry goods man who advertises his business by selling goods out of his line at cut prices, the peddler, the jobber and manufacturer who sell to you and also to your customers, all of these are our competitors, and why, I ask you, brother hardware men, is this keen rivalry for trade, and you will probably say, "to make money." And why are we so eager to make money? Your answer will probably be "so that by and by we can have a good time and enjoy ourselves." But do you realize that to many of us that good time will never come? Do you realize that we all live too much in the future?

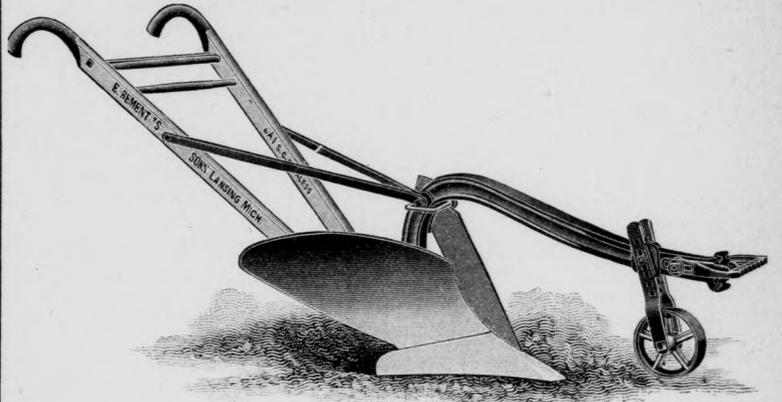
We are ready to work day and night, not to enjoy ourselves, or help our fellowmen and the community in which we live, but for the sake of making a fortune that we hope to enjoy sometime in the future. When lo! the Grim Reaper steps in and all is over. John Brisben Walker holds that under our present labor-saving system of doing work, four hours should constitute a day's work for anybody, and I agree with him. Let me show you how this could be accomplished in our own line. In my own town, for instance, there are three hardware stores within three blocks of each other. The proprietor of each one finds it incumbent on him to be at his place of business from 7 in the morning until about 7 at night—twelve hours. If these three stores were to consolidate and be run under one management, the hours could be divided so that the three proprietors could each stand a trick of four hours, the first from 7 to 11, the next from 11 to 3 and the third from 3 to 7. The amount of capital required would be about half what it is now. The expense of rent, heating, light, taxes and clerk hire would be more than cut in two. But this Utopian condition can not be realized for years to come, for no sooner would the two stores made vacant by this consolidation be idle, than hopeful persons would be ready to take them and start new hardware stores. The time is coming when we will look back at this period in our history and see how foolish our present competitive system is, but as we can not hope for any startling changes in the near future, let us make the best of the conditions that surround us.

I would like to be able to tell you how to meet this manifold competition that besets us, but a wisdom equal to Solomon's would be required to do so. As we must compete, let us do so in an honest, honorable way. My advice would be to have your stores kept clean and attractive, show your goods willingly and cheerfully, do not misrepresent. Use common sense, apply the Golden Rule in your dealings with your customers, "Do unto others as you would have others do unto you" and do not worry. If you do this, under ordinary circumstances you should achieve success. You will not, in all probability, become wealthy, and right here let me say that wealth will not buy health or happiness; indeed both health and happiness are frequently lost in the scramble for wealth. If being a factor for good in the world, if being remembered by a grateful posterity, would be considered success, then Charles Dickens, for instance, would entirely eclipse our modern millionaires in having lived a useful and successful life.

A few words before I close in regard to local competition: I have found that local organization helps wonderfully in smoothing the rough places in our business life. The better we get acquainted the more we realize what good fellows our competitors really are. Now and then our little organization runs afoul of the snags of misunderstanding and envy and is severely buffeted by the winds of jealousy and egotism, but by throwing out the sheet anchor of moderation and charity she finally weathers the storms and the officers and crew are more loyal than ever.

If you and your fellow hardware dealers do not fraternize in your town get together right away in a nice, friendly manner. Take my word, you will all be the better for it. L. Lindenberg.

E. Bement's Sons Lansing Michigan.



Bement Peerless Plow

When you sell a Peerless Plow it seems to be a sale amounting to about fifteen dollars; but consider that purchaser must come back to your store several times a year for several years to get new shares, land-sides, moldboards, clevises, jointer points and other parts that must sooner or later wear out. During this time he will pay you another fifteen dollars, and you will sell him other goods.

Bement Plows
TURN THE EARTH.

We make it our business to see that our agents have the exclusive sale of Peerless Plow Repairs.

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.*

Butter and Eggs

Outcome of Hank Spreet's Corner in Butter.
Written for the Tradesman.

All Fools' day passed off quietly in Kelly Center. Everything does pass off quietly in Kelly Center—including its citizens. The exception which proved the rule was John Smithers, who died from being too disrespectful to nitroglycerine while blasting stumps. But that is neither here nor there; and, for the matter of that, neither is John.

Of course they had to have some fun with Hank Spreet, the village grocer. It would not be an All Fools' day without that. They had played All Fools' day jokes on Hank ever since he rolled the first new washtub out in front of his store as a sign to the passerby that he was open and ready for business; and they expected to play jokes on Hank until he took the washtub in for the last time. But then Hank himself was to blame for the joke this time. He brought the whole thing on himself and it was in this wise:

Hank was down at the county seat the last week in March and he fell in with a commission man. Hank almost always fell in with this commission man when he went to town and he almost always fell out with him shortly after he had arrived home and had endeavored to transact business with him by postal card. The commission man was feeling pretty well that day as he slapped Hank on the back in a manner apt to jar a few of his back teeth loose and remarked:

"How's butter out around Kelly Center—middling strong?"

"Well, I haven't heard of any of it havin' heart failure," replied Hank. "Most of it kin stand alone."

"No, what I mean is—is there much call for butter?"

"At breakfast, yes—that is, if we have pancakes. An' most of us haven't shed pancakes an' flannels yet this spring."

"Now don't get gay, Hank, don't get gay."

"Who's a-gitin' gay? I'm from Kelly Center."

"Well, that ain't apt to make a man jolly; but we'll let that pass."

"I'll stay."

The commission man looked at Hank a moment suspiciously. Then he went on in a kind of flinty voice that boded ill to the rural grocer if he continued his joking:

"You know what I'm talking about. What I mean is—how is butter? Is it pretty active?"

A short period of silence during which the commission man buttoned up his coat and pulled his fedora over his eyes and then thought better of it and pushed the fedora back upon his head again and unbuttoned his coat.

"They raise a good deal of butter out at Kelly Center, don't they?" enquired the commission man, determining to go back to the beginning of things and to give the grocer no loophole by means of which to poke fun at him.

"A pile," replied Hank. "I've always thought that the cows and the women out to Kelly Center was a darn sight more industrious than the men."

"Now we're getting to the point. Do you think you could pick me up some butter out there? Fact is, I want a lot."

"Well, that's like a cow's tail—it depends."

"Say I pay you 18 cents for roll butter? How about it then?"

"I might be able to coax a few pounds out the hands of the syndicate of farmers' wives in our immediate vicinity known in church circles as the Ladies' Aid Society."

"You get what you can and bring it in."

That was how it came about that Hank placed the following sign neatly executed on a piece of white cardboard with bluing, prominently in his window:

I will pay 17 cents per pound for all the good butter I can get.

H. SPREET.

The sign attracted considerable interest among the citizens of Kelly Center.

"That's just a lee-e-eetle broad, ain't it, Hank?" asked Eli Grasslot. "All the good butter I kin git."

"Maybe," replied Hank, "but I'll stand by it."

"Trade er cash?"

"Don't make no difference to me."

"That's a fair price," remarked Eli to the bystanders, as Hank walked to the back of the store. "That's all they're payin' down town. Should think Hank'd be afraid of gittin' swamped with butter."

"It'd be a joke if he did," chuckled Bill Blivens, as Hank's head disappeared in the cracker barrel. "I bet he'd soon pull in that sign."

"It'd be quite an April fool joke," replied Eli hurriedly as Hank's head reappeared.

Thus it was that the plot was begun to "butter" Hank. There is little need to go into the buttery details. Butter began to pour in on Hank from all sides. One farmer passed the joke on to another in an endless chain and the other in each case hitched up to his democrat wagon and drove down to Hank's store with such butter as the housewife had on hand. The joke was not the main consideration, however; the 17 cents was not unattractive.

Hank stood by his guns, or rather his sign, nobly. He gave trade freely in exchange for butter and the farmers' wives and daughters stocked up with spring calicoes. He paid cash when it was demanded as long as the money in his safe held out. His cellar was filled to overflowing. The great butter-producing section around Kelly Center yielded its golden treasure of milk-fat to the grocer and the jokers smiled at the financial disaster impending on the merchant in their midst. Some began to pity him. But the sign did not come down until the flood of butter had ceased.

After that first day's shower of butter, Hank began to cast about for a conveyance to take his butter to town. He hired Bill Blivens for \$2 to haul a load down for him. On the morning of March 31 they started out and they hauled up in front of the commission man's door at noon. Blivens had his wagon jammed with all it could hold and Hank had utilized his own wagon until the springs were at the danger point.

"Here's your butter," said Hank climbing down off his wagon and smiling complacently at the commission man.

The commission man whistled in a shrill tone that in words would have been profanity.

"How much have you got?" he asked.

"Eighteen hundred pounds."

"Well, I'll take 500 pounds."

"No, you won't; you'll take it all."

"Lord, man, I won't take it all."

"Then you won't take any."

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.

I want ordinary receipts of fresh country

BUTTER

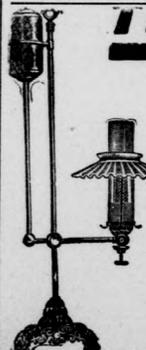
Write me for prices and circular of instructions. I am always buying on the market and will take any quantity, not only now when it is short, but at times when no one else wants it.

E. F. DUDLEY
OWOSSO, MICH.

Country Merchants

Who wish to store their own eggs can do so in one of the finest indirect Ammonia Brine Storage Houses in the United States. Indirect air circulation; everything of the latest and best. We guarantee to turn out the very finest quality of work. Liberal advances and low rates for storage. Write us if interested.

E. F. DUDLEY, Owosso, Mich.



THE NULITE VAPOR GAS LAMPS

For Home, Store and Street.

The Nearest Approach to Sunlight and Almost as Cheap.

ARC ILLUMINATORS 750 CANDLE POWER. 7 HOURS TWO CENTS.

Make your stores light as day. A Hardware house writes us:

We like your lamps so well we are now working nights instead of days.

We also manufacture TABLE LAMPS, WALL LAMPS, CHANDELIERS, STREET LAMPS, Etc. 100 Candle Power seven hours ONE CENT. No wicks. No Smoke. No Odor. Absolutely safe. THEY SELL AT SIGHT. Exclusive territory to good agents. Write for catalogue and prices.

CHICAGO SOLAR LIGHT CO., DEPT. L, CHICAGO.



They had some argument, but were both immovable. Hank climbed back to his seat.

"Guess we'll have to stay over night, Bill," he said.

They drove down to a feed barn. After they were gone the commission man felt a little worried. Butter was getting a little short with him. The telephone rang. It was a local grocer. Had to have some butter. Had always gotten it from the farmers out Kelly Center way but those in town all said they didn't have any.

The commission man had to admit he was a little short himself, but he would see his trade was looked after.

"No, you won't," said the local grocer. "I'll send down to Grand Rapids for some butter myself. Thank heavens there are people down there you can depend on."

"Eighteen hundred pounds," thought the commission man again to himself. But there was no butter in the country. Then he went through the angry-local-grocer experience again. Finally he sent for Hank.

"I'll take that butter off your hands," he said, "but I can't pay you 18 cents."

"I know it," replied Hank. "You'll have to pay me 19 to get it."

But they compromised on 18½ cents. Douglas Malloch.

Great Growth of Banana Trade.

As in the consumption of coffee, Americans are far ahead of any other nation in the consumption of bananas. As a rule the liking for bananas is an acquired taste but the liking seems to have come naturally to the people of this country.

This important fact was first discovered by Capt. L. D. Baker, of Boston, about twenty years ago. The idea occurred to the captain that quite a lucrative business could be carried on in bananas between the United States and the West Indies, with which he was then trading in his own schooner. He started the industry and it paid. Later he formed the Boston Fruit Co., of which he was elected President. A few years ago this company became the United Fruit Co., when Capt. Baker retired.

The vast operations of this "banana trust" have excited much attention in recent years and stand to-day as a monument of one man's untiring industry. The United Fruit Co. now does an enormous trade with Cuba, Hayti, Jamaica and Central America. During 1901 it distributed about 17,500,000 bunches of bananas through the markets here. This means an average of twenty bananas per head for every man, woman and child in the United States. Sixty steamers were exclusively engaged in the trade.

During the last year the United Fruit Co. has fallen into disfavor with the planters of Jamaica, where the company has immense interests. Not long ago the Boston Co. controlled 50 per cent. of the entire output, but this is declining now, owing to the bad feeling existing and the fact that other fruit companies are entering the field.

Elder, Dempster & Co. have started a subsidized line of specially fitted steamers, which will soon divert a considerable amount of the Jamaica banana trade to the United Kingdom. But the United Fruit Co. still has its own plantations in Cuba, Hayti and Central America, although here again the com-

pany is encountering a worthy rival in Dumois Bros.

The latter firm started operations only a short time ago, and despite the confident attitude of the big company the new one is likely to do well. As a matter of fact, there are enough bananas in those regions to supply the ships of several companies with full cargoes.

Bananas are, as a rule, planted out systematically in rows, the "suckers" being placed at an average of ten feet apart. The banana plant bears only one bunch at a time, but is a quick grower, yielding its fruit in twelve to fourteen months. When the plant is about six months old a second "sucker" or shoot is allowed to spring from the root, a third after the ninth month and so on, so that after the first year there is a continuous crop being reaped.

The cost of cultivation is about \$50 per acre per annum and sometimes less. The price paid by the fruit companies is from 35¢ to 50¢ per "first." When one remembers that they are sold here for double these prices and often more the conclusion points to big profits.

Of course there are great risks. Very often a cargo is chilled or overheated and has to be dumped overboard, but where there is no overproduction the banana business is a paying investment, both for the grower and the shipper.

American Hens Laid Nearly Sixteen Billion Eggs.

Washington, March 22—The hens in the United States were industrious during 1900, according to a report issued to-day by the Census Bureau, having laid nearly 16,000,000,000 eggs during the year, as compared with about 10,000,000,000 in the year 1890. Of the 5,739,657 farms in the United States 5,096,252 reported poultry, the total number of fowls three months old and over being as follows: Chickens, including guinea fowls, 233,508,085; turkeys, 6,599,367; geese, 5,676,863; and ducks, 4,807,358.

The value of poultry on hand June 1, 1900, was \$85,794,996; the value of poultry raised in 1899 was \$136,891,877, and the value of eggs produced in 1899 was \$144,286,158. The total income derived by the farmers from the poultry industry in 1899, representing the total value of the eggs produced as well as the poultry raised was \$281,178,033. This total the report says, makes the poultry industry one of the largest connected with agriculture.

Of the 15,525,830,232 eggs laid in 1900 the hens in Iowa were responsible for 199,243,840, and Illinois second with 172,805,340. Iowa leads also in the list of states with 18,907,673 chickens, Illinois being again second with 16,600,728. Texas and Missouri lead in the number of turkeys, having 648,671 and 466,665 respectively. The poultry of Iowa on hand June 1, 1900, was valued at \$6,535,464, a figure considerably in advance of any other single state except Illinois, with an aggregate value for poultry of \$6,415,033.

He Was Not Color Blind.

"Did you hear how Murphy spoiled his chance of getting an engine?" enquired one railroad man of another.

"No," was the reply. "How did it happen?"

"Why, they were testing Murphy's eyes to see if he would be all right on colors. Everything went along smoothly until they put out an orange colored card. When the smoke cleared away, instead of having an engine Murphy was in jail on seven different charges, ranging from assault with intent to kill, to willful destruction of property."

What the Farmer Needs.

"An' he says there's lot of farmers that says they can't make farmin' pay."

"Yes?"

"An' I says, 'I'll tell yer what's the matter with some on 'em: A man can't raise crops with his mouth!'"

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.

Buy your

EGG CASES AND FILLERS

from

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

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

SHIP YOUR

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

GEO. N. HUFF & CO.,

55 CADILLAC SQUARE, DETROIT, MICH.

E. E. HEWITT

WHOLESALE FRUITS AND PRODUCE

9 North Ionia Street, GRAND RAPIDS, MICH.

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

POTATOES

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

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417
Bell Main 66

304 & 305 Clark Building,
Opposite Union Depot

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.

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.

Woman's World

Need of a Supply of Politeness for Home Consumption.

A woman in a Western state recently brought suit against her husband for divorce, alleging in her bill of complaint that since her marriage he had neglected to show her any of the courtesies he had lavished on her in the days of courtship. If she wanted a chair she must fetch it herself; he neglected to remove his hat when in an elevator with her; when they walked on the street he stalked on before her and left her to scramble in cars the best way she could. In short, he treated her with such boorish rudeness that she found his society unbearable and so prayed the court to deliver her from it.

And if I were the judge she would get her decree and every cent of alimony that could be squeezed out of the husband. Excuse is to be made, under certain conditions, for a man starving his wife or for his getting drunk and making various other lapses from the ideal of masculine perfection every girl thinks she is marrying, but no earthly apology can be offered for bad manners, and it is time an example was made of the men who treat a girl like an angel before they marry her and like a dog afterwards.

Of course, it may seem to some people that, in view of the serious offenses for which divorces are usually asked, the complaint of bad manners is trivial, but in reality there is no such foe to domestic happiness as the lack of ordinary, common politeness. It is the little things of life that fret and try us. A grain of sand in the shoe can become, in time, the most unbearable agony. It is easier to forget and forgive a great wrong than it is the daily little rudenesses and nagging and fault-finding, and if we take care of our manners our morals will take care of themselves.

Between the agony of being assailed with a brutal club or a brutal word, the choice is in favor of the physical bruise, yet many a man who would shudder with horror at the very thought of striking a woman will say things to his wife that wound her so cruelly that they would make a beating seem like an actual luxury in comparison. Nor is this fault confined to men. There are plenty of women who would not think of such a thing as going around jabbing hat pins in their friends who do not hesitate to continually prick others with little sarcastic speeches, although, as a matter of fact, the hat pin is a far less dangerous weapon than the tongue.

But it is in the home, the place where we are brought closest together, where there is the most need of suavity, of diplomacy, of deference to other people's rights—of all the virtues that we bunch together when we speak of good manners—where there is the most alarming and disastrous lack of even the ordinary civilities and decencies of society. It is one of the ironies of life that the people who love each other so often show each other only their most unlovely side and that the people who have to live together extract every possible bit of unpleasantness out of the situation.

A man pays himself a poor compliment when he makes remarks to his wife that he would not dare to make to any girl who had an able-bodied brother. Does a man think a woman ceases to be a lady because she becomes his wife? Does a woman esteem a man a fool because he was injudicious enough to marry her? Each would hotly resent

the insinuation, yet see how they treat each other. He will break his neck to pay little attentions to other women—to raise a car window, to carry their umbrella, to pay their car fare, but he will let his wife pack the baby and get up and make the fire, and if she wants money he raises the roof. She will sit absorbed while another man exploits his views on the Philippines, but only let her husband attempt to lay down the law and she does not hesitate to contradict him flat-footed and tell him he does not know what he is talking about.

Another thing I have never been able to understand is why members of a family should feel that their close relationship gives them a right to tell brutal truths to each other and offer uncalled-for criticisms. When we meet Mrs. Jones on the street we do not offer the gratuitous opinion that her bonnet is too young for her. When we see Mabel Slimmer we do not offend her by telling her she is looking as if she might be going into consumption. When old Colonel Borem comes to see us and launches out on the oft-repeated tale of his exploits at Shiloh, we do not tell him we have heard that a million times

before and that it makes us so tired we wish we were dead.

On the contrary, we say the polite thing. We tell Mrs. Jones her bonnet is pretty, without committing ourselves to its appropriateness. We sigh enviously and bemoan our own fat until we make Mabel Slimmer think herself a sylph, and we assume an expression of rapt joy while the dear old colonel maunders on to his heart's content. But do we show this much consideration to our own? Not on your life. We jump right in with our little hammers and knock right and left, and then we wonder that our wives want to run off to women's clubs and our husbands go down town at night and our children can not be kept at home. Half the homes are broken up by people fleeing to audiences who will give them polite attention. There are certain misguided people who every now and then advertise for a few select boarders to be "treated like members of the family." What the world needs is a few more families where the members will be treated with as much courtesy and consideration as if they were strangers.

Then, why should we be so niggardly

with our appreciation and gratitude to our own? If a stranger gives us a ten-cent bunch of violets, if a friend sends us a new book, we show them off and brag about them and say how delightful it is not to be forgotten, but we go on year after year taking the love and the labor and the self-denial of those near and dear to us without one word to show that we see it or recognize it or know it. I think there would be fewer discontented wives if more husbands would sometimes tell them how much they appreciated all the sacrifices that every wife and mother must make. I think there would be more husbands who would stay lovers if their wives would tell them how grateful they were for the strong arm that stood between them and the world and that defended them with a chivalry just as true and fine as any Knight of the Table Round.

One of the women whom I like best in the world is the wife of a man who is fast winning fame as a composer of bright and tuneful light operas. The wife is a little roly-poly woman, brimming with enthusiasm, still dead in love with her husband after a good many years of matrimony, and the other night

The President of the United States of America,

To

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

REETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

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

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

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

Witness,

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

[SEAL]

[SIGNED]

ROWLAND COX,

Complainant's Solicitor.

S. D. OLIPHANT,

Clerk

at a little dinner she was telling this story on herself.

"Last summer," she said, "Jim and I were able to go abroad for the first time and we were just having a heavenly time enjoying everything together. One day we were rolling along through Germany in a compartment that we had all to ourselves in the train, except for a solemn, bespectacled German. The day was divine and everything perfectly lovely, and all of a sudden it came over me how good Jim was to give me such a treat, and what a lucky woman I was to have gotten him, and I sprang up and dashed across the car and threw my arms around him and began kissing him. It happened that just at that minute the train stopped at a little station and the German just gave one look at me and then he went out of the train through the window head first. He evidently thought I was a dangerous lunatic and he was fleeing for his life."

We all laughed at the little story, but I saw that one woman did it with wet eyes and I know I was thinking that if there were more women equally enthusiastic and grateful for the pleasures their husbands give them, we should not hear so much of marriage being a failure.

We scorn politeness to our own and give it to strangers, yet the home is the very heart of life. It is not the outside world that makes or mars our happiness, but those to whom we are bound by the close ties of blood and affection, and it is infinitely pathetic to think how often we strain the silken leash that binds us to our nearest and dearest.

We talk a great deal about the strength of love and have a comfortable feeling that we may treat those we love as we please. Never was a greater mistake. Sweet love is slain by neglect as well as cruelty. The woman whose husband showers upon her through married life the attentions he gave her as a sweetheart is never the woman who sighs for a career or is discontented at home. The man who is sure of exquisite consideration from his wife and who finds in her his most sympathetic companion is never the man who cares to wander from his own fireside.

Surely this is very little to ask from our own—merely the simple courtesy that would be shown a casual acquaintance. The greatest reform that could be started would be a reform in everyday manners, and the crying need of the day is for an unlimited supply of politeness for home consumption.

Dorothy Dix.

Everyday Rules for the Care of the Hands.

Soft white hands always tend to give a refined appearance to their possessor, and for that reason men and women of all ages have attended carefully to the care of their hands. Whatever his occupation or hours a man can give the same care to his hands as he does to his face and hair and a few moments of such care will make the greatest difference in their appearance. As for woman, the appearance of her hands is of the utmost importance.

It is not given to all to have shapely hands with tapering fingers, but with care they can at least be kept white and attractive. A woman can never be beautiful with awkward, ungainly hands. As beauty knows no rank, so may the woman who works for her living, no matter in what capacity, keep her hands in good condition. That a woman does her own housework is no reason she should have red, rough hands with carelessly kept nails.

The treatment of the hands should begin with caring for the muscles. They soon show effect of age and one thing which conduces to premature shrinking of the muscles of the hands, and which is answerable for half the wrinkled palms and fingers which we see at an age when they should be fresh and firm is the habit of wearing too tight sleeves and gloves. Tight gloves or sleeves have a bad effect on the development of the muscles, causing defective circulation.

Here are a few exercises good for the hands and wrists. Stand with arms at right angles with the body, hands down, bend the hands up as far as they will go, then down, continuing until arms are tired, but never until strained. Then clinch the hands tightly into a fist, then throw out the fingers straight quickly, with force, stretching them as far as possible.

If these exercises are persisted in the hands will soon gain much ease and grace and the circulation will be benefited greatly.

Never wash the hands in cold water or too frequently, nor with an inferior soap. Almond meal is a good substitute for soap.

Always dry the hands thoroughly if you wish to preserve the skin. Never go out without gloves. The air, dust and cold are injurious.

Large, loose gloves should be worn in all rough work, and rubber ones, if the hands must be exposed to water. The following formula is good for whitening the hands: Lanolin, 100 grains; liquid paraffin, 25 grains; extract of vanilla, 10 drops; oil of roses, 1 drop. Mix thoroughly and apply at night. Sleeping with gloves on, with the finger ends cut out, will keep the hands soft and aid in the whitening process.

An old-time mixture for whitening the hands is to take a tablespoonful of grated horseradish and pour half a pint of hot milk on it; let it cool in a bottle and apply to hands after washing.

Lemon juice slightly diluted, rubbed on the hands at night, will whiten them and a little glycerine added will soften them.

Hardened palms may be softened by rubbing the following preparation into them at night, sleeping in gloves: Put two and a half ounces of olive oil in a pot and stand in front of the fire. Take one ounce of white wax and toast until it all drops into the oil. Then stir with a wooden spoon until cold, or in a smooth ointment.

Simple mutton tallow, with a few drops of camphor or carbolic acid, is the best cure for intensely chapped hands. A few drops of perfume added will be more pleasing.

The care of the nails generally, even when not neglected, is indifferently or carelessly done. They require constant and watchful care. The beauty of the nails consists in their color, transparency, shape and the way they grow; but even in their best condition, they require unceasing attention. Well-cared-for nails make even an ugly hand presentable.

Never use a sharp instrument in cleaning the nails. It roughens them and makes them much harder to keep clean. One needs a pair of curved scissors, a nail brush, a fine, thin nail file, and a polisher, or the latter can be replaced with a piece of chamois.

The nails should be filed each day, but seldom cut, and always rub the edges smooth with the file after trimming. Powder helps in the polishing, but only

a little should be used, putting a little cold cream or vaseline on the nail first; rub briskly with the polisher, but never to heat the nail. Then the hands should be bathed to remove all powder. The manicure's process is to soak the hands in warm water, scrape the nails, push back the cuticle from the little white "half moons," clip any of its rough edges off, but not so closely as to cause hangnails. Trim the nail round in similar outline to that of the half moons, pointed nails being considered bad form. Trim and file off the rough edges polish with cream, then powder, bathing the hands in warm water as the finale.

Sir Erasmus Wilson, England's dermatologist, does not approve of scraping the nails. He says no instrument but the ivory or orange wood stick should be used.

If the nails are brittle, use a little vaseline or olive oil at the roots at night.

"Hangnails" are due to dry skin, and require constant care. Soak the fingers in warm water at night, trim off the edges with curved scissors and apply cold cream or olive oil.

Cora Stowell.

A Desideratum.

"This," the salesman said, handing out another package, "is also an excellent substitute for coffee. It is very wholesome. It makes red blood."

"Haven't you something," asked the young woman with the earrings, "that makes blue blood?"

Individuality counts for much. How much of it are you putting into your business?

**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.

E. C. ADAMS } Our travelers { OSCAR CROFF
W. P. BAILLIE } in your section { L. C. WANN

Are now out with advance samples for 1902, the newest things in import, representing all brands of French, German and Austrian China.

Five new open stock patterns of

HAVILAND CHINA

Now in stock ready for shipment.

SOUVENIR CHINA

(A specialty)

Geo. H. Wheelock & Co.

113 and 115 W. Washington St., South Bend, Ind.

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.

Poultry

Peculiarities Pertaining to the Handling of Poultry.

"I hope the bill recently introduced by Assemblyman John Bradley will not become a law," remarked a poultry merchant. "It prohibits poultry, meat and such articles of food being carried in cold storage longer than one year. In addition to the harm it will do the cold storage people I do not consider it a good bill. I have eaten poultry which had been in storage much longer than a year and it was perfectly sweet and good, and I dare say much more healthful than much of the fresh poultry to be found in the large markets. If poultry will carry in such good condition, meat also will and I understand game is or has been carried successfully from year to year." Others spoken to were of the same opinion, many claiming poultry, meat and other articles, if properly cared for as regards temperature, could be carried in cold storage much longer than a year without ill effects to quality. One dealer said that the bill was doubtless introduced like many others, for reasons, and would never get very far toward becoming a law.

* * *

The offerings of fresh poultry were rather light again last week and in consequence there was a much larger offering of frozen poultry than for some weeks, many dealers taking out more or less stock from the storage houses. Trade has only been of a peddling character, nearly all sellers claiming only a light movement for it and it is evident retailers prefer the fresh poultry and are unwilling to be interested in the frozen unless compelled to by shortage of fresh. Possibly many of the large dealers who could use frozen have enough of their own, which they are working out. Such dealers would not buy more on any reasonable basis of price, only coming to the market for fresh goods.

* * *

"You do not find any fresh capons in your travels, do you?" asked a poultry merchant the other day. "I had an enquiry for them but have been unable to locate any, and I guess the season for them is over. Frozen are pretty high but demand only moderate. Fancy capons are rarely plenty enough to be reasonable enough in price, and I often wonder why more poultry raisers do not caponize their young roosters. So little time and expense is attached to the operation that I should think more poultrymen would avail themselves of raising capons and getting the high prices usually current for fancy."

* * *

From the receipts of live poultry, a pretty good idea of the style of poultry raised in the various parts of the country can be obtained. And it is surprising what little attention is given to the different breeds. One or two entire states ship poultry of the most suitable variety and some sections of other states send poultry equally as good, but from the rest of the shipping sections the common "barnyard" fowl is shipped. It seems impossible to get farmers and also poultry raisers to realize the benefit of keeping up the standard of their poultry. Conditions make some varieties better than others, as for example, the one keeping poultry for eggs should have only the best laying strains which are the small varieties such as the various kind of Leghorns. If poultry is raised for the revenue obtained from the

poultry itself a large fowl should be raised and where the revenue comes from both the eggs and the poultry, certain breeds notably the Plymouth Rocks have proved themselves the most profitable. Most poultrymen admit these facts and as a rule they start off right but instead of grading up their flocks they let them run down. It is certainly some trouble and possibly expense to keep improving the poultry and the average man does not seem to think it pays. He forgets the fact that the higher his poultry is graded or bred, the better the results will be. This was very forcibly impressed upon me a few weeks ago when I had occasion to travel through a comparatively new poultry section. The owner of the farm in mind told how successful he had been with his poultry, having made a great deal by selling the eggs, although of late they did not seem to be doing so well. After questioning him somewhat he said that he had started with the best Brown Leghorns he could get, but after a trial he found them such poor mothers that he got some Plymouth Rocks and other varieties. No effort was made to keep the different breeds separate and a rapid deterioration of the flock commenced, with the result that his egg production has steadily decreased and he wonders why his hens lay so much less than a few years ago.

Another farm had started with a small flock of five or six leading varieties a few years before and the result was pretty well told when the owner expressed himself that, notwithstanding his poultry was all of the best breeds, the returns were so small that it hardly paid to bother with. I might say that both of these poultry raisers had practically no outlet except for the eggs; the latter were called for and bought for cash by collectors or shippers, while the surplus poultry had to be carried to nearby towns and sold at low figures. Of over fifty farmers visited not one kept only one breed and less than five paid any attention to breed or variety, at least of late years, notwithstanding all were keeping poultry for the eggs.

* * *

"We might just as well have a close season on rabbits," said a merchant who has been getting a good many. "It is almost impossible to sell them now except at ridiculously low prices. Buyers seem to have stopped using them and I have had to accept 5@6c per pair for a good many and about the best of them sell from 7@8c per pair. Even the large Jack rabbits can be bought for 20@25c per pair, and there is really nothing in them for either us or the shipper."—N. Y. Produce Review.

Didn't Reprimand Her.

A little Muskegon girl was discovered whispering in school, and the teacher asked:

"What were you saying to the girl next to you when I caught you whispering?"

The little culprit hung her head for a moment, and then replied:

"I was only telling her how nice you looked in your new dress."

"Well, that—yes—I know—but we must—the class in spelling will please stand up."

Progressing.

"How are you getting on with your new house, Maude?"

"Oh, just splendid! Harry is letting me select all the colors for the parlor, drawing-room, dining-room, and bedrooms, and after he gets some money he's going to see somebody about building it."

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

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.

INVENTIVE GENIUS.

The Rise and Fall of a Merchant Near Alpena.

Written for the Tradesman.

"He's quite a bit the smartest feller fer his age in these parts," volunteered the Weather Prophet, as he broke a sliver from the upper hoop of the salt barrel and began to whittle it into a slender toothpick.

"Waal, I must remark 'at I wouldn't hardly think it to look at him," demurred the Oldest Inhabitant, doubtfully. "He's jest an ornery, every-day sort of a chap with the gift of gab an' a leetle more eddication an' a handier way of sayin' things 'n some o' the rest on us. No, I wouldn't put him forrard fer town clerk tell I knowed more about his stayin' p'int. Now ye kin take it in hosses. Some on 'em is all fer style an' they kin rare around an' pull on the bits an' go a mile as if the Old Scratch hisself war arter 'em. But hitch 'em up to a good load an' they'll more'n likely refuse to pull, an' when ye come to drive 'em to Charlevoix an' back the same day, jess as like as not ye'll find they lack fifty cents o' bein' wo'th half a dollar."

"Yaas," assented the Weather Prophet, "the's suthin' in that. But take it around t'other way ag'in. Take it in mules. Gitchee a good, stiddy, solemn, slick lookin' mule what hain't got no vices in petickler as anybody ever knowed on, an' blamed if he'll hardly do work enough in a year to pay fer the taxes on him. Slow an' seldom's the word with him, an' while ye'r a usin' of him to plow up cawn ground, the feller on the next forty with the rampageous colts has got his crap all in an' growin'. Mebbe he's busted two or three plow p'int an' spiled a mold-board an' had to fix his harness a couple of times a doin' of it, but he's got his job all did, an' is airnin' money enough at suthin' else to buy him a hull new outfit."

"That hain't no fair comparison," said the Oldest Inhabitant, with a note of annoyance in his voice, "fer hosses an' mules hain't folks no way ye kin fix it. Now I knowed a feller once by name of Charles Blake what reminds me of this chap o' your'n fer all the world. He was powerful pert with an answer, an' could do most any kind of work quick an' good, an' people thought a heap of him fer a while. He had a store in a little place near Alpena an' he hadn't been there two months afore he had about all the trade what come to that town. Arter he'd been there eighteen months the other fellers had most of it back ag'in, an' three years wound up his little ball o' yarn."

"Huh!" ejaculated the Prophet. "Guess he couldn't 'a' be'n so all fired cute arter all."

"Waal, that was what I was a tryin' to git at. He wa'n't smart. He was like a fly-wheel with one side broke off. He wobbled. He'd go like Sam Hill fer a spell an' then he'd hafter stop to kinder let his breath catch up with him. He used too blamed much steam fer the size of his b'iler. But what he couldn't do with tools would puzzle a reg'lar carpenter. He was allers a makin' suthin' an' he never could see anything no place what struck his fancy, but he wanted to make one like it, an' make it he would, too. He was over to Chicago onced, an' see some o' them cash carrier riggins' what shoves the money around the store an' up to where a gal sets in a glass showcase an' chaws gum. So, as soon as he got home he

went to makin' one, an' it looked like it might be all right to play with, too. Some o' the time it'd work pretty good, but mos' gin'ly arter the little canoe he put the money into got started, it'd stick some'r's er some'r's elst, an' then one or t'other of the clerks'd hafter foller of it up an' poke it along with a broom handle. It wa'n't long though afore he got that part regelated, and the secont day but one arterwards the blamed thing jumped the track an' sailed through a plate glass winder that cost sixty-five dollars in cash.

"The buys uster have quite a notion of roostin' around on his counters an' at last they got so's't they hated to move when a customer come in to get waited on, an' they kep' a botherin' of him like that tell he finally fixed a rig with some sharp brads, an' when a row of the lads got to settin' along the counters good an' comfortable, he could jerk a string an' jam the nails into 'em. That was lots of fun till one day he jabbed a kind of a secont John L. Sullivan, an' arter he'd recovered from the effects of his interview, he took them air spikes out ag'in.

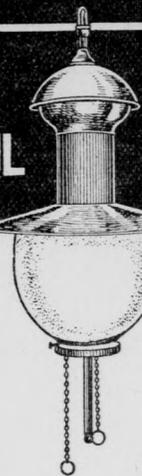
"One day it got noised around that the' was burglars in them parts, an' our Mr. Gent thinks, ses he, what's the matter with me makin' a trap fer 'em? So, nights an' Sundays, unbeknownst to anybody, he got his fixin's ready. Right in front of his big safe he cut a hole in the floor two foot square, an' made a little fallin' door of the pieces. Then he put spring hinges on the lower side an' a hidden catch so he could fasten it up tight daytimes, an' when it was covered with a piece o' carpet the' couldn't no one see but what it was a solid floor. Waal, under the trap door he dug a pit ten foot deep an' sot a big otter trap in the bottom of it. It was a pretty slick rig all the way through an' he cackled a good bit to himself thinkin' how cheap the burglars 'd feel when he looked down at 'em an' asked 'em to cough up fer their lodgin's.

"So when the night come fer the trial he sot his trap good an' proper, an' went home. Burglars seemed to be all fired scarce about them times, an' it wa'n't long afore he got kinder fergitful about his trap, an' one night when he'd disremembered suthin' er rather at the store an' went back to git it, what should he do but fall in his own self. Kerslump he went, right to the bottom, the otter trap ketched his two ankles, the door in the floor slammed shut accordin' to calklations an' all the hollerin' he done from then till mornin' staid inside the buildin' jest as he had figgered when he planned it out. O, it was a beautiful invention an' it worked to a charm. But the' was more to it than he knowed. In the first place nobody carried a key to the store but him, an' when it come openin' up time, the clerks hung around the front door an' talked and wondered what all was the matter. At last one of 'em went to the house to see if Charles was sick, but his woman said he hadn't showed up sence supper time, an' that she didn't make strange of that 'cus he was quite a high roller an' liked to play poker pretty well an' the' was plenty of times when he'd done the same thing afore, and allers turned up bright an' smilin' the next mornin'.

"However, she seemed to be a leetle riled this time, an' at last she hunted up an extra key an' went along to the store to see if he mightn't of been knocked on the head an' robbed an' she not of had a hand in the massacre. As

THE WONDERFUL

"DORAN LIGHT"



We Not

Are Afraid

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

DICKSON, TENN., October 20, 1900.
ACORN BRASS WORKS, Chicago, Ill.
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.

L.L.C. line. Abv. D. 1

WORLD'S BEST

S.C.W.

5c CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN.



You will find scarcely an imperfect berry in a package. That's one reason why the people like it.

OLNEY & JUDSON GROCER CO., Grand Rapids

Cash Register Paper

Of all kinds. Quality best. Prices guaranteed. Send for price list. If in need of a Cash Register address

Standard Cash Register Co., Wabash, Ind.

soon as they got inside she hustled around to the safe, wantin' to see if that had been blowed, and what should she do but fall into the hole her own self.

"The' was quite a few explanations had to be made, an' a new silk dress thrown in somer's to patch up matters, an' Charlie didn't get out of the house arter that fer quite a spell.

"When he' got well of that scrape he took it into his head to make him one o' them air elevators what h'ists an' lowers stuff up an' down stairs. When he got it done, it looked so good that nothin' 'd do but he must take the first ride on it. So he give the rope a jerk an' it started off all right, but when he was halfway up suthin' must of give loose, fer the thing went the rest of the way like a shot out of a gun, broke half the timbers an' castin's in the machine, and drove Charlie through the shingle roof so that they had to put up a ladder to the buildin' an' take him down from the outside. The doc that attended him told us what all the' was broke, an' it sounded like the serious case of goin' all to flinders I'd ever heard on, but he got around ag'in in time, an' though he was kinder lopsided arter that, an' limped and wobbled some when he walked, he could look arter business quite good an' as he said hisself, he war better'n seven or eight dead men jess the same.

"But the crownin' invention of all—the cap sheaf to the hull business—was his tiltin' cellar door. Ye see, he had an outside entrance, an' whenever a farmer come along with a load o' taters the boys had to lug 'em downstairs in baskets. He could of made a slide enough sight handier and better, but that didn't gibe with Charley's idees of ingenuity. He made a platform that would either cover the cellarway or reach from a wagon to the back door of his store, which was right over it, set up two j'inted rods, one on each side of the platform and hitched it on with a bolt. Then he rigged a pulley in the cellar and a rope and some weights to it to balance it up, an' the machine was ready fer operatin'.

"I hain't much on mechanic, so I didn't examine into the workn' parts very close, but I see the thing manoeuver a few times, an' accordin' to Charley's tell it was a leetle the neatest arrangement out. Set a sack o' taters on it, grab a lever an' twist it one way an' the door'd drop down to a level with the cellar floor, then give the lever another kind of a twist and the door'd flop over an' land its load inside the buildin'. Ye could ride on the thing yerself if ye liked, but ye wanted to be spry afoot when ye got to the bottom to keep out of the way, an' the chances'd be that ye'd haf to go back afoot anyhow, cus it want calkated to hist loads up hill.

"Along toward the last of Charley's storekeepin', by all accounts, he got pretty hard up, an' he sent to Saginaw fer a wholesale dealer there to come up an' look his place over an' see if he couldn't give him a bigger line of credit. Charley was a smooth talker and he put up a good front to the chap that come there, an' everything was goin' tip top. They seemed to have things fixed up all right, but the feller said he wanted to take a look about the premises so he could make a full report to the house when he got back to town. He was a big tall man, quite stout, an' wore a plug hat an' a suit of clo'es that cost twenty dollars if they did a cent. They was the nicest clo'es I ever see.

So Charley took him all around and showed him this thing an' that thing that was his'n, an' finally they got to the cellar door.

"Now here's an invention o' my own that I calklate's a leetle the neatest thing yet," says Charley, and he was jest a going to explain the rest of it when he noticed that the' was some hogs in his patch of mush melons, jest across the alley. So he 'scused hisself fer a minute an' went after them swines. Wall, he was no sooner gone than Mr. City Man commenced to figger on the cellar door arrangements. An' he got along all right, too, till he took a holt of the lever that run the thing. Charley see him jest then an' hollered to him, but it was too late, fer the door shot down stairs, an' the feller gin a wild screech an' disappeared. Blake rushed over there as quick as he could, but some others had heerd the racket an' got there as soon as him. The' wa'n't much to be seen at first, 'cus the tiltin' cellar door was in the way, but the' was quite a variety of cussin' rollin' up through the openin's at the sides of the door, an' the' was sounds of a feller flounderin' around promiscuous like in the dark.

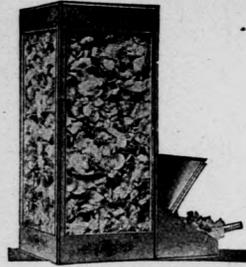
"Pretty quick Charley gets a holt of the lever an' jerks the door back up hill, an' as the first rays of heaven's pure sunlight streamed through the doorway, it revealed a sight that don't come to the lot of every man, not onct in a lifetime even, to see. It was an extry good season fer eggs, an' Charley had been buyin' of 'em fer shippin' purposes an' puttin' 'em into bushel baskets an', bein' as the weather was a leetle on the warm side, the boys had sot a lot of them air baskets into the cellar to keep cool. Wall, when our city feller took his flyin' leap, he landed head first into one, an' in prancin' around in the dark, tryin' to git straightened out, he tromped into two more an' upshot another. So when we first got to see him he stood there, both arms hanging limp, his coat an' pants an' even his face covered with yoke an' egg shells an' the hull mess runnin' down offen them nice clo'es o' his'n an' the tips of his fingers till he looked like the New York feller t'other day when he crawled out of the big sewer. An' our Mister Man was doin' by all odds the tallest job of plain an' fancy cussin' that had ever been known in them parts.

"Wall you orter heerd the lookers on holler an' yell an' laugh. An' the more they laughed the madder the city chap got an' the more he cussed. An' all the while Charley Blake was tryin' to make 'em keep still an' was doin' his best to pacify his visitor. It was a tryin' time fer the city feller an' a real blow to Charlie, fer the chap he went home an' made such a statement to his folks that the' was another feller come there in a few days. An' he didn't wear no twenty dollar suit an' no dood hat, an' he didn't strut around like a peacock on a sunshiney day, but he was business from the word go, an' he closed up Blake's store an' had a mortgage on his house an' lot afore anybody else in the town knowed what was goin' on."

Then the Oldest Inhabitant arose and, as he knocked the ashes from the bowl of his well-blackened briar pipe, he delivered himself of this sage counsel:

"An' them's some of the things that make me think that when ye get ready to pick out a feller for the office of town clerk, ye'd better get a chap what hain't too all fired pert an' frisky."

Geo. L. Thurston.



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

Meyer's
Red Seal Brand

Saratoga Chips

Have No Equal.

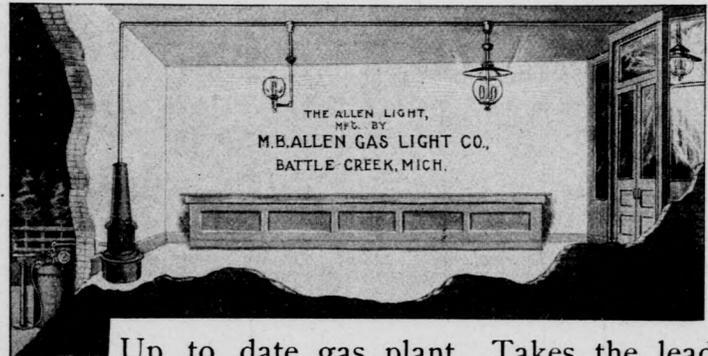
In a Show Case, as per cut, with 10 lbs. net Red Seal Brand for

\$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.

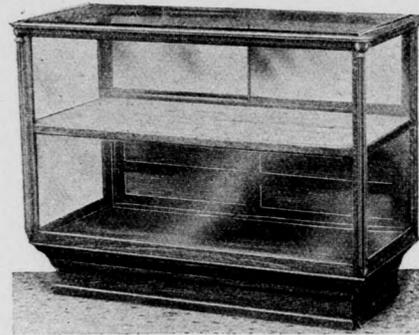
The Little Giant Generator



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

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 36 Cigar Case.

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

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

Everybody agrees there is no better
lime than

"Petoskey Lime"

Why then shouldn't dealers handle it
and builders use it?

MICHIGAN LIME COMPANY, Petoskey, Mich.

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.

The Salesman Who Got Fresh With the Woman Grocer.

I had a long talk last week with one of the cleverest little women grocers I ever met.

She is practically only a girl—I should imagine about 22 or 23. Her father ran the store until he died and then, sooner than see the business pass into other hands, she took it up herself.

The town has about 3,000 people. This is the principal grocery store and I imagine it is doing a prosperous business. I am not going to tell where the place is, for I do not want a lot of you fellows running there.

It is no use to write in for the lady's name, either.

That being understood, I will say that she is as sharp as a steel trap and as pretty as a picture.

She gave about an hour to your old uncle and I tell you I came away with my ideas changed a good deal as to whether women ought to be grocers or not. She is a grocer, and a good one—a successful one. More than all, a pretty one.

We rambled along in our conversation, touching first this subject and then that. I got off all my best jokes and make a good many wise remarks—I flatter myself that the old man showed up better than a good many of you young bucks would have done.

Why, when I was a young fellow—but there, cut me off!

One thing we talked about was how traveling salesmen treat women grocers. I have always been curious to know that. The average salesman is a pretty sporty boy and whether he could keep to strict business when trying to sell a young and good looking woman grocer, has always been a question in my mind.

Here was one both young and good looking, so I thought I would ask her.

"How do you get along with the salesmen?" I asked.

"What do you mean?" she asked, with a funny little smile playing about the corners of her mouth.

"Why," I explained, "do you find in your dealings with them that they are conscious of your sex and—pardon me—your good looks? Or do they treat you in the same businesslike fashion that they would a man?"

She smiled, while I longed for my vanished youth.

"I hardly know how to answer that question," she said. "I think that all the salesmen who come here are perfectly aware that I am a girl. But they treat me in a businesslike way, for the simple reason that I would not let them treat me in any other way."

"It seems strange, though," I observed, "that none of them should have tried to get fresh."

Oh, I do hate a fresh salesman so! Again she smiled.

"Well," she said, "one did, once." "Ah, ha," I said; "mind telling me about it?"

"Not at all," she said. "It was pretty soon after I took hold of the business. He was a young fellow, and pretty good looking. I took him to be one of those fellows who think they are lady-killers. When he saw me I noted at once that he was laying by to have a good time. He was selling a brand of soap that had always been a good seller with us and, as I needed some, I had to listen to what he said.

"Well, he opened up in a nice enough way, but he soon got off business, and was becoming very silly. I saw it, but I let him go. Every once in a while I would bring him back to the question of soap. He kept getting worse and worse and finally I insisted on his naming a price for ten cases of his soap. He thought he'd make a hit with me, so he gave me a price that was away below the market. I signed the order quickly and then gave him the laugh. He started to get ugly and said he wouldn't turn the order in, but I told him if he didn't I should complain to his house. So the soap came along all right.

"I found out afterward," she finished, "that the fellow was fool enough to tell the story to everybody on the road, nearly; so I have not been bothered with any more freshness since. Two or three of them started to develop a tendency to sit around the store, but I stopped that pretty quickly."

"How?" I asked.

"By asking them not to do it," she said.

I had been "sitting around the store" for nearly an hour, so I did not know whether this was a bluff or not. So I thought maybe I would get a compliment or something when I said:

"Why, I have been sitting here a good while, and you have not asked me not to do it."

"Oh, he said, with a laugh, 'you are different.' I smacked my lips, thinking she was going to tell me how much more interesting I was than other men."

"Yes," she continued, "you're different. You're old enough to be my father."

Great shakes, wasn't that hard on the old man? Safe because I am old, eh? Gee whiz!—Stroller in Grocery World.

Quick Method of Computing Profit.

The following is a quick method of arriving at the price any article must be sold at to make a certain per cent. when bought by the dozen:

To make 20 per cent. profit, take the dozen price and remove the decimal point one place to left. For example, an article costing \$12 per dozen, selling at \$1.20 each, gives you 20 per cent. profit.

To make 33 1/3 per cent. profit, divide the dozen price by 9. For example, \$12 divided by 9 equals \$1.33 1/3—the selling price.

To make 40 per cent., add 1-6 to the cost per dozen and remove the decimal point one place to the left. For example, \$12 plus 1-6 equals \$14—selling price \$1.40.

To make 50 per cent., divide cost of dozen by 8. For example, \$12 divided by 8 equals \$1.50—the selling price.

Having the cost price per gross, to find selling price per piece to make 40 per cent. remove the decimal point two places to the left. For example, an article costs \$40 per gross. Remove the decimal point two places to the left, which gives 40 cents—the selling price per piece. This will always give a fraction better than 40 per cent., but is near enough for all practical purposes.

Wm. H. Rouse.

Fitting Tribute to the Commercial Traveler.

Like the civil engineer, the commercial traveler is sent out to select a route and he must then grade and lay the track and afterwards keep it in constant repair by close vigilance. The other departments of a business are all to a certain extent subsidiary to this. The old adage that goods well bought are half sold is no longer accepted as an axiom. It is more difficult to sell goods that are well bought and carefully selected than to sell cheap bargain trash, owing to the fact that the consumer as well as the dealer of this country is seldom educated sufficiently in quality to discriminate until he has learned by actual use and experience the real economy of a good article, but good quality once sold and introduced holds trade in spite of any effort to replace it.

"The traveling salesman survives by industry. Ability is valuable, and good address and appearance are valuable auxiliaries; but buyers respect the man who is a 'worker' and they will show him their sympathy and appreciation. The ordinary man without talent who works will eclipse the man who takes it easy." Industry is the framework upon which all other qualifications of a traveling salesman hang. The life of a traveler has grown to be one long anxious struggle for the retention of trade, and his loyalty and faithfulness to the house which employs him must be like that of a man to his wife. It is a popular fallacy that a salesman must be all things to all men and that when Rome howls he must join in the chorus. Not so! The traveler who preserves a good-humored, considerate and courteous dignity is the one who will inspire the greatest percentage of buyers with respect, and merely because he is self-respecting. The traveler who is continually howling with the Romans is the will-o'-the-wisp of the road; like man, he is of few days and full of trouble. He cometh forth like a flower disporting the radiance of the rainbow, but when the clouds grow dark his radiance is obscured and his glory is gone. The steady-going, reliable, truth-telling traveler with a family to support, who feels his responsibility in life, is the man who can say with the brooklet: "Men may come and men may go, but I go on forever." James F. Coyle.

Gripsack Brigade.

Alpena Argus: Chas. P. Adams, who for the past eight months has filled the position of head clerk in the clothing department of the Hayt & Pierce Co., has taken a more lucrative position with the firm of Crowley Bros., of Detroit, jobbers of men's furnishings, as traveling salesman.

George J. Heinzelman, the urbane traveling representative for Rindge, Kalmbach, Logie & Co., Ltd., has been confined to his home for a couple of weeks by reason of a sprained knee joint, which he sustained in alighting from a moving street car at Saginaw. George is just as handsome as ever—and in some respects more so—but he is mistaken in thinking that he can jump on and off moving trains and street cars with the same alacrity and safety that he could a dozen years ago, when he carried around forty or fifty pounds avoirdupois less than he does now.

Caro—The Lacey Shoe Co. is being organized at this place to engage in the manufacture of shoes, and it is expected that the necessary buildings will be

erected and equipped so as to begin operations by September 1, the capacity being 250 pairs per day. The capital stock is \$50,000. The village gives a bonus of \$6,000.

The American match and the American watch are becoming more and more popular in the remotest corners of the globe. With American matches, and American oil, and American liberty, the irrepresible Yankee is doing a great deal of lighting and enlightening, and with his watches he is also marking time for the progress of civilization.

Adrian—A representative of the Scranton Dairy Co., of Scranton, Pa., is to be here April 16 to present the advantages of erecting a condensed milk factory in this city. Farmers for several miles adjacent are invited to take part in the deliberations and the prospects are good for the establishment of the plant.

Elk Rapids—The Elk Rapids Portland Cement Co. has mortgaged its plant for \$100,000 to the Northern Trust Co., of Chicago. The plant will start up May 1, as it has some large orders of cement to fill. The plant has been idle for nearly a year.

Detroit—The Burns & O'Shea Brick Co. has been incorporated with \$30,000 capital paid in. James D. Burns holds 1,000 shares, Timothy J. Burns and Simon O'Shea 900 each and Julia B. O'Shea and Margaret A. Burns 100 each.

Cadillac—Jos. Reiter has resigned his position with Richard Rybold, the cigar manufacturer, after a service of eleven years, and has engaged in business for himself.

Otsego—C. I. Corry, of Ft. Wayne, Ind., a buttermaker of fifteen years' experience, has been engaged to take the management of the new creamery at this place.

Benton Harbor—The Endion Grape Juice Co. has filed articles of association with a capital stock of \$10,000.

Zeeland—The Zeeland Canning Co. has been established at this place. The capital stock is \$20,000.

WHERE IS THE LIVINGSTON HOTEL?

Is a question asked by almost every commercial traveler the first time he enters Grand Rapids, because he has heard so much about the home-like comfort and convenience of this house from other salesmen on the road.

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy
 HENRY HEIM, Saginaw - Term expires Dec. 31, 1902
 WIRT 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. SEELY, Detroit.
Treasurer—D. A. HAGENS, Monroe.

What the Drug Clerks' Association Can Accomplish.

One of the marked economic phenomena of the new century in pharmacy is the organization of the drug clerks. Up to within two or three years associations of clerks were practically unknown, the St. Louis organization being possibly the only one in existence—certainly the only one of any importance. Since then, however, associations have sprung up in various parts of the country in such numbers as to make the occurrence not an unrelated manifestation, but a general movement.

This economic development need not surprise us. It is entirely natural, and does not carry with it any menace. Society has reached the stage where organization and co-operation are possible and necessary; and the organization of the drug clerks is only one aspect of a general evolutionary movement. But while—to speak in therapeutic parlance—the “predisposing” cause of the organization among drug clerks has thus been an entirely natural impulse from within, an “exciting” cause has unquestionably been some of the unsatisfactory conditions by which the clerk is surrounded, and which he believes organization may succeed somewhat in ameliorating. There are two things which the clerk would like to get—fewer hours and more pay; and he thinks that organization possibly offers an opportunity for securing these. What are his chances of success?

Taking up first the question of a shorter work-day, we may at the outset express an opinion, formed after much careful thought and observation, that there are just two channels through which this may be secured. The first, and by far the more promising for the immediate future, is through the early closing movement; and here the clerks may exert their organized influence for the good both of themselves and their employers. There is no sensible reason why drug stores should not be closed an hour, or, in some cases, two or three hours, earlier than they are now on week-day evenings, and closed on Sundays (providing some means of supplying emergency demands be devised) during all but a few hours and possibly altogether. Conservatism and trade jealousy are the two factors which stand in the way of this reform; these may be overcome only by the development of sentiment; and in this development the clerks, so organized as to exert an influence, are in position to do great good. The Association at Butte, Montana, has succeeded in bringing about a nine-o'clock closing hour; and what has been done by this Association may be done by others (except, possibly, in the larger cities) if they go about the task diplomatically and earnestly, and do not allow themselves to be disheartened by the failures which are quite sure to be met with at the outset of their efforts.

The second channel through which a shorter work-day may be realized, and through which, and through which only, a larger salary may be secured, is one, we regret to say, that promises little benefit for the immediate future. Going back a bit, we may point out the truth that the average pharmacist is not in position to give his clerks more pay and fewer hours. Through various causes which have been operating within the last twenty years pharmacy does not yield the returns that were once yielded; and pharmacists, not making large earnings themselves, can not give large earnings to their clerks. It may be said without fear of successful refutation that the average clerk gets all that the business can well afford him; and within the last decade, indeed, thousands of businesses could afford no clerk at all. Having to economize in every way, and finding it necessary to pursue every possible opportunity in order to make a decent living, the average pharmacist has not been in position to grant his clerk or clerks fewer hours of daily service, or pay them larger salaries.

Until, therefore, the drug business itself is improved through some economic change, there is not in general much chance for an improvement in the lot of the clerk. That such an economic change is coming, however, is scarcely to be doubted. From now on we may expect a gradual development of combination and centralization in pharmacy; and several instances of it, in different parts of the country, have manifested themselves within the last few months. Slowly, and through the operation, not of the law of the Legislature, but of the law of nature, the number of drug stores will be decreased, and the size increased; and this will bring about economies making larger returns possible to everybody concerned, also the specialization of effort and the application of “shifts” which will reduce the length of the work-day. We are firmly of the opinion that a more roseate future is in store for both pharmacists and their clerks, but we may not expect to awake some morning soon and find it reddening the eastern sky. Natural movements are slow of growth and development; and it is more than likely that this one in pharmacy will not attain any marked progress for at least twenty-five or thirty years, and will not reach anything like completion for perhaps a century or two.

Recapitulating, then, we do not see that the clerks are likely to secure any radical improvement in their condition for some time to come. That which promises them the most benefit will not yield them anything decided for at least a period of years. But, relinquishing (if they hold it) the vain hope of accomplishing great things, there is yet much remaining that lies within their power. They should strive earnestly to hasten the early-closing reform, realizing that this alone promises them a material shortening of the work-day; and, bearing in mind that the lot of the proprietor must be improved before that of the clerk can be, they should foster and assist every movement for the betterment of pharmacy as a whole, working hand in hand with the proprietors, and not, as is sometimes the case, maintaining an attitude of offense and defense. Finally, the clerks should use their organization, not only for economic purposes, but as well for social and educational ends. Social interests have been fairly well developed, as the columns of the Bulletin have shown from month to

month, but almost nothing has been done in educational directions. The Detroit Association is this winter having a series of lectures from competent speakers on subjects germane to pharmacy; and one or two other associations, we believe, have conducted “quizzes” for the benefit of those preparing to be examined by the Board of Pharmacy. But this is only a fraction of the educational work which organization makes possible, and which might be done for the inestimable pleasure and benefit of the members of every drug clerks' association in the country.—Bulletin of Pharmacy.

Display of Licorice Sticks.

Licorice sticks always sell well when people are reminded of them. A forcible reminder can be effected in this fashion: From straw boards build a large square frame, and cover with sheets of white paper or cloth. Drive several vertical rows of slender wire nails into the frame, the nails along each row being about an inch and a half apart, and the distance between the rows a little less than the length of a licorice stick. Now support the sticks of licorice on the nails along the first two rows, making a ladder of licorice sticks. Repeat this with the next two rows, and also with the third pair. Now there are to be seen three ladders of licorice sticks with two blank spaces intervening. With black ink and a lettering brush print down the first space: “Licorice Ladders,” and down the second space: “Five cents a rung.”

If you have three boxes of licorice sticks to sell, bring up half a dozen empty boxes from the cellar, fill them nearly full of crumpled paper, in each box lay two layers of the sticks over the paper to simulate full boxes, display the entire equipment in the window, mark it, “A liberal lot of licorice sticks,” and they will sell. Always get out of a case of goods all there is in it. Spread out the stock. Magnify its proportions with a little ingenuity and padding.
 Joseph Hostelley.

The Drug Market.

Opium—There is no change from the report of last week. The price remains unchanged.

Quinine—Is firm, awaiting the outcome of the bark sale at Amsterdam next Thursday.

Acetanilid—Is weak and lower, on account of competition.

Cocaine—Has declined 25c per oz.

Glycerine—Is very firm and tending higher.

Oil Sassafras—Is scarce and very firm.

Linseed Oil—On account of continued high price for seed, has advanced 1c per gallon.

Substances Which Destroy the Desire for Liquor.

A number of proprietary articles for this purpose have been put upon the market and sold in large quantities. Their virtue, however, is extremely limited. It is very doubtful if they exercise much deterrent effect. In general, the substances employed for the purpose are emetics, and the design is to cause a very slight nausea, just enough to ruin the appetite. Tartar emetic (or the wine of antimony), apomorphine, and emetine are used for the most part. Emetine, in doses of 1-1000 grain, diluted with milk sugar, and made into the form of tablets or powders, would perhaps duplicate this form of medication.

If a man doesn't expect anything else for Christmas, he can always depend on his wife's relatives.

The Smooth Nickel Good.

The custom of street car conductors to refuse smooth nickels, presumably in accordance with orders from their managers, has been given a severe blow by Judge Ryan, of the Circuit Court in St. Louis. The St. Louis Transit Company was sued for damages by John Ruth, a passenger who had been ejected from a car because he insisted that the conductor should receive a smooth nickel for fare. The complainant was awarded \$2,000. Judge Ryan said:

There is no such thing, as assumed by the defendant, as a nickel of less than full face value. A gold coin may be worth less than its face value because of abrasion or loss of weight, but this is not true of a nickel. I think the carrier should be held to the rule that if it ejects a passenger who tenders a good coin in payment it does so at its peril. It is better that the conductor, if in doubt, should receive the coin than to establish a rule of law which would permit him to eject a passenger who tenders a good coin and then plead as an excuse that he thought it was bad. In this case his plea does not go so far; he only rejected it because it was “smooth.” He never claimed it was bad. His act was a mere wanton and capricious rejection of the only piece of money the plaintiff had at the time.

The man who will not marry until he finds a woman who thinks before she speaks will remain a bachelor all his days.

It's Like

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

\$20 FOUNTAIN

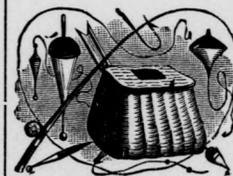
Will do the business just as well. Over 10,000 in use. No tanks, no charging apparatus required. Makes finest Soda Water for one-half cent a glass. Send address for particulars and endorsements.

Grant Manufacturing Co., Inc.
 Pittsburg, Pa.

SEE OUR WALL PAPERS

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

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



Fishing Tackle

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

Famous \$5 Assortment

In nice display cabinet with prices plainly marked

Retails for \$12.86

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

FRED BRUNDAGE

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

WHOLESALE DRUG PRICE CURRENT

Advanced—		Declined—Cocaine.	
Acidum			
Aceticum	60¢	8	
Benzolium, German.	70¢	75	
Boricum	24¢	29	
Carbolicum	43¢	45	
Hydrochlor.	3¢	5	
Nitrosum	8¢	10	
Oxalicum	12¢	14	
Phosphoricum, dil.	50¢	53	
Salicylicum	1 1/2¢	2	
Sulphuricum	1 1/2¢	2	
Tannicum	1 1/2¢	2	
Tartaricum	38¢	40	
Ammonia			
Aqua, 16 deg.	40¢	6	
Aqua, 20 deg.	60¢	8	
Carbonas	13¢	15	
Chloridum	12¢	14	
Aniline			
Black	2 00¢	2 25	
Brown	80¢	1 00	
Red	45¢	50	
Yellow	2 50¢	3 00	
Bacca			
Cubebae	22¢	24	
Juniperus	6¢	8	
Xanthoxylum	1 70¢	1 75	
Balsamum			
Copaiba	50¢	55	
Peru	2 00		
Terabin, Canada	60¢	65	
Tolutan	45¢	50	
Cortex			
Ables, Canadian	18		
Cassia	12		
Cinchona Flava	18		
Euonymus atropurp.	30		
Myrica Cerifera, po.	20		
Prunus Virgin.	18		
Quillaja, gr'd.	12		
Sassafras	12		
Ulmus	20		
Extractum			
Glycyrrhiza Glabra	24¢	25	
Glycyrrhiza, po.	28¢	30	
Hematox, 15 lb. box	11¢	12	
Hematox, 1/4s.	13¢	14	
Hematox, 1/2s.	14¢	15	
Hematox, 3/4s.	16¢	17	
Ferru			
Carbonate Precip.	15		
Citrate and Quina.	2 25		
Citrate Soluble	75		
Ferrocyanidum Sol.	40		
Solut. Chloride	15		
Sulphate, com'l.	2		
Sulphate, com'l, by	80		
bbl, per cwt.	7		
Sulphate, pure	7		
Flora			
Amlca	15¢	18	
Antemhis	22¢	25	
Matricaria	30¢	35	
Folia			
Barosma	30¢	40	
Cassia Acutifol, Tin-	20¢	25	
nevelly	25¢	30	
Cassia, Acutifol, Aix.	12¢	20	
Salvia officinalis, 1/4s	8¢	10	
and 1/2s	8¢	10	
Uva Ursi	8¢	10	
Gummi			
Acacia, 1st picked	65		
Acacia, 2d picked	45		
Acacia, 3d picked	35		
Acacia, sifted sorts.	28		
Acacia, po.	45¢	65	
Aloe, Barb. po. 18¢20	12¢	14	
Aloe, Cape	12		
Aloe, Socotri. po. 40	12		
Ammoniac	55¢	60	
Assafetida	25¢	40	
Benzolium	50¢	55	
Catechu, 1s.	13		
Catechu, 1/4s.	14		
Catechu, 3/4s.	16		
Camphora	64¢	69	
Euphorbium	40		
Galbanum	40		
Gamboge	75¢	80	
Guaiaecum	35		
Kino	75		
Mastic	60		
Myrrh	40		
Opil	25¢	30	
Shellac	35¢	45	
Shellac, bleached	40¢	45	
Tragacanth	70¢	1 00	
Herba			
Absinthium	25		
Eupatorium	20		
Lobelia	25		
Majorum	25		
Mentha Pip.	23		
Mentha Vir.	23		
Rue	25		
Tanacetum V	22		
Thymus, V.	25		
Magnesia			
Calcined, Pat.	55¢	60	
Carbonate, Pat.	18¢	20	
Carbonate, K. & M.	18¢	20	
Carbonate, Jennings	18¢	20	
Oleum			
Absinthium	7 00¢	7 20	
Amygdala, Dulc.	38¢	65	
Amygdala, Amar.	8 00¢	8 25	
Anisi	1 60¢	1 65	
Aurant Cortex	2 10¢	2 20	
Bergamit	2 60¢	2 75	
Cajuput	80¢	85	
Caryophyll.	75¢	80	
Cedar	80¢	85	
Chenopaii	2 75		
Cinnamonli	1 15¢	1 25	
Citronella	85¢	40	
Conium Mac.	85¢	75	
Copaiba	1 15¢	1 25	
Cubebae	1 30¢	1 35	
Erechthitios	1 00¢	1 10	
Erigeron	1 00¢	1 10	
Gaultheria	2 00¢	2 10	
Geranium, ounce	50¢	60	
Gossypii, Sem. gal.	1 65¢	1 70	
Hedeoma	1 50¢	2 00	
Limons	1 15¢	1 25	
Mentha Piper.	2 10¢	2 20	
Mentha Verd.	1 80¢	2 00	
Morrhuae, gal.	1 10¢	1 20	
Myrica	4 00¢	4 50	
Olive	75¢	3 00	
Piats Liquid.	10¢	12	
Piats Liquid, gal.	1 00¢	1 06	
Ricinia	1 00¢	1 06	
Rosmarin	4 00¢	4 50	
Rose, ounce	6 00¢	6 50	
Succinl	40¢	45	
Sabina	90¢	1 00	
Santal	2 75¢	3 00	
Sassafras	55¢	60	
Sinapis, ess., ounce.	1 50¢	1 60	
Tigil	40¢	50	
Thyme, opt.	1 80¢	2 00	
Theobromas	15¢	20	
Potassium			
Bi-Carb	15¢	18	
Bichromate	13¢	15	
Bromide	52¢	57	
Carl	12¢	15	
Chlorate, po. 17@19	16¢	18	
Cyanide	34¢	38	
Iodide	2 30¢	2 40	
Potassa, Bitart, pure	28¢	30	
Potassa, Bitart, com.	15		
Potass Nitras, opt.	7¢	10	
Potass Nitras	6¢	8	
Prussiate	23¢	26	
Sulphate po.	15¢	18	
Radix			
Aconitum	20¢	25	
Althae	30¢	33	
Anchusa	10¢	12	
Arum po.	2		
Calamus	20¢	25	
Gentiana, po. 15	12¢	15	
Glycyrrhiza, pv. 15	16¢	18	
Hydrastis Canaden.	75		
Hydrastis Can., po.	80		
Hellebore, Alba, po.	12¢	15	
Inula, po.	18¢	22	
Ipecac, po.	3 60¢	3 75	
Iris plox. po. 35@38	38¢	40	
Jalapa, pr.	25¢	30	
Maranta	22¢	25	
Podophyllum, po.	22¢	25	
Rhel	75¢	1 00	
Rhel, cut.	1 25		
Rhel, pv.	75¢	1 35	
Spigella	35¢	38	
Sanguinaria, po. 15	50¢	55	
Serpentaria	50¢	55	
Senega	60¢	65	
Smilax, officinalis H.	40		
Smilax, M.	25		
Sellae, po. 35	10¢	12	
Symplocarpus, Foet-	25		
idus, po.	25		
Valeriana, Eng. po. 30	15¢	20	
Valeriana, German.	14¢	16	
Zingiber a	25¢	27	
Zingiber j.	25¢	27	
Semen			
Anisum, po. 18	13¢	15	
Aptum (graveleons).	40¢	45	
Bird, is.	10¢	11	
Cardamom, po. 15	10¢	11	
Cardamom, po. 15	1 25¢	1 75	
Cortandrum	8¢	10	
Cannabis Sativa	4 1/2¢	5	
Cydonium	75¢	1 00	
Chenopodium	15¢	16	
Dipterix Odorate.	1 00¢	1 10	
Foeniculum	7¢	9	
Foenugreek, po.	33¢	35	
Lini, grd.	33¢	35	
Lini, grd. bbl. 4	1 50¢	1 55	
Lobelia	4 1/2¢	5	
Pharlaris Canarian.	4 1/2¢	5	
Rapa	4 1/2¢	5	
Sinapis Alba.	9¢	10	
Sinapis Nigra	11¢	12	
Spiritus			
Frument, W. D. Co.	2 00¢	2 50	
Frument, D. F. R.	2 00¢	2 25	
Frument	1 25¢	1 50	
Juniperis Co. O. T.	1 65¢	2 00	
Juniperis Co.	1 75¢	3 50	
Saacharum N. E.	1 90¢	2 10	
Spt. Vini Gall.	1 75¢	6 50	
Vini Oporto	1 25¢	2 00	
Vini Alba.	1 25¢	2 00	
Sponges			
Florida sheeps' wool	2 50¢	2 75	
carriage	2 50¢	2 75	
Nassau sheeps' wool	2 50¢	2 75	
carriage	2 50¢	2 75	
Velvet extra sheeps'	1 50		
wool, carriage	1 25		
Extra yellow sheeps'	1 25		
wool, carriage	1 00		
Grass sheeps' wool,	75		
carriage	1 00		
Hard, for slate use.	1 40		
Yellow Reef, for	1 40		
slate use.	1 40		
Syrups			
Acacia	50		
Aurant Cortex	50		
Zingiber	50		
Ipecac	80		
Ferri Iod.	50		
Rhei Arom.	50		
Smilax Officinalis.	50		
Senega	50		
Sellae	50		
Menthol	4 80		
Morphia, S. P. & W.	2 25		
Morphia, S. N. Y. Q.	2 15		
Morphia, Mal.	2 15		
Mosechus Canton	40		
Myristica, No. 1	65		
Nux Vomica, po. 15	10		
Os Serpia	35		
Pepsin Saac, H. & P.	1 00		
D Co.	1 00		
Piats Liq. N.N. 1/4 gal.	2 00		
doz	2 00		
Piats Liq., quarts	1 00		
Piats Liq., pints	85		
Pil Hydrarg. po. 80	50		
Piper Nigra. po. 22	50		
Piper Alba. po. 35	50		
Pix Burgun.	7		
Plumbi Acet.	10¢	12	
Pulvis Ipecac et Opil	1 30¢	1 50	
Pyrethrum, boxes H.	50		
& P. D. Co., doz.	75		
Pyrethrum, pv.	25		
Quassia	80		
Quinia, S. P. & W.	30		
Quinia, S. German.	30		
Quinia, N. Y.	30		
Rubla Tincturum	12		
Saccharum Lactis pv	20		
Salaclm	4 50¢	4 75	
Sanguls Draconis	40		
Sapo, W.	12		
Sapo M.	10		
Sapo G.	15		
Seldlitz Mixture	20		
Sinapis	18		
Sinapis, opt.	30		
Snuff, Maceaboy, De	41		
Voes	41		
Snuff, Scotch, De Vo's	41		
Soda, Boras	9¢	11	
Soda, Boras, po.	9¢	11	
Soda et Potass Tart.	23¢	25	
Soda, Carb.	1 1/2¢	2	
Soda, Bi-Carb.	3¢	5	
Soda, Ash	3 1/2¢	4	
Soda, Sulphas	2		
Spts. Cologne	2 60		
Spts. Ether Co.	50¢	55	
Spts. Myrcia Dom.	2 00		
Spts. Vini Rect. bbl.	7		
Spts. Vini Rect. 1/2 bbl.	7		
Spts. Vini Rect. 10gal	7		
Spts. Vini Rect. 5 gal	7		
Strychnia, Crystal.	80¢	1 05	
Sulphur, Subl.	2 1/2¢	4	
Sulphur, Roll.	2 1/2¢	3 1/2	
Tamarinds	8¢	10	
Terebenth Venice	28¢	30	
Theobromae	50¢	55	
Vanilla	9 00¢	16 00	
Zinet Sulph.	7¢	8	
Oils			
Whale, winter	BBL.	GAL.	
Lard, extra	70	70	
Lard, No. 1	85	90	
	50	55	
Linseed, pure raw			

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.

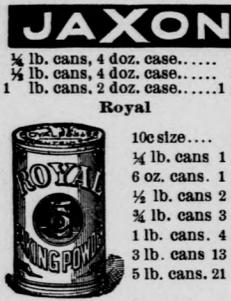
Table with columns: ADVANCED, DECLINED. Lists various goods and their prices.

Index to Markets

Table with columns: By Columns, A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y. Lists various goods and their prices.

1 2

Table with columns: AXLE GREASE, CANNED GOODS. Lists goods like Mica, Apples, Blackberries, Beans, Blueberries, Brook Trout, Clams, Clam Bouillon, Cherries, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mustard, Peaches, Peas, Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Strawberries, Succotash, Tomatoes.



3 CARBON OILS

Table with columns: CARBON OILS, GATSUP, CHEESE. Lists goods like Carbon Oils, Gatsup, Cheese.

Table with columns: CHEESE, CHEWING GUM, CHICORY, CHOCOLATE. Lists goods like Cheese, Chewing Gum, Chicory, Chocolate.

Table with columns: CLOTHES LINES, COCOA, COCOANUT, COCOA SHELLS. Lists goods like Clothes Lines, Cocoa, Cocoanut, Cocoa Shells.

Table with columns: COFFEE, CREAM TARTAR, DRIED FRUITS. Lists goods like Coffee, Cream Tartar, Dried Fruits.

Table with columns: CRACKERS, CRABAPPLES, CUCUMBERS. Lists goods like Crackers, Crabapples, Cucumbers.

Table with columns: CUCUMBERS, CUCUMBERS, CUCUMBERS. Lists goods like Cucumbers.

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4

Table with columns: No. 18, No. 20, No. 22, No. 24, No. 26, No. 28, Belle Isle, Red Cross, Colonial, Juno, Koran. Lists goods like No. 18, No. 20, No. 22, No. 24, No. 26, No. 28, Belle Isle, Red Cross, Colonial, Juno, Koran.

Table with columns: Common, Fair, Choice, Fancy. Lists goods like Common, Fair, Choice, Fancy.

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5

Table with columns: Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Cream, XXX, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp. Lists goods like Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Cream, XXX, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp.

Table with columns: E. J. Kruee & Co.'s baked goods, Standard Crackers, Blue Ribbon Squares. Lists goods like E. J. Kruee & Co.'s baked goods, Standard Crackers, Blue Ribbon Squares.

Table with columns: CREAM TARTAR, DRIED FRUITS, Apples, California Prunes. Lists goods like Cream Tartar, Dried Fruits, Apples, California Prunes.

Table with columns: DRIED FRUITS, Apples, California Prunes. Lists goods like Dried Fruits, Apples, California Prunes.

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6

Linen Lines
Small..... 20
Medium..... 26
Large..... 34
Poles
Bamboo, 14 ft., per doz..... 50
Bamboo, 16 ft., per doz..... 65
Bamboo, 18 ft., per doz..... 80

FOOTE & 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 8 15 No. 3 fan'y 1 75

COLEMAN'S HIGH GRADE 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 2 oz..... 1 24
3 oz..... 1 00 3 oz..... 1 60
6 oz..... 2 00 4 oz..... 2 00
No. 4 T. 1 52 No. 3 T. 2 08
2 oz. Assorted Flavors 75c.

Our Tropical
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
Standard
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
Carcaass..... 6 1/2 @ 10
Forequarters..... 6 @ 6 1/2
Hindquarters..... 8 @ 10 1/2
Loins..... 9 @ 15
Ribs..... 8 @ 12
Rounds..... 7 1/2 @ 8 1/4
Chucks..... 6 @ 6 1/2
Plates..... 4 @ 5

Pork
Dressed..... @ 7 1/2
Loins..... 1 1/4 @ 11
Boston Butts..... 8 1/2 @ 9
Shoulders..... @ 8 1/2
Leaf Lard..... @ 10
Mutton
Carcaass..... 7 @ 8 1/2
Lambs..... 8 @ 11
Veal
Carcaass..... 6 @ 7 1/2

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..... 75
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
Winter Wheat Flour
Local Brands
Patents..... 4 40
Second Patent..... 3 90
Straight..... 3 70
Second Straight..... 3 10
Clear..... 3 40
Buckwheat..... 4 30
Rye..... 3 20
Subject to usual cash discount.

Spring Wheat Flour
Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2..... 4 55
Pillsbury's Best 3/4..... 4 25
Pillsbury's Best 1..... 4 15
Pillsbury's Best 1 1/2 paper..... 4 15
Pillsbury's Best 1 1/2 paper..... 4 15
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2..... 4 30
Duluth Imperial 3/4..... 4 20
Duluth Imperial 1..... 4 10
Lemon & Wheeler Co.'s Brand
Wingold 1/2..... 4 30
Wingold 3/4..... 4 20
Wingold 1..... 4 10

7

Olney & Judson's Brand
Ceresota 1/2..... 4 40
Ceresota 3/4..... 4 30
Ceresota 1..... 4 20
Worden Grocer Co.'s Brand
Laurel 1/2..... 4 30
Laurel 3/4..... 4 20
Laurel 1..... 4 10
Laurel 1/2 and 3/4 paper..... 4 10

Meal
Bolted..... 2 60
Granulated..... 2 80
Feed and Millstuffs
St. Car Feed, screened..... 23 50
No. 1 Corn and Oats..... 23 00
Unbolted Corn Meal..... 22 00
Winter Wheat Bran..... 20 00
Winter Wheat Middlings..... 21 00
Screenings..... 19 00

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

Corn, ear lots..... 18 1/2
Hay
No. 1 Timothy car lots..... 10 00
No. 1 Timothy ton lots..... 1 100

HERBS
Sage..... 15
Hops..... 15
Laurel Leaves..... 15
Senna Leaves..... 25

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

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

LICORICE
Pure..... 30
Calabria..... 23
Sticly..... 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..... 25
Good..... 22
Half-barrels 2c extra

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

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

PICKLES
Medium
Barrels, 1,200 count..... 6 75
Half bbls, 600 count..... 3 85
Small
Barrels, 2,400 count..... 8 25
Half bbls, 1,200 count..... 4 62

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

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

PROVISIONS
Barreled Pork
Mess..... @ 16 25
Back..... @ 18 00
Clear back..... @ 18 00
Short cut..... @ 17 00
Pig..... 20 00
Bean..... @ 15 50
Family Mess Loin..... 17 75
Clear..... @ 17 10

Dry Salt Meats
Bellies..... 9 1/2
S P Bellies..... 10
Extra shorts..... 9 1/2

Smoked Meats
Hams, 12 lb. average..... @ 11 1/2
Hams, 14 lb. average..... @ 11 1/2
Hams, 16 lb. average..... @ 11 1/2
Hams, 20 lb. average..... @ 11 1/2
Ham dried beef..... @ 12 00
Shoulders (N. Y. cut)..... @ 8 1/2
Bacon, clear..... 10 1/2 @ 11 1/2
California hams..... 7 1/2 @ 8
Boiled Hams..... @ 17
Pictic Boiled Hams..... @ 12
Berlin Ham pr's'd..... @ 9 1/2
Mince Hams..... @ 9 1/2

8

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

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

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

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

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

Casings
Pork..... 24
Beef rounds..... 5
Beef middles..... 12
Sheep..... 65

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

Canned Meats
Corned beef, 2 lb..... 2 50
Roast beef, 14 lb..... 17 50
Roast beef, 2 lb..... 2 50
Potted ham, 1/2..... 50
Potted ham, 1/4..... 90
Deviled ham, 1/2..... 50
Deviled ham, 1/4..... 90
Potted tongue, 1/2..... 50
Potted tongue, 1/4..... 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..... @
Java, No. 1..... @
Java, No. 2..... @



Best grade Imported Japan, 3 pound pockets, 33 to the bale. 10 1/2 Cost of packing in cotton pockets only 1/2 more than bulk.

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

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

9

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

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

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

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

Ashton
56 lb. dairy in linen sacks..... 60
Higgins
56 lb. dairy in linen sacks..... 60

Solar Rock
56 lb. sacks..... 25
Common
Granulated Fine..... 85
Medium Fine..... 90

SALT FISH
Cod
Georges cured..... @ 6
Georges genuine..... @ 6 1/2
Georges selected..... @ 7
Grand Bank..... @ 8
Strips or bricks..... 8 1/2 @ 10 1/2
Pollock..... @ 3 1/2

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

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

Mackerel
Mess 100 lbs..... 11 00
Mess 40 lbs..... 4 70
Mess 10 lbs..... 1 25
Mess 8 lbs..... 1 03
No. 1 100 lbs..... 9 50
No. 1 40 lbs..... 4 10
No. 1 10 lbs..... 1 10
No. 1 8 lbs..... 91
No. 2 100 lbs..... 8 00
No. 2 40 lbs..... 3 50
No. 2 10 lbs..... 95
No. 2 8 lbs..... 79

Herring
Holland white hoops, bbl..... 10 25
Holland white hoops, 1/2 bbl..... 5 25
Holland white hoop, keg..... 75 @ 85
Holland white hoop mechs..... 85
Norwegian
Round 100 lbs..... 3 85
Round 40 lbs..... 1 65
Scaled..... 1 14
Bloaters..... 1 50

Whitefish
No. 1 No. 2 Fam
100 lbs..... 6 00 3 09
40 lbs..... 2 70 1 50
10 lbs..... 75 45
8 lbs..... 63 39

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

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

SOAP
B. T. Babbit brand—
Babbit's Best..... 4 00
Beaver Soap Co. brands



50 cakes, large size..... 3 25
100 cakes, large size..... 6 50
50 cakes, small size..... 1 85
100 cakes, small size..... 3 85
Bell & 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—
Fels brand..... 3 85
Naphtha..... 4 00
Gowans & Sons brands—
Oak Leaf..... 3 50
Oak Leaf, big 5..... 4 15

10

JAXON

Single box..... 3 35
5 box lots, delivered..... 3 30
10 box lots, delivered..... 3 25
Johnson Soap Co. brands—
Silver King..... 3 65
Calumet Family..... 2 75
Scotch Family..... 2 85
Cuba..... 2 35

Jas. S. Kirk & Co. brands—
Dusky Diamond..... 3 85
Jap Rose..... 3 75
Savon Imperial..... 3 55
White Russian..... 3 60
Dome, oval bars..... 3 55
Satinet, oval..... 2 50
White Cloud..... 4 10
Lautz Bros. brands—
Big Acme..... 4 25
Acme 5c..... 3 65
Marselles..... 4 00
Master..... 3 70

Proctor & Gamble brands—
Lenox..... 3 35
Ivory, 6 oz..... 4 00
Ivory, 10 oz..... 6 75
Schultz & Co. brand—
Star..... 3 40
Search-Light Soap Co. brand—
Search-Light, 100 twin bars..... 3 65
A. B. Whisley brands—
Good Cheer..... 3 80
Old Country..... 3 25

Scouring
Sapollo, kitchen, 3 doz..... 2 40
Sapollo, hand, 3 doz..... 2 40

SODA
Boxes..... 5 1/2
Kegs, English..... 4 1/2

SPICES
Whole Spices
Allspice..... 12
Cassia, China in mats..... 12
Cassia, Batavia, in bund..... 28
Cassia, Salgon, broken..... 38
Cassia, Salgon, in rolls..... 55
Cloves, Amboyna..... 17
Cloves, Zanzibar..... 14
Mace..... 55
Nutmegs, 75-80..... 50
Nutmegs, 105-10..... 40
Nutmegs, 115-20..... 35
Pepper, Singapore, black..... 18
Pepper, Singapore, white..... 28
Pepper, shot..... 20

Pure Ground in Bulk
Allspice..... 16
Cassia, Batavia..... 28
Cassia, Salgon..... 48
Cloves, Zanzibar..... 17
Ginger, African..... 15
Ginger, Cochin..... 18
Ginger, Jamaica..... 25
Mace..... 65
Mustard..... 18
Pepper, Singapore, black..... 17
Pepper, Singapore, white..... 25
Pepper, Cayenne..... 20
Sage..... 20

SNUFF
Scotch, in bladders..... 37
Maccaboy, in jars..... 35
French Rappee, in jars..... 48

STARCH
Kingsford's Corn
40 1-lb. packages..... 7
20 1-lb. packages..... 7 1/2

Kingsford's Silver Gloss
40 1-lb. packages..... 7 1/2
6 lb. packages..... 8

Common Gloss
1-lb. packages..... 5 1/2
3-lb. packages..... 5 1/2
6-lb. packages..... 3 1/2
40 and 50-lb. boxes..... 3 1/2
Barrels..... 3 1/2

Common Corn
20 1-lb. packages..... 5 1/2
40 1-lb. packages..... 5 1/2

STOVE POLISH
J. L. Prescott & Co.
Manufacturers
New York, N. Y.

SYRUPS
Corn
Barrels..... 26
Half bbls..... 28
10 lb. cans, 1/2 doz. in case..... 1 85
5 lb. cans, 1 doz. in case..... 2 10
2 1/2 lb. cans, 2 doz. in case..... 2 10

Pure Cane
Fair..... 16
Good..... 20
Choice..... 25

11

SUGAR
Domino..... 6 90
Cut Loaf..... 5 30
Crushed..... 5 30
Cubes..... 5 05
Powdered..... 4 90
Coarse Powdered..... 4 90
XXXX Powdered..... 4 95
Fine Granulated..... 4 80
2 lb. bags Fine Gran..... 4 95
5 lb. bags Fine Gran..... 5 00

Mould A..... 5 15
Diamond A..... 4 80
Confectioner's A..... 4 60
No. 1, Columbia A..... 4 50
No. 2, Windsor A..... 4 45
No. 3, Ridgewood A..... 4 45
No. 4, Phoenix A..... 4 40
No. 5, Empire A..... 4 35
No. 6..... 4 30
No. 7..... 4 10
No. 8..... 4 05
No. 9..... 4 00
No. 10..... 3 95
No. 11..... 3 90
No. 12..... 3 90
No. 13..... 3 90
No. 14..... 3 85
No. 15..... 3 85
No. 16..... 3 80

TEA
Japan
Sundried, medium..... 28
Sundried, choice..... 30
Sundried, fancy..... 40
Regular, medium..... 28
Regular, choice..... 30
Regular, fancy..... 40
Basket-fired, medium..... 28
Basket-fired, choice..... 35
Basket-fired, fancy..... 40
Nibs..... 27
Siftings..... 18 @ 21
Fannings..... 20 @ 22

Gumpowder
Moyune, medium..... 26
Moyune, choice..... 35
Moyune, fancy..... 50
Plingsuey, medium..... 25
Plingsuey, choice..... 30
Plingsuey, fancy..... 40

Young Hyson
Choice..... 30
Fancy..... 36

Oolong
Formosa, fancy..... 42
Amoy, medium..... 25
Amoy, choice..... 32

English Breakfast
Medium..... 27
Choice..... 34
Fancy..... 42

India
Ceylon, choice..... 32
Fancy..... 42

TOBACCO
Cigars
H. & P. Drug Co.'s brands.
Fortune Teller..... 55 00
Our Manager..... 35 00
Gintette..... 35 00
Q. J. Johnson Cigar Co.'s brand.

S.C.W.

S. C. W.
Cigar Clippings, per lb..... 28

Fine Cut
Uncle Daniel..... 54
Ojibwa..... 34
Forest Giant..... 34
Sweet Spray..... 38
Cadillac..... 57
Sweet Loma..... 38
Golden Top..... 27
Hiawatha..... 57
Telegram..... 26
Pay Car..... 32
Prairie Rose..... 56
Protection..... 38
Sweet Burley..... 40
Sweet Loma..... 38
Tiger..... 39

Plug
Flat Iron..... 33
Creme de Menthe..... 60
Stronghold..... 39
Elmo..... 33
Sweet Chunk..... 37
Forge..... 33
Red Cross..... 32
Palo..... 36
Kyo..... 36
Hiawatha..... 41
Battle Axe..... 37
American Eagle..... 54
Standard Navy..... 37
Spear Head, 16 oz..... 42
Spear Head, 8 oz..... 44
Nobby Twist..... 48
Jolly Tar..... 38
Old Honesty..... 44
Toddy..... 34
J. T..... 38
Piper Heldsick..... 63
Boof Jack..... 31
Jelly Cake..... 36
Plumb Bob..... 32
Honey Dip Twist..... 39

Smoking
Hand Pressed..... 40
Ibox..... 28
Sweet Core..... 36
Flat Car..... 35
Great Navy..... 37
Warpath..... 27
Bamboo, 8 oz..... 29

12

Table with 2 columns: Item name and price. Items include Bamboo, I X L, Honey Dew, Gold Block, Flagman, Clips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, Cream, Corn Cake, Plow Boy, Peerless, Indicator, Col. Choice, Col. Choice.

TABLE SAUCES

LEA & PERRINS' SAUCE



The Original and Genuine Worcestershire.

Table listing various sizes and types of Lea & Perrins' Sauce with prices.

TWINE

Table listing different types of twine (Cotton, Jute, Hemp, Flax, Wool) and their prices.

VINEGAR

Table listing various types of vinegar (Malt White Wine, Pure Cider, Pure Elder) and their prices.

WASHING POWDER

Table listing different brands and types of washing powder (Diamond Flake, Gold Brick, Gold Dust, Pearlina, Soapine, Babbitt's, Roseline, Armour's, Nine O'clock, Wisdom) and their prices.

Rub-No-More

Table listing Rub-No-More and Scourine products with prices.

WICKING

Table listing different sizes of wicking (No. 0, No. 1, No. 2, No. 3) and their prices.

WOODENWARE

Baskets

Table listing various types of baskets (Bushels, Market, Splint, Willow Clothes) and their prices.

Bradley Butter Boxes

Table listing different sizes of Bradley Butter Boxes and their prices.

Butter Plates

Table listing different sizes of butter plates (No. 1, No. 2, No. 3) and their prices.

Churns

Table listing different sizes of churns (Barrel, 5 gals., 10 gals., 15 gals.) and their prices.

Clothes Pins

Table listing different types of clothes pins (Round head, Humpty Dumpty) and their prices.

Egg Crates

Table listing different sizes of egg crates (No. 1, No. 2) and their prices.

Faucets

Table listing different sizes of faucets (Cork lined, Cedar) and their prices.

Mop Sticks

Table listing different types of mop sticks (Trojan spring, Eelipse patent spring, No. 1 common, No. 2 patent brush holder, 12 b. cotton mop heads, Ideal No. 7) and their prices.

13

Table listing Palls (2-hoop Standard, 3-hoop Standard, 2-wire, 3-wire, Cedar, Paper, Fibre) and their prices.

Table listing Toothpicks (Hardwood, Softwood, Banquet, Ideal) and their prices.

Table listing Traps (Mouse, wood, 2 holes, 4 holes, 6 holes; Rat, wood, spring) and their prices.

Table listing Tubs (20-inch, 18-inch, 16-inch, 15-inch, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre) and their prices.

Table listing Wash Boards (Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal) and their prices.

Table listing Window Cleaners (12 in., 14 in., 16 in.) and their prices.

Table listing Wood Bowls (11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19) and their prices.

Table listing Wrapping Paper (Common Straw, Fiber Manila, Cream Manila, Butcher's Manila, Wax Butter, full count, Wax Butter, rolls) and their prices.

Table listing Yeast Cake (Magic, 3 doz., Sunlight, 1 1/2 doz., Yeast Cream, 3 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz.) and their prices.

FRESH FISH

Table listing various types of fresh fish (White fish, Trout, Black Bass, Halibut, Clisces of Herring, Bluefish, Live Lobster, Billed Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel) and their prices.

Table listing Oysters (Can Oysters, F. H. Counts, F. S. D. Selects, Selects) and their prices.

Table listing Bulk Oysters (Counts, Extra Selects, Selects, Standards) and their prices.

HIDES AND PELTS

Table listing various types of hides and pelts (Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2) and their prices.

Table listing Pelts (No. 1, No. 2) and their prices.

Table listing Tallow (No. 1, No. 2) and their prices.

Table listing Wool (Washed, fine, medium, unwashed, fine, unwashed, medium) and their prices.

14

Table listing Mixed Candy (Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Out Loaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Pan, Hand Made Cream mixed, Crystal Cream mix) and their prices.

Table listing Fancy-In Palls (Champ. Cry. Gums, Pony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monumentals, Victoria Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, 20 lb. palls, Molasses Chews, 15 lb. palls, Golden Waffles) and their prices.

Table listing Fancy-In 5 lb. Boxes (Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Moltoes, Cream Bar, Mocha Bar, Hand Made Creams, String Rock, Wintergreen Berries) and their prices.

Table listing Caramels (Clipper, 20 lb. palls, Standard, 20 lb. palls, Perfection, 20 lb. palls, Amazon, Choc Cov'd, Korker 2 for 1c pr bx, Big 3, 3 for 1c pr bx, Dukes, 2 for 1c pr bx, Favorite, 4 for 1c, bx, AA Cream Car's 3 lb) and their prices.

Table listing Fruits (Oranges: Florida Russett, Florida Bright, Fancy Oranges, Extra Choice, Late Valencias, Seedlings, Medt. Sweets, Jamalca, Rodi) and their prices.

Table listing Lemons (Verdell, ex fcy 300, Verdell, fcy 300, Verdell, ex chco 300, Verdell, fcy 300, Call Lemons, 300, Messinas 300s, Messinas 360s, Medium bunches, Large bunches) and their prices.

Table listing Foreign Dried Fruits (Figs: Californias, Fancy, Cal. pkg, 10 lb. boxes, Extra Choice, Turk., 10 lb. boxes, Fancy, Trkr., 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags) and their prices.

Table listing Dates (Fards in 10 lb. boxes, Fards in 60 lb. cases, Hallowl., lb. cases, new, Sairs, 60 lb. cases) and their prices.

Table listing Nuts (Almonds, Tarragona, Almonds, Ivies, Almonds, California, soft shelled, Brazils, Filberts, Walnuts, Grenobles, Walnuts, softshelled, California No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts) and their prices.

Table listing Fancy, H. P., Suns (Fancy, H. P., Suns, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shild No. 1n'w) and their prices.

Our April Catalogue is Ready



Are you trying to do business without Butler Brothers' catalogue? If so, you are making a mistake. It should hold the same place in your store that a dictionary does in a print shop--a thing to be consulted and relied upon.

The April number of "Our Drummer" is not as large as the March number was--some of the pictures have been left out; but it lists just as complete a line. We will send a copy of it to any responsible merchant. A postal card will bring it. Ask for Catalogue No. J406.



Butler Brothers

230 to 240 Adams Street, Chicago, Ill.

15

STONEWARE

Butters	
1/2 gal., per doz.....	48
1 to 6 gal., per gal.....	5 1/2
8 gal. each.....	48
10 gal. each.....	60
12 gal. each.....	72
15 gal. meat-tubs, each.....	1 12
20 gal. meat-tubs, each.....	1 50
25 gal. meat-tubs, each.....	2 12
30 gal. meat-tubs, each.....	2 56
Churns	
2 to 6 gal., per gal.....	6
Churn Dashers, per doz.....	84
Milkpans	
1/2 gal. fat or rd. bot., per doz.....	48
1 gal. nat or rd. bot., each.....	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6
Stewpans	
1/2 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
1/2 gal. per doz.....	56
3/4 gal. per doz.....	42
1 to 5 gal., per gal.....	7
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	85
Tubular.....	50
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.....	1 38
No. 1 Sun.....	1 54
No. 2 Sun.....	2 24
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.....	1 50
No. 1 Crimp.....	1 78
No. 2 Crimp.....	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.....	1 85
No. 1 Sun, crimp top, wrapped & lab.....	2 00
No. 2 Sun, crimp top, wrapped & lab.....	2 90
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.....	2 75
No. 2 Sun, crimp top, wrapped & lab.....	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.....	4 00
No. 2 Sun, wrapped and labeled.....	5 00
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (65c doz).....	3 80
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
Electric	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.....	1 60
1 gal. galv. iron with spout, per doz.....	1 80
2 gal. galv. iron with spout, per doz.....	3 00
3 gal. galv. iron with spout, per doz.....	4 30
5 gal. galv. iron with spout, per doz.....	5 75
3 gal. galv. iron with faucet, per doz.....	4 50
5 gal. galv. iron with faucet, per doz.....	6 00
5 gal. Tilting cans.....	7 00
5 gal. galv. iron Nacefas.....	9 00
LANTERNS	
No. 0 Tubular, side lift.....	4 75
No. 1 B Tubular.....	7 25
No. 15 Tubular, dash.....	7 25
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, side lamp.....	13 50
No. 3 Street lamp, each.....	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box. 10c.....	45
No. 0 Tub., cases 2 doz. each, box. 15c.....	45
No. 0 Tub., bbls 5 doz. each, per bbl.....	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each.....	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8-inch wide, per gross or roll.....	18
No. 1, 1/2-inch wide, per gross or roll.....	24
No. 2, 1 inch wide, per gross or roll.....	31
No. 3, 1 1/2 inch wide, per gross or roll.....	53
COUPON BOOKS	
50 books, any denomination.....	1 50
100 books, any denomination.....	2 50
500 books, any denomination.....	11 50
1,000 books, any denomination.....	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.....	1 50
100 books.....	2 50
500 books.....	11 50
1,000 books.....	20 00
Credit Checks	
500, any one denomination.....	2 00
1,000, any one denomination.....	3 00
2,000, any one denomination.....	5 00
Steel punch.....	75

You ought to sell
LILY WHITE
"The flour the best cooks use"
VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Glover's Gem Mantles
For Gas or Gasoline. Write for catalogue.
Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries
Grand Rapids, Michigan

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

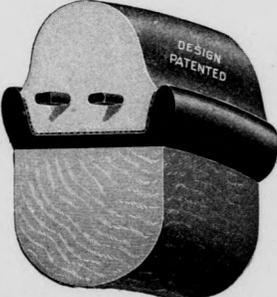
Aluminum Money
Will Increase Your Business.

Cheap and Effective.
Send for samples and prices.
C. H. HANSON,
44 S. Clark St., Chicago, Ill.

CAN YOU RAISE \$400?
If so, I can help you start a retail store. No old goods, but all brand new. Best business proposition on earth for so small investment. If you do not know a good town I'll help you find one. It will cost you NOTHING to learn my ideas and I may be able to do you a good turn.
G. S. BUCK, 185 Quincy St., CHICAGO.

SENT ON APPROVAL!

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


INDIA RUBBER TWO WIRE TIRE
FULLY WARRANTED
For 3/4 wheels.....\$13 per set
For 7/8 wheels..... 14 per set
For 1 wheels..... 15 per set
For 1 1/4 wheels..... 22 per set
For 1 1/2 wheels..... 28 per set
Channels and wire extra.
SHERWOOD HALL, Grand Rapids, 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.

That's the One!!

The Ann Arbor Quick Lighting Gasoline Lamps
Give the best satisfaction. New styles, new prices, catalogue free. Send for agency proposition at once.
The Superior Manufacturing Co.
20 S Main St., Ann Arbor, Mich.

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.

Michigan Merchants

NEAT. DURABLE. STRONG.
Can learn something to their advantage about store stools by writing to the
BRYAN PLOW CO., Bryan, Ohio

All Kinds of Solid **PAPER BOXES** All Kinds of Folding
Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.
GRAND RAPIDS PAPER BOX CO.
GRAND RAPIDS, MICHIGAN
Box Makers Die Cutters Printers

IF 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

Grand Rapids Retail Grocers' Association.

A special meeting of the Grand Rapids Retail Grocers' Association was held Monday evening, March 31, at the Board of Trade rooms, President Fuller presiding.

The first speaker of the evening was Hon. Robert Graham, who discussed the subject of uniform fruit packages at considerable length, deploring the lack of uniformity and suggesting that the buyers can do more to bring about a standard package than any other class. He stated that the bushel basket used by the growers in this locality is a standard bushel, but that the berry package used is a wine quart, instead of a dry quart. Why this is so he does not know, but it has been established by long usage and will likely continue the standard until concerted action is taken to substitute the larger package.

The special object of the meeting was to secure pledges from aldermanic candidates relating to the enforcement of the peddling ordinance and the restriction of free permits to the lowest possible limit. The discussion was prefaced by the following paper, written by a member of the Association and read by the Secretary:

No man, be he grocer or peddler, objects to the issuance of a free permit to peddle to an applicant who is honestly entitled to it, but those who are not entitled to them, who obtain these permits by false representations, political favoritism or any other such means—who are fully and abundantly able to bear their share of the city taxes and expenses for this privilege, and who become business competitors of the men who comply fully with all necessary conditions of the city charter to obtain their licenses—for these there should be some means taken to rectify this abuse. To us a plan something like that follows suggests itself:

As the issuing of these permits is a charity, the applicant should take a course that would bring him before the Poor Department. The application at first should go before the Committee on Licenses, who alone have the power to grant licenses. It should be referred by this Committee to the Poor Department, who should take the matter under advisement and fully investigate it. The Department, in turn, should report back to the License Committee in writing (which written report should be kept on file with the original application for future reference, if necessary). The License Committee, after examining the report on the applicant, would then be able to take intelligent action and comply with or refuse the request of the applicant as their judgment would dictate.

Pledges to co-operate with the Association were volunteered by Messrs. Dykema, Marrin, McLaughlin, Kiefer, Hintz, Tillema and Dr. Droste.

President Fuller stated that twenty-five permits were issued last year, which deprived the city of \$625. The peddler who pays his license has a grievance, because he is compelled to compete with the holders of free permits who do not pay for the privilege.

Mr. Graham improved the opportunity to bring to the attention of would-be aldermen the abuse of the privileges of the market by hucksters who masquerade as growers and, by paying the 10 cent fee, secure a stand among the growers and retail their goods direct to the consumer under the guise of being farmers. In his opinion, nine-tenths of the stuff sold at retail on the market is sold by hucksters, and this will continue until the Market Committee separate the hucksters from the growers.

J. Geo. Lehman stated the present Market Committee of the Common Council agreed to make such a division the coming season.

Alderman Stonehouse, of the License Committee of the Common Council, stated that his Committee had invariably pursued the policy outlined by the Association and that but six permits had been issued by the Committee. The other permits were issued by the Mayor without the knowledge or consent of the License Committee.

Mr. Lehman stated that Charles

Phillips, candidate for alderman from the Seventh ward, telephoned him that he was in sympathy with the policy of the growers, and President Fuller stated that Elvin Swarthout, candidate for alderman from the Third ward, had telephoned him to the same effect.

The aldermanic candidates were thanked for their kindness in attending the meeting and volunteering their assistance, and the meeting adjourned.

Indications point to the appointment of Philip Kephart, of Berrien Springs, to fill the vacancy on the State Board of Pharmacy caused by the death of A. C. Schumacher, of Ann Arbor. Mr. Kephart is a graduate of the Pharmacy Department of the Michigan University and has always had the confidence and respect of those who know him. He is a young man of excellent character and methodical habits, and his love for his profession amounts almost to devotion.

Let your advertisement be written to serve some well defined end—then concentrate your energies on it with that end in view.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—GROCERY STORE, BUILDING and residence in best city in Indiana; population 15,000; stock will inventory about \$1,500; store and residence connected; within three squares of Tin Plate factory, which employs 2,000 men; best of reasons for selling. G. W. Zimmerman, Elwood, Ind. 338

FOR SALE—NEW GROCERY STOCK; WILL inventory about \$1,000; will sell building or rent; dwelling rooms over store; good reasons for selling. F. W. Holland, Ovid, Mich. 336

FOR SALE—GOOD PAYING DRUG BUSINESS in good hustling town; splendid surrounding farming country; elegant opportunity for right man; reason for selling, business elsewhere. Address No. 395, care Michigan Tradesman. 395

VERMIFUGE KILLS WORMS AND INSECTS without spraying fruit trees. Jem Manufacturing Co., Hillsdale, Mich. 394

FOR SALE—MY STOCK OF DRY GOODS, groceries, boots and shoes, carpets and crockery. Stock and fixtures will inventory \$9,500; cleanest general stock in Michigan and one of the best towns of 1,200 people in Southern Michigan; last year's business, \$28,000 cash; will sell at a right price for cash; this is a golden opportunity for some good hustling merchant; the largest business in the town; brick store; rent and insurance low; reasons for selling, have larger interests north. For further information write Lock Box 17, Bellevue, Mich. 393

FOR SALE AT A GREAT BARGAIN—Stock of general merchandise in the city of Ionia, one of Michigan's best towns; stock practically new, consisting of dry goods, clothing, men's furnishings, boots, shoes and notions; a sure winner for right person. Address No. 392, care Michigan Tradesman. 392

WANTED—PARTNER IN CLOTHING business; I am doing business of \$16,000 a year; rent only \$20; best manufacturing town in Michigan; I have other business that takes considerable time; excellent opportunity for man with about \$2,000. Address A. A., 240 20th St., Detroit, Mich. 391

FOR SALE—GOOD DRUG STOCK, INVOIC-ing \$2,800, in one of the best Southern Michigan towns. Terms on application. Address No. 389, care Michigan Tradesman. 389

FOR SALE—FINE YIELDING 40 ACRE farm in Kalamazoo county; buildings; all under cultivation; value, \$1,200. Address No. 390, care Michigan Tradesman. 390

FOR SALE—GENERAL STORE; DOING A good business; residence in connection; for sale cheap; no competition; write quick if you wish it; reason for selling, have other interests. Address F. G. Rogers, Genesee, Genesee Co., Mich. 387

FOR SALE—500 POUNDS NO. 1 FANCY white clover honey, put up in glass front cases of 24 1 pound sections each, at 15 cents per pound. Address P. H. Brumm, Nashville, Mich. 399

FOR SALE—A CLEAN STOCK OF GRO-ceries in a flourishing railroad town of 1,200 inhabitants; complete stock, fixtures, delivery horse and wagon; will go for \$2,800 if taken before April 20. Address W. Krause, Princeton, Wis. 400

PROPOSITIONS FOR FACTORIES FROM responsible parties at Ithaca, Mich. Best agricultural county in the State. A. McCall, Secretary, Ithaca, Mich. 401

FOR EXCHANGE—GOOD RENTAL PROP-erty for stock of furniture. D. F. Lane, Muncie, Ind. 382

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

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—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. Hamilton, Delta, Ohio. 373

FOR SALE—THE BEST BAZAAR STOCK IN Southern Michigan. Stock invoices about \$4,500. 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

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 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 OR EXCHANGE FOR GEN-eral Store of About \$3,000 Valuation—Hotel in Northern Wisconsin in city of 5,000 population. Address E. C., Box 47, Tigerton, Wis. 383

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

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

FOR SALE—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ 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

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—DRUG STOCK AND FIXTURES, invoicing 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—TUFTS' 20 SYRUP soda fountain, with all appurtenances. Will sell cheap. Address Bradford & Co., St. Joseph, Mich. 311

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 Ledge, Mich. 296

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

FOR SALE—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 BA-zaar stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 167

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

MISCELLANEOUS

WANTED—MAN OR WOMAN COMPE-tent to clerk and eventually take charge of third-class postoffice. Address, giving references and former experience, No. 397, care Michigan Tradesman. 397

WANTED—SITUATION IN DRUG STORE; nearly four years' experience; not registered; best of references. Address 388, care Michigan Tradesman. 388

WANTED AT ONCE—A FIRST-CLASS MAN on grocery wagon. Address No. 386, care Michigan Tradesman. 386

WANTED—SITUATION BOOKKEEPING or clerking in a general store; four years' experience; best of references. Address Box 17, Jennings, Mich. 402

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

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

Eggs Wanted

We want several thousand cases eggs for storage, and when you have any to offer write for prices or call us up by phone, if we fail to quote you.

Butter

Scarce and wanted also.

Wheelock Produce Co.

106 S. Division Street

Grand Rapids, Michigan

Citizens Phone 3232

Imported



Japan Rice

In cotton pockets. Retail for

25 cents

Packed 33 pockets to the bale. For sale by all jobbers.