

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, APRIL 9, 1902.

Number 968

## WILLIAM CONNOR

### WHOLESALE READYMADE CLOTHING

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

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

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

## THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## Country Merchants City Merchants Traveling Salesmen

Your personal bank account  
is solicited.

A feature of this bank is that  
the moderate deposit of the  
merchant or individual in  
our commercial department  
is acceptable.

3½ per cent. interest paid  
on savings certificates of  
deposit.

### Kent County Savings Bank

Corner Canal and Lyon Streets,  
Grand Rapids, Mich.



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

L. J. Stevenson, Manager

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

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

## Tradesman Coupons

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### THE PENALTY OF BRAINS.

A regimen of milk and crackers,  
with light exercise has been prescribed  
John D. Rockefeller to make the hair  
grow where it should. The richest man  
in the world can have a new sobriquet.  
He can also be known as "The Hairless  
Man." A cruel, unsightly disease,  
which has also the doubtful merit of be-  
ing "rare," known to medical men as  
"Alopecia," has deprived him not only  
of the hair on his head, but also of  
mustache and eyebrows!

His friends say the change is "start-  
ling," and some have "failed to recog-  
nize him." This is the unkindest cut  
of all. Rich men are generally recog-  
nized; but when it comes to the richest  
man in the world not being recognized  
even by his intimates, than can Rock-  
efeller have some small idea of the  
troubles that await less distinguished  
persons.

Medical men believe that the pine  
country will be beneficial to him and so  
Rockefeller has betaken himself to the  
woods, the air of the pines, probably,  
having a stimulating effect upon the  
growth of hair. Then, indeed, should  
our bald-headed men rejoice exceedingly,  
for of pine woods there are many in  
this country.

A sad fatality pursues our very rich  
men. One ray of consolation is, how-  
ever, held out: Riches command science,  
and science, in the interest of John D.  
Rockefeller, will strive to discover the  
cause of "Alopecia" and a remedy to  
conquer its ravages. When poor men  
who have no Lakewoods to hide in nor  
money to give doctors to make experi-  
ments are assailed by "Alopecia," then  
can they bless the name of John D.  
Rockefeller, the pioneer, for having  
aided science to discover a remedy.

Nervous dyspepsia is said to be the  
cause. The hasty luncheon at the coun-  
ter and the anxiety aroused by a rise in  
points on oil deals have aided the suc-  
cessful onslaught of "Alopecia" on Mr.  
Rockefeller's head, lips and brows.  
But yet there is another cause: A prac-  
tical writer was led to discover why men  
were bald, and after much painful in-  
vestigation came to the conclusion that  
baldness only attacked men of great in-  
telligence. He visited the Parliaments

of many nations and learned from per-  
sonal observation that only the ablest  
legislators were bald. Especially was  
this the case in the Italian Parliament.  
By an ingenious course of reasoning he  
arrived at the deduction that men of  
small intelligence always had a gener-  
ous crop of hair on their heads. Further-  
more, he learned that baldness was a  
sign of aristocracy and that people of  
common origin could always boast of  
long and thick hair. This statement  
was strengthened by the remark that  
persons following humble occupations  
were not under the necessity of exerting  
their brains.

John D. Rockefeller can take this to  
heart: His disfigurement, painful as it  
must be to his personal pride, can be  
counterbalanced by the thought that it  
is the penalty which attaches to men of  
brains and birth.

### RIGHT ABOUT FACE.

The political upheaval in this city  
Monday is only another instance of the  
fickleness of the American people. Four  
years ago the voters of Grand Rapids  
decided that they wanted a wide open  
town—with Sunday saloons, Sunday  
theaters, less restriction on gambling  
and prostitution—and George Perry was  
elected on that issue. He stood squarely  
by the platform on which he was elected  
and gave the majority exactly what their  
votes implied. Two years later they  
endorsed their previous verdict, which  
naturally encouraged Mr. Perry to con-  
tinue the policy they had outlined for  
him. Now, after four years of open  
town experience, during which time the  
municipal government of Grand Rapids  
has come to be a by-word in every part  
of the country, because it has been dom-  
inated by the saloonkeeper, the gambler  
and the brothel keeper, the people right  
about face and deliberately record the  
verdict that their decision in the two  
previous elections was wrong—that an  
open town is not an ideal condition  
after all; that seething corruption in  
the city hall must cease; that venal and  
unscrupulous public officials must be  
relegated to the background; that the  
police force must be no longer prosti-  
tuted; that open bribery and betrayal of  
public trust must be punished; and they  
seal their verdict by sweeping out of  
office every vestige of the Perry admin-  
istration.

The Tradesman has no sympathy with  
the almost universal condemnation of  
George Perry simply because he was  
true to his trust. The people knew he  
was no angel; that he made no preten-  
sions to morality; that his associations  
were not always above criticism; that he  
was an acknowledged defaulter. They  
wanted an open town and he gave them  
what they wanted. They have found out  
that they were mistaken and George  
Perry bows to the will of the majority  
and gracefully retires from the scene  
which he has made decidedly pictur-  
esque and sensational during the past  
four years.

Some people marry in haste and then  
pause to think it over. Others think it  
over first, and then—don't marry.

### The Boys Behind the Counter.

Alpena—John Piaskowski has re-  
signed his position with J. Chas.  
Woods, druggist, and is now assistant  
pharmacist at John Bostwick's.

Alma—The Hayt & Pierce Co. have  
secured W. J. Pollock, of Belding, to  
take charge of their shoe department.

Port Huron—H. O. Nichols, for sev-  
eral years with R. H. Fraser, clothier,  
of Detroit, has taken a position with  
Foster Bros. as manager of their boys'  
and children's clothing department.

Kalamazoo—Howard Jickling, who has  
been in the employ of the Edwards &  
Chamberlin Hardware Co. for the past  
ten years, has taken a position with the  
Sperry Hardware Co.

Alpena—John Sinclair, manager of  
the Sinclair Co. dry goods store, will  
soon leave for France in company with  
Mr. Rooney to purchase foreign novel-  
ties for the wholesale concern of Sin-  
clair & Rooney.

Litchfield—Harry Denham, who has  
been behind the counter in A. J. Love-  
joy & Co.'s store the past year, has sev-  
ered his connection with that establish-  
ment to return to Quincy, from which  
point he will accept a position on the  
road.

Alma—Stephen Galligher has re-  
signed his position with P. T. Banghart  
and has entered the grocery department  
of the Hayt & Pierce Co.'s store.

Charlotte—E. L. Coy has retired from  
the grocery firm of Tubbs & Coy to take  
a clerkship in the dry goods house of  
R. C. Jones & Co.

Alpena—The Retail Clerks' Associa-  
tion has induced the merchants to close  
Monday nights during the summer.  
This gives the clerks every night after 6  
o'clock except Saturday.

Frankfort—Ira Woodard, late of Char-  
lotte, has taken a clerkship in the gro-  
cery store of Harmon & Co.

Alpena—William Stafford is now be-  
hind the counter in the grocery depart-  
ment of Manion & Sons.

Houghton—The clerks' union is pre-  
paring to wage war on all merchants in  
Houghton and Hancock who insist on  
keeping open their stores on Sundays.  
President B. J. Parker, of the clerks'  
union, says that it is the intention to  
arrest any merchant who keeps open  
Sundays, and that it will be done re-  
peatedly. Mr. Parker said: "A war-  
rant was sworn out for the arrest of Mr.  
Metz, not that we singled him out for  
an example, but because we found that  
he was keeping his store open on Sun-  
days right along. Any other merchant  
who does this may expect the same  
treatment. When the union was organ-  
ized this was embodied in its constitu-  
tion and by-laws and it will carry the  
thing through to the bitter end."

Alpena—Frank D. White, President  
of the Retail Clerks' Association, is  
back again at the dress goods depart-  
ment of the Sinclair Co.

Petoskey—J. A. Perry, who has been  
employed in Harbor Springs several  
years, has removed to this place to take  
charge of the hardware store of Reynolds  
& Bain.

The girl who wishes she had been  
born a boy will never make a good  
wife—she will want to wear the trousers.



## Getting the People

### The Rights of the Advertiser in the Newspaper.

Does the advertiser, in buying space in a paper, buy anything else?

This is a vexed question, involving in its answer all the differences from the strictest selling of space only to the giving up of the columns to unlimited free puffing.

Most papers are ready to acknowledge that in the selling of space there is something more than the giving up of the definite number of inches to the use of the advertiser. Unless there is co-operation in the management of the space and in the influence of the journal much of the value is likely to be lost. Thus it is fair to assume that the selling of space conveys also the co-operation and influence to make such space of the utmost value. But to do this it does not follow that the reading columns should be given up gratuitously.

One of the commonest demands made in contracting for space is that a quantity of reading matter be thrown in. Of course this is not unreasonable if the publisher will make the concession. But it is not business on his part and is a cheapening of the advertising service greatly to be deplored. Throwing in something for nothing is no better for the publisher than it would be for the dealer to throw in in selling goods. Let the correct price be asked for the space and then payment demanded for any other properly advertising service. This, to be right, should aggregate the same as when the space contract includes reading notices thrown in.

The newspaper owes the advertiser its influence. If this can not be properly accorded it would be better to have no relations. Of course the laws of journalism will involve differences between the advertiser and publisher on political, religious or other partisan grounds, but this will never interfere with the kind of influence to which the advertiser is entitled. I have known instances where the journal "went for" the advertiser and his business in its editorial work, but I am of the opinion this is not a normal business condition.

But when the influence of the paper becomes advertising it is too much to demand without remuneration. The movements of the merchant, improvements in his enterprises, anything of public interest, while they have advertising value, may properly be accorded space without charge; but when it comes to announcing the arrival of new goods or describing the merits of wares the service should be paid for independently of other advertising considerations.

The common interests of merchants and publishers as members of the same community usually secure accord in the discussion of local economic questions. Everything affecting the trade of the town enlists them in a common cause. The merchant has the right to demand from the publisher the support of local interests, such as the proper improvement of highways and other means of access; but such rights are only on account of their community of interest. The dealer has no right to demand deference to his partisan ideas of any kind.

The wise publisher is the man who uses every legitimate means available to make his advertiser's space valuable. This much is implied in the contract. More than this should not be required

### Your Regular Trade is the Object of Our Endeavors

and money always gets its equivalent here. Our stock of jewelry is complete, new and up-to-date. Repairing a specialty. The express is bringing us one-half gross of those fine

#### Parker Fountain Pens

and we are going to sell them right, too. Drop in and see both us and the pens.

### W. H. SEIBERT, the Jeweler

305 Howard Street

### SMART EFFECTS--

—and perfect style and workmanship in clothes can be secured only by patronizing the custom tailor. A ready-made outfit may look fairly well until it settles to your shape, when it will fit anyone else about as well as you—not having been made to fit YOU! especially in the first place—but anyone who might pay the price. We are making up—

Spring Topcoats and Suits to Order at **\$20, \$25**

While we make up extra fine fabrics at higher prices than \$20 and \$25 we will guarantee our prices to be always less than you would pay for the same perfect workmanship elsewhere.

### PRICE TAILOR CO.,

107 South Burdick Street.

HATS!  
HATS!  
HATS!  
HATS!  
HATS!  
HATS!  
HATS!

We have 'em  
All Late Ones  
Come see 'em  
That's all  
This time

GLOTHIER E. H. PHELPS TAILOR

### LOTS OF LACE

gives a wonderful richness to spring finery and if you buy at the right place you can afford it.

### LACES TOWELS and HOSIERY

A new line of these goods selling at rock bottom price.

Hosiery for Ladies and Gentlemen at

### BRAIN'S BAZAAR

### MUELLER & STANNARD

CARRY A FULL LINE OF

Groceries and Provisions, Hats, Caps, Boots, Shoes, Gent's Furnishing Goods and Jewelry : : :

ALL GOODS FRESH and NEW and will be sold at **ROCK BOT-TOM PRICES**. Come and examine our stock. : : : OUR MOTTO: Square Dealing and ONE PRICE for all. Agent for Eclipse Hay Press.

ROCKLAND, MICHIGAN

### About Credit.

We've started hundreds and hundreds of young couples on the road to prosperity, and furnished their homes snugly and cozily with carpets, stoves, furniture, etc., from cellar to roof—some for spot cash, many on our Equitable Credit System.

Why can't we benefit you likewise?

We give, on charge accounts plenty of time, and make the terms of payment so easy that you'll hardly feel the outlay; almost before you know it your home is completely furnished and paid for with money that's actually saved; saved, because it might have been squandered in foolish and unnecessary ways. Therein is our credit system like a savings account. We ask no remuneration for credit accommodation, no advance in price, no interest. As to prices we court the closest scrutiny. We're always just a little lower than the other fellow, and when we recommend or warrant an article, it will be just as we claim, or made right.

These few points—liberality and correct treatment have earned for this firm this title: "The store that made home furnishing easy."

Our Semi-Annual Sale began April 1st. It lasts all through this month. Many excellent things in Furniture, Carpets and Rugs at reasonable prices—A great many articles at reduced figures. Drop in, and see.

### People's Outfitting Company,

215 to 221 N. Burdick St.

### Where Do You Go

For Your Medicines and Other Drug Store Articles?

We would like to have you come here for them.

Perhaps all drug stores seem alike to you. They are not alike, any more than individuals are alike. We are working for the highest results in the compounding of medicine as prescribed by physicians. We try hard to put up every prescription just as skillfully as it can be put up. No detail is ever rushed over or slighted. The medicine has to be right or we will not let it go out of our store.

We invite You to Come to Us With Your Prescriptions

### Robinson Drug Co.

102 Wash. Ave. N.

### Do You Know

The pleasures of using a good fountain pen? Step in and let me explain them to you. We have the much advertised Parker and the Century, and sell them on approval, no like 'em, no keep 'em, and the price is 96c., with better ones up to the \$1.00 mark. When you are in town, call and see.

POND,

Jeweler and Dealer in Music and Sporting Goods.

by the dealer without his willingness to give proper remuneration.

\* \* \*

W. H. Seibert writes an attractive jewelry advertisement which is fairly well handled by the printer. The work is well proportioned and, unless placed too near heavy display, will bring good results.

The Price Tailor Co. presents an argument which is calculated to gain the attention of those who are particular in their dressing. There is the mistake, however, of unduly crowding the space and giving it much too heavy display for anything less than a blacksmith shop. The border, especially, is too heavy and is crowded much too close to the matter. The best features of the advertisement are the definite prices.

A good advertisement for a change is that of E. H. Phelps. The writing is catchy and the work of the printer in arranging the display is exceptionally good. The panels are happily proportioned the progression of "hats" is striking and the proportioning of white space correct.

I am a little puzzled as to the verbal mixture in the advertisement of Brain's Bazaar. There is first a strong display of "lace" and then a display of "laces" and this is not separated from "towels," which seems a little incongruous. Then we have a display of "hosiery" and the same again in the next display line. All the difference appearing is that the first is selling at rock bottom prices and the last is for ladies and gentlemen. The handling of the display by the printer is not bad, but the confusion in wording destroys much of the advertising value.

The printer has taken much pains in the display of Mueller & Stannard and has endeavored to keep a uniform style as much as possible except in the introduction of italic in the panels. Had Roman been used throughout, the result would have been stronger and more effective. The proportioning and white space are good.

Experience, no doubt, has demonstrated to the People's Outfitting Company that the reasoning in their argument is calculated to bring trade. There is a funereal suggestion in the black border crowded upon the matter which is not attractive. It is my impression that the wording could be pruned some to advantage and the room given to white space.

There is a labored clumsiness in the argument of the Robinson Drug Co. which detracts materially from its force. The printer's work is symmetrical and well balanced.

A neatly-written and composed little jewelry advertisement by S. D. Pond completes the samples for the week. The writing is crisp and businesslike and the type display and border are the newest in style. The advertisement is a good one for the space occupied.

### Orange-Fed Pork.

From the Los Angeles Times.

Here is a good chance to build up another South California industry. "Southern California orange-fed pork" should be a catching sign in Eastern grocery stores which cater to wealthy clients, especially if a contrast should be drawn between such meat and that of animals that have been fed on the refuse from the slaughter houses. A pig raised from the time of weaning on alfalfa and then topped off with corn and oranges, with perhaps a few orange blossoms to finish up, and the hams boiled in California sherry, should furnish a dish fit for a king or even a president.



### Here's to the Man Who Does!

Say,  
Do you know the kind  
Of a fellow who's  
The kind that folks enthuse  
Over,  
And take off their hats to?  
Why, it's the man—who  
Does!  
He's the fellow!  
Not the man whose grandpa  
Got there;  
Not the fellow who would,  
If he could;  
Not the gentleman who's going to do  
Some day,  
But the Man—who—does  
Now,  
To-day!  
No sitting around,  
Waiting,  
About him!  
No expecting something to happen;  
No looking for something to turn up;  
No, sir!  
He calls the turn,  
And turns 'em.  
He takes off his coat,  
And doesn't care  
If he starts a little sweat.  
He doesn't need a big  
Brass-buttoned copper  
To tell him to move on;  
He keeps the procession  
Humming  
To keep up with him.  
He's hustle from his feet  
Up.  
And from his head  
Down.  
He's not only in the  
Push,  
But he is the Push,  
The whole thing;  
And say!  
The way  
He makes things come,  
And business hum,  
Is a caution.  
The way the world  
Takes that fellow up  
And is good to him,  
Makes your heart glad.  
He's all right,  
He is.  
He greases the wheels of Progress,  
And keeps the world spinning around:  
And that's why I say  
Here's to the Man Who  
Does!  
Bully for him!

### The Mushroom Dethroned.

From the Lancet.

The notion has long been held that the mushroom presented the composition of animal flesh, which led to it being called the "vegetable beefsteak." It appears, however, that this conclusion has been based on some analysis made many years ago when analytical methods were not as exact as they are now and when the chemistry of food was not so well understood. In one regard, at any rate, the mushroom does resemble a beefsteak—in that it contains practically the same amount of water. But the dry, solid constituents of the mushroom differ very materially in kind from the solids of meat.

The most important difference is due to the rich proportion of proteids—the so-called flesh-formers—in meat as compared with the feeble amount in the mushroom. This fact as ascertained by recent analyses, hardly justifies the mushroom being regarded as a "vegetable beefsteak." It may be a blow to the vegetarian, but he would have to consume at least ten pounds of mushrooms in order to gain the equivalent of a little over one pound of prime beef. Indeed, in the light of modern enquiry there seems to be no reason for believing that mushrooms possess any greater food value than other ordinary fresh vegetable foods, and in many respects they compare unfavorably with them.

Still, the fresh tender mushroom is undoubtedly easily digestible, and as it contains carbohydrates in addition to some proteid it is obvious that it is of some dietetic value. This value is not comparable with that possessed by essential foods such as meat, milk and eggs. The mushroom, however, contains an unusual proportion of potassium salts.

Few will deny that the mushroom is an excellent adjunct to many dishes; it has an appetizing flavor, and this quality alone makes it dietetically valuable.

### Peculiar Play on Words.

"If a building is destroyed by fire is it the fire or the building that burns?"  
"The fire, I suppose."  
"What does the building do?"  
"Well, it burns, of course."  
"What does the fire burn?"  
"It burns the building."  
"Then if the fire burns the building how can the building be said to burn?"  
"It burns down, doesn't it?"  
"Didn't you say a moment ago that it was the fire that burned?"  
"Yes."  
"Then how can the fire and the building both burn?"  
"Why, when a building is on fire—"  
"How can a building be on fire?"  
"Isn't it always fire that's on a building?"  
"That is what I mean, of course."  
"But isn't fire sometimes in a building?"  
"Yes, of course."  
"Then why did you say it was always on a building?"  
"I thought that was what you said."  
"On the contrary. I was trying to find out what you thought. Now, if it is the fire that burns the building can the building really be said to be doing anything?"  
"N-no, I suppose not."  
"Then the building doesn't really burn, does it?"  
"No."  
"It simply can not be doing anything, can it?"  
"I suppose not."  
"Then if the building doesn't burn, of course, it is because it can not burn, is it not?"  
"Yes; that seems reasonable."  
"But if a building doesn't burn and can not burn how can it be destroyed by fire?"  
"I—I don't know. That makes my head ache."

### Suit For Time Lost at Telephone.

Tacoma, Wash., March 25—The rapid increase in the number of telephones in use in Northwestern cities has caused the demand of patrons for connections to grow almost faster than the facilities for taking care of the increase can be provided. It thus happens that many persons have gained the idea that the service is not as satisfactory as when the systems were much smaller than at present. These people are much interested in a novel suit, for which papers are being drawn.

The prospective plaintiff is a Whatcom business man and his object will be to recover from the telephone company for the time lost in trying to attract the attention of the central telephone office in order to secure connections with his business patrons. Recovery will be sought on that portion of his contract which provides that he shall receive prompt and effective service.

His complaint as drawn declares that through the inattention or over working of the telephone employees, he is compelled to spend long periods of time, ranging from three to fifteen minutes, in obtaining the necessary switches. He alleges that so much of his working time is lost in this manner that his business is financially damaged.

### Unable to Proceed.

Three men determined to rob a certain house. So on the night decided on they gathered in front of the building. One of them entered and started up the stairs. He had his boots on, and, when near the landing, his boots made a noise on the stairs. A female voice called out from one of the rooms:

"You go right downstairs and take those boots off. I'm tired of having to clean up mud and dirt after you come up here with your boots on. You march right down and take them off."

The burglar turned around, went down the steps and outside to his companions, and said:

"Boys, I couldn't rob that house; it seems too much like home."



Don't sell the best line of sweet goods on earth—the line manufactured by E. J. KRUCE & CO., of Detroit, Mich.? Well, you'd better get in line and send in an order. After you have sold them awhile you will know what you have missed in the past.

Not made by a trust.

## The Finest The Newest The Latest

Designs in Wall Paper are always in our stock.

## Our Paints Are Pure and Fresh

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

A complete Artists' Material Catalogue for the asking.

**C. L. Harvey & Co.**

59 Monroe Street,  
Grand Rapids, Mich.

Exclusively Retail.

## The Little Giant Gas Generator

Is automatic in its feed from outside tank and therefore perfectly safe, as it has only 2 gills of gasoline warm at any one time. No safety valves are needed as is the case with other machines on the market. All working parts are of heavy solid brass. Our burner cut-off valves are of solid brass. Drops and ornaments. Lighting capacity of each mantle or burner is 500 candle power. For illustration of style of installing plant see advertisement in last week's Tradesman.

ALLEN GAS LIGHT CO., 54 1/2 West Main Street, Battle Creek, Mich.

All Kinds  
of  
Solid

**PAPER BOXES**

All Kinds  
of  
Folding

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

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

Box Makers

Die Cutters

Printers

# THE 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.**



## Around the State

### Movements of Merchants.

Owosso—H. J. Stannard has sold his bazaar stock to J. S. Cook.

Moieni—M. A. Bell has sold his jewelry stock to W. R. Gates, Jr.

Bancroft—R. D. Black has moved his drug stock into his new building.

Ashley—Harry C. Rose succeeds Sprague & Rose in general trade.

Quincy—P. A. Shepard has removed his stock of dry goods to Coldwater.

Detroit—A. F. Cragg has purchased the drug stock of Roy W. Webb & Co.

Battle Creek—H. G. Shekell, jeweler, has removed from Clinton to this place.

Three Rivers—Chas. H. Creighton, meat dealer, has sold out to Geiger & Burns.

White Cloud—Z. E. Caswell & Co. have added a line of shoes to their grocery stock.

Detroit—Wm. Ferris has purchased the dry goods and notion stock of Ernest E. Mercill.

Lansing—Milne & Buehler, grocers, have dissolved partnership, Mr. Buehler succeeding.

Walton—Den R. Thralls has sold his general merchandise stock to M. D. Crane & Co.

Kalamazoo—Chas. W. Weaver is succeeded by Sarah J. Weaver in the bakery business.

Leesburg—Adams Bros. have purchased the general merchandise stock of Bradford Bros.

Laurium—C. P. Hill & Co. succeed Chas. P. Hill in the wholesale confectionery business.

Seney—John I. Bellaire has established a branch general merchandise store at Germfask.

Detroit—Geo. W. Kidd has purchased the grocery stock and meat market of Thomas J. Collins.

Vulcan—The Penn Store Co. has filed articles of incorporation, with a capital stock of \$40,000.

Otter Lake—W. S. Hemingway has purchased the general merchandise stock of Wm. E. McCormick.

Holland—A. H. Meyer has opened a branch store at Allegan under the management of C. St. Clair.

Cheboygan—The New York Racket Store Co., recently established at this place, is capitalized at \$10,000.

North Branch—Butler & Hagaman continue the hardware, implement and foundry business of Wm. Butler.

Metz—Hardies Bros., of South Rogers, have purchased the general merchandise stock of Robert Hoffman.

Marshall—Manning & Wilson, grocers and meat dealers, have dissolved partnership, G. W. Wilson succeeding.

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

Niles—Wm. H. Snyder, Jr., has taken a partner in his jewelry business under the style of Snyder & Burlingame.

Otsego—Floyd Tice has associated himself with his father in the bakery business under the style of Tice & Son.

Charlotte—Geo. H. Tubbs has purchased the interest of his partner, E. L. Coy, of the grocery firm of Tubbs & Coy.

Conklin—Bean, Brevitz & Morey succeed Bean & Brevitz in the hardware, grocery, implement and vehicle business.

St. Louis—Judson Kent has sold his meat market to W. C. Edgar and A. Baldwin, who have already taken possession.

Marshall—Cruse & Lamb have formed a copartnership to continue the lumber, coal, lime and brick business of Cruse & Blood.

Alton—Fred Ford has engaged in the hardware business and Frank White has put in a stock of agricultural implements.

Pigeon—Campbell & Paul continue the drug, jewelry, stationery and agricultural implement business of John J. Campbell.

Plainwell—Patterson & Clement have purchased the dry goods stock of A. W. Hartman, at Otsego, and added it to their stock here.

Kalamazoo—M. F. Fairchild & Co. is the style of the new firm which succeeds Vanderbilt & Fairchild in the tea and coffee business.

Lake Odessa—Chas. Roof has purchased the shoe stock of his father, Geo. A. Roof, at Big Rapids, and removed it to this place.

Collins—S. Baldwin has sold his general merchandise stock to Laura K. Williams, of Orange, who will continue the business at the same location.

Mesick—H. Goldman, general dealer at this place, has added a line of groceries. The Musselman Grocer Co. (Traverse City) furnished the stock.

Pontiac—R. Jay Brace is now sole proprietor of the Pontiac Carriage Supply Co., having acquired the interests of Walter J. Palmer and F. L. Perry.

Wayland—J. C. Yeakey and Burlington & Co., meat dealers, have merged their business into one concern under the style of Yeakey, Burlington & Co.

Mt. Pleasant—Morrison & Myers, dealers in implements and carriages, have dissolved partnership. John W. Morrison continues the business in his own name.

Schoolcraft—L. S. Fishel, who has conducted the tailoring department of Neely & Dewey for the past few years, has engaged in business on his own account in the Knight building. Mr. Fisher will do both men's and women's tailoring.

Allegan—Oscar W. Briggs, dealer in bazaar goods, has gone into voluntary bankruptcy, with liabilities amounting to \$1,754.99 and assets appraised at \$1,200. Referee H. C. Briggs, of Kalamazoo, has been appointed temporary receiver.

Three Rivers—Frank E. Hixson, formerly a member of the hardware firm of Kennedy & Hixson, of Portland, and Leo Sessions, for several years clerk for that firm, have purchased the hardware stock of S. G. Chard and will continue the business at the same location.

Traverse City—Jos. Peron, who has been in the employ of the Hannah & Lay Mercantile Co. for the past seventeen years, has resigned his position and erected an addition to his residence and put in a grocery stock, which was furnished by the Musselman Grocer Co.

Houghton—The Lake Superior Produce & Cold Storage Co. has secured an option on the building occupied by the general merchandise stock of Graham Pope. It is the intention of the company to establish a wholesale grocery department in this building, which, with the dock and sheds, will provide ample room and facilities for that purpose.

### Manufacturing Matters.

Milan—Case Bros. have started a cheese factory.

Drenthe—A new canning industry has been launched at this place with a capital stock of \$12,000. It is styled the Drenthe Canning Co.

Zeeland—The South Ottawa Cheese Co. is succeeded by Lopper & Co.

Alma—The Alma Sugar Co. has increased its capital stock from \$300,000 to \$650,000.

East Tawas—The Victoria Co., Limited, succeeds the National Milling & Evaporating Co.

Wayne—The Prouty & Glass Carriage Co. has increased its capital stock from \$50,000 to \$100,000.

Mattawan—The Mattawan Canning Co. has been established here. The capital stock is \$7,800.

Detroit—The Queen Anne Baking Powder Co. has filed articles of incorporation with a capital stock of \$10,000.

Sault Ste. Marie—The capital stock of the Peninsular Bark & Lumber Co. has been increased from \$45,000 to \$70,000.

Mancelona—Rapp & Ackley succeed the Mancelona Manufacturing Co. in the planing mill business and in the manufacture of sash, doors and blinds.

Battle Creek—The Wheelock mills, on Monroe street, have been purchased by the Commercial Travelers & Farmers' National Food Co. The consideration was \$25,000.

Kalamazoo—The Verdon Cigar Co. has increased its capital stock from \$15,000 to \$50,000. John A. Hoffman is President and Lawrence Verdon is Secretary, Treasurer and General Manager.

Battle Creek—The Battle Creek Interior Finishing Co., Limited, has filed articles of incorporation with a capital stock of \$50,000. The new company will manufacture doors, sash, blinds and interior finishings.

Central Lake—The Central Lake Canning Co. has been organized and is officered as follows: President, H. A. Hobart; Vice-President, James Williams; Secretary, Geo. L. Thurston; Treasurer, H. A. Stevens. E. B. Gill, of Philadelphia, has been engaged as processor.

Detroit—A factory large enough to employ 125 men and to turn out 40,000 refrigerators per year will be erected in Detroit by the Sanitary Refrigerator Co. The incorporators are N. L. Murphy, M. V. McInnes, N. B. Harding, George J. Worthy, R. L. Aldrich and George C. Perkins. There will be \$150,000 of preferred and \$100,000 of common stock.

Mt. Pleasant—The Mt. Pleasant Body Works has been organized with a capital stock of \$12,000 to engage in the manufacture of buggy bodies, under a patent owned by Lewis Priest, and expects to begin operations within sixty days, employing about 100 hands. The new company has purchased the Whitney-Taylor plant and will utilize the machinery in the manufacture of its output.

Detroit—The McLeod-Shnaekel Piano Co. has filed articles of association with a capital stock of \$30,000 divided into 3,000 shares of the par value of \$10 each. Of this sum, \$5,000 has been paid in. The stockholders are Samuel K. McLeod, 1,200 shares; William H. Shnaekel, 700 shares; Charles Marvin Preston, 500 shares; Samuel K. McLeod, trustee, 600 shares. The company will manufacture, handle and repair pianos and other musical instruments as well as furniture and similar goods.

Pontiac—The plant and property of the Pontiac Knitting Works Co. has been sold at auction for \$25,000 to Joseph Nusbaumer, of this city. It is stated that Nusbaumer was acting for a company of local capitalists who propose to engage a manager and conduct the knitting business, which was dropped at the time the knitting works company was obliged to close down. At present the names of the stockholders of the new company are withheld. The business was begun by Charles E. Wakeman prior to 1880, and since that time has had a very checkered career, several companies being organized to take charge of the concern. Wakeman was always the moving spirit of the various companies.

### Will Continue the Warfare Against Programme Advertising.

Saginaw, April 7—At the annual meeting of the Retail Merchants' Association, the following officers were elected: President—M. W. Tanner.

Vice-President—P. F. Treanor.  
Second Vice-President—Carl Heavenrich.

Secretary—A. R. Treanor.

Treasurer—Thomas A. Downs.

The election of Mr. Tanner to the presidency is the fifth consecutive time the Association has chosen that gentleman to lead it. Mr. Tanner is almost directly responsible for the success of the Association and the members gratefully appreciate his work. He attempted to retire from the office, but the members would not consider such a step.

The elections of the remaining officers, with the exception of Secretary and Treasurer, were second terms.

The report of the retiring Treasurer, Rollin A. Horr, was read, and a balance of \$285.26 reported in the treasury. Mr. Horr was unable to continue in his position because of business affairs and Thomas A. Downs was elected.

The consideration of the programme advertising warfare was perhaps one of the most important topics before the meeting. It was generally recognized that the members of the Association had been saved hundreds of dollars yearly since they have not advertised in programmes. However, it has been noticed of late that, contrary to their pledges, many of the members of the Association had made exceptions and not a few had advertised in the policemen's outing. It was suggested that if the Association dropped the warfare for a year, those who had broken their word would be very willing to live up to it. A motion, however, to continue the crusade against programme advertising and to make no exceptions was unanimously accepted. It was, however, the intention not to protect any member who had made exceptions, and they will no longer be allowed the rights of the members of the Association.

The consideration of the Fourth of July celebration was also an important feature of the meeting. In the general discussion which took place, it was urged that the affair be no longer than two days and that street fakirs and others, who take the money out of the city, rather than bring it to the merchants, be eliminated. It was planned to hold a floral parade during the afternoon of July 3 and a naval parade that evening. The military parade and the other Fourth attractions would make the last day a most attractive one. It is the intention to hold a magnificent floral parade, such as created a favorable impression during the street fair, and to make all the events connected with the celebration of a high order. The question of funds being brought up, the matter was referred to a committee with President Tanner as chairman, to ascertain the cost and report to the Association at the next meeting.

## 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

Bert Hogeboom has purchased the meat market of Wm. Knop at 240 Alpine avenue.

Strehl & Stevens succeed E. J. Meyers in the grocery business at the corner of Cherry and Hollister streets.

David Gibbs, for several years in the employ of Thomas Ford, the Ludington grocer, has engaged in the grocery business at that place on his own account. The stock was furnished by the Olney & Judson Grocer Co.

Thomas W. Porter recalls the fact that back in the sixties he was in the habit of buying matches by the quart at the old Rademaker match factory on Calder street. The matches in use at that time were split from a block, dipped in brimstone and phosphorous and wrapped in paper. Those which dropped off the bunches were swept into a bin and sold to local purchasers by the quart.

### New Wholesale Stationery House.

The Grand Rapids Stationery Co. has been organized, with a paid in capital stock of \$20,000, to continue the wholesale stationery business formerly conducted by the Lyon, Kymer & Palmer Co. The new business will be located at 29 North Ionia street. The stockholders are as follows:

Thomas M. Peck.....	\$2,500
N. Fred Avery.....	2,500
Charles W. Garfield.....	2,500
Miss Catharine Peck.....	2,500
G. J. Haan.....	4,000
G. Van Sledright.....	3,000
Peter Quartel.....	2,000
Peter Lubach.....	1,000

The officers are as follows:

President—Thomas M. Peck.  
Vice-President—N. Fred Avery.  
Secretary—G. Van Sledright.  
Treasurer—G. J. Haan.

Peter Quartel, who was with the old house eleven years, will look after the city trade. Peter Lubach, who was with the old house ten years, will cover Eastern and Southern Michigan. G. Van Sledright, who was with the old house eighteen years, will cover Northern and Western Michigan.

### 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.  
Beeswax—Dealers pay 25c for prime yellow stock.

Beets—\$2 per bbl.

Butter—Factory creamery is higher and stronger, commanding 28c for fancy and 27c for choice. Dairy grades are about the same as a week ago—20@22c for good and 18@20c for common. Receipts are increasing, but they are only about a quarter enough to meet local requirements.

Cabbage—65@75c per doz.

Carrots—\$1.25 per bbl.

Celery—California Jumbo commands 90c per doz.

Cranberries—\$2.50 per crate for Waltons.

Dates—4½@5c per lb.

Eggs—The market continues strong and active on the basis of 12½@13½c. Storage operators are picking up supplies as rapidly as possible.

Figs—Five crown Turkey command 14c.

Green Onions—12c 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—Californias \$3.50, Messinas \$3.60@3.75.

Lettuce—14@15c per lb. for hot house.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Oleo—The Chicago manufacturers say that if the measure proposed and championed by Senator Harris passes both houses and becomes a law the manufacture of butterine will have to stop.

Onions—The market is weak and lower, ranging from \$1.25@1.35.

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

Oranges—California navels fetch \$3.75 per box for fancy.

Parsley—30c per doz.

Parsnips—\$1.50 per bbl.

Pieplant—8@9c per lb.

Potatoes—There has been no movement to speak of during the past week, although dealers confidently expect a revival in the near future. Toledo and Detroit operators are predicting a \$1 market before the end of the month, but fail to state the grounds on which the prediction is based.

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.

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

The hide market has advanced in price and is strongly held on account of scarcity. Stocks are not large. Sales are small and the demand is good at lower values. Larger sales are looked for this week, as tanners are not all supplied. The outlook is not good, as leather has declined and a material advance has occurred on the cost of bark and higher values for hides will result in smaller profits than in the past.

Pelts are in good demand, but values are no higher. There is no accumulation of stocks, as all offerings are being readily taken.

Furs are few and are gradually dropping out as the season advances without change of values.

Tallow and greases are in good demand, with no accumulation of stocks. The West has bought freely in the East, where lower prices ruled for a short time. Edible and prime are wanted.

Wool remains draggy, without sales of note. Stocks in sight are not large and are held strong at old prices. The manufacturers having been supplied, there is nothing to tempt them to buy. Labor troubles are not settled and much hesitancy appears with manufacturers to conduct business of large magnitude. New wools begin to show up and are being bought at prices slightly above last year's purchases. Wm. T. Hess.

### The Small Stores.

Many small merchants in the cities are apt to think that while the department stores should advertise, advertising is a profitless expenditure for the small business that finds its custom only in the immediate neighborhood of the store. These men fail to take into consideration the fact that in many instances the department store began life as a neighborhood store and increased its business by judicious advertising. Advertising is just as profitable for the small business as for the large one. Judicious newspaper publicity comes first, of course. But in connection with his newspaper advertising the small merchant may issue, from time to time, a store paper. Some kind of an advertisement should be placed in every bundle of goods sent out of the store, and in every way the merchant should endeavor to keep his establishment before the eyes of the public.—Ad-Writer.

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

### The Grocery Market.

Sugars—The early part of the week the raw sugar market was very strong, but during the last few days it became somewhat weaker and prices show a decline of 1-16c on 96 deg. test centrifugals. Trade is light, as refiners have fair supplies accumulated under recent heavy purchases. The world's visible supply of raw sugar shows an increase of 10,000 tons over March 27 and an increase of 680,000 tons over last year. In sympathy with the raw sugar market, refined is quiet with a little easier tendency. The demand is fair, but sales are of limited quantities for immediate use and nothing of a speculative character is noted.

Canned Goods—The canned goods market is rather quiet, with prices on most lines, however, firmly held. There is a good consumptive demand and a better trade for all kinds of canned goods is looked for shortly. Orders now are largely for small lots of various lines, in order to keep up a general assortment. Tomatoes, both spot and futures, are practically unchanged. Offerings of futures are very light and are sold as soon as offered. The spot market is strong and active, stocks being rapidly reduced. Some dealers are asking slightly higher prices and, with a continued good consumptive demand, higher prices are looked for. Corn, both spot and future, remains quiet and unchanged. Fancy spot peas continue to be enquired for but as stocks of these grades are small, business is very light. The lower grades are in good supply, but experience only a moderate demand. Gallon apples remain very firm, but, with very few sales reported, buyers' views are somewhat below those of holders. There is a little interest taken in peaches at previous prices. Pineapple meets fair sale, with no change in price. Salmon is moving out well under a good consumptive demand, but sardines continue very dull and easy.

Dried Fruits—The dried fruit market is inclined to be rather quiet, sales being only of small lots for immediate requirements. In the aggregate, however, they are sufficient to keep the market in fairly good condition. Prunes are in moderate request, with dealers reporting a very good consumptive demand, especially for the large sizes, which continue very scarce. Trade, however, is not up to other seasons or up to expectations. Seeded raisins move out quite well at unchanged prices, but loose muscatels are in very light request. Apricots are very strong, with moderate demand. Stocks on the spot are very light and advices from the coast indicate a probable small crop this season. Peaches are in fair request at steady and unchanged prices and with spot stocks very light. Dates are in good position and a steady enquiry is reported. There are large stocks of Hallowis, which are the cheapest grade, and slightly lower prices are realized for this grade. Figs are cleaning up rapidly at good prices. Evaporated apples are quiet, but prices are very firmly held in view of the exceedingly light stocks.

Rice—Notwithstanding the continued quiet, dealers were not disposed to urge sales and prices for domestic grades were steady, holders anticipating an increased movement, which will likely cause an upward tendency. The outlook discloses no evidence of weakness. The supply throughout the country continues light and, in the event of increased demand, prices in all probability will

harden and move upward. The statistical position is reported strong and the total sales thus far are sufficiently large to carry out the crop before the arrivals of new crop in large quantities.

Tea—The tea market is quiet, with prospects of renewed activity not very encouraging. Green teas remain strong and the lower grades of black teas are strong, with moderate demand. Buying, however, is mostly for immediate wants only.

Molasses—The molasses market is quiet, but prices are firm. Supplies are moderate with the better grades very strongly held. Business is mostly for small lots for immediate use, dealers not wishing to have any very large stocks on hand when warm weather comes.

Fish—Trade in fish, as a whole, is very quiet, with an easier tendency to almost everything. Mackerel, however, remains steady with fair demand.

Nuts—Nuts are quiet, with very little demand for anything except peanuts, for which there is a fair demand at previous prices.

Rolled Oats—Rolled oats are quiet. Dealers have sufficient supplies for the present demands and are not making any purchases to speak of.

### Novel Appeal to Delinquent Debtors.

The following circular letter is used by a certain enterprising merchant in reminding his customers of their past due accounts:

In again presenting the above claim against you, for which we have sent you statements repeatedly and no attention paid to them, I wish to urge upon you the advisability and importance of an immediate response in the form of a remittance to cover the amount or some definite arrangement for a satisfactory settlement consistent with your ability to liquidate the indebtedness. You may rest assured of and are hereby tendered our best offices and efforts in securing an amicable adjustment of this matter, and if you are not now able to pay the claim in full, any reasonable proposition for deferred settlement from you will receive the most generous treatment at our hands and will doubtless regain the confidence we have in your absolute integrity. Strict justice to yourself demands that you discharge this obligation manfully and promptly, and to that end make such heroic sacrifice, if necessary, as will command for you that esteem and profound regard prized so highly by all who attain or aspire to moral or commercial worth. I have respected my rights as an honest debtor, and wish you now to seriously consider your duties as such. Let me hear from you at once, and oblige.

That all trusts are not successful is a matter of common observation. The idea that it is only necessary to effect a combination of interests to insure large profits has been proved to be fallacious in many instances. Often too high prices are paid to secure control of the stock of the independent concerns which it is sought to merge into one company. Frequently business is done on ruinous terms to crush competition. Instead of economy there is extravagance in management and the officers are allowed salaries which are ridiculously large. The case of the asphalt trust is now in evidence. It is in the hands of receivers. Their report shows that with a capitalization of \$58,000,000 and fixed charges of \$2,150,000 the net earnings of the National Asphalt Co. of America for the past two years were less than \$700,000. The losses of one of the sub companies are estimated at \$500,000. This is a sorry picture for those who were induced to invest in the stock of the asphalt trust, which, when organized, was thought certain to produce big dividends.



**Special Correspondence.**

The general bean market is in a fairly satisfactory condition. Choice marrows, \$2.10; choice medium, \$1.50@1.52½; choice pea, \$1.50@1.52½.

Years ago there was a calaboose, but now the hut is used as a village pound.

**Grand Rapids, Mich.**

Manufactured by  
W. G. HENSHAW, Kalamazoo, Mich.

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

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.



IN THE SPRING.

Some Things That Could Be Done to Improve the Town.

Written for the Tradesman.

In the spring one's thoughts naturally turn to improvements. As the last snow-drift melts away and we spread our last pound of honey over the buckwheat cakes, we get an itching to affix a board to the fence or put a plank in the sidewalk or nail a new patch on our summer pants. We want to get out and improve things, no matter how much worse we may make them look.

This is a good thing. It would be better, of course, if this enthusiasm stayed with us all the year through instead of coming in spasms, but better spasmodically than not at all; and that is the way some of us do everything. We get religion that way. We sit on the sinners' bench at the revival and a week thereafter are sitting on the sinners' bench at the ringside. We buy our clothes in spasms—in convulsions, I may say. That is the only way I can account for some shirtwaists and neck-wear.

But there are some of us, unfortunately, who never allow this improvement spasm to get outside our own dooryards. We put new hinges on the barn door without ever stopping to consider the many things we could do to improve our neighbors' condition. No one ever affixes a new board to another man's fence unless the other man's chickens are in the habit of coming through.

We ought to sit down and try to think of ways to improve the town as well as our own dooryards. There are very few towns in the country that will not admit of improvement in some way or other. There is the village cemetery, for instance. So much could be done to make it attractive. It ought to be made as attractive as possible to some of the citizens of the village. In the growing West they think so much of this feature that the very first thing they do after they start a town is to start a cemetery. They never think of laying out a new suburb without also laying out some of the suburban residents. A great deal can be done to improve a town in this manner if one has a good gun and is a moderately fair shot. In Wyoming they do not point with pride to public libraries and parks that have been founded by some leading citizen. Instead, they steer you up to the cemetery and tell you who started that. They do not dilate so much upon the cemetery founded by some citizen, but they tell you all about some citizen who was found dead by the cemetery.

Then there is the court house. So much could be done to improve that. Ordinarily a court house has one main entrance with big, stone steps leading up to it. Why not put stone steps on the other three sides? If you did the moonlight nights of summer would find court being held on all four sides of the building. This would not only be pleasant for those who courted but would also result in much future litigation.

This increase in litigation would not only be a good thing for your own town but would also help the State. The patriotic citizen need scarcely be reminded that we have a Supreme Court at Lansing and that our Supreme Judges have to live somehow. Our Circuit Courts are the great feeders of our Supreme Court. If your Circuit Courts are not busy your Supreme Court will not have anything to reverse. If I were a man who litigated to any extent, I think I would hate to win a case in the

Circuit Court. It would be a cinch that the other fellow would take the case up to the Supreme Court. Then my lawyer and the gentlemen on the bench would have a conversation something like this: One of the Justices—"Who won this case in the Justice Court?"

My Lawyer—"The other side, your honors."

Another of the Justices—"And who won in the Circuit Court?"

My Lawyer—"We did."

The Justices in Chorus—"Well, we agree with the Justice of the Peace."

So much could be done, too, to improve the sidewalks. The sidewalks in many towns I have seen are altogether too narrow. They ought to be widened or else the burg should be made a prohibition town. It is very wearing on the citizens to wheel along a two-foot walk a jag that is 42 inches wide and cut on the bias. There are a great many loose planks in the walks that ought to be nailed down; it is wearying to have a sidewalk constantly flying up and hitting one in the face, and his feet get tangled up with the high places.

The fire department could also be improved. It has been suggested that the water mains should be connected with the brewery. The speed with which the firemen would get to a fire under those circumstances would be something truly wonderful; and they would not waste so much of the fluid by throwing it on the crowd. The bravery they would display would also be thrilling. Right where the hose was playing on the fire you would find the firemen all the time.

Many little things could be done about the village church to make it comfortable for the man who is taken there by his wife. I have observed that a man leads a woman to the altar once and after that the woman does the leading. As a rule, she goes to the church much more willingly on the occasion when he takes her there than he does afterward when she is the leading spirit in this church-going movement. The pews ought to be supplied with sofa pillows and, in summer, fans would come in handy. I used to wonder why there were no fans in the church on Sunday. I afterward discovered the reason—they were all at the ball game.

Our public schools also demand the attention of the public-spirited citizen. A return to old methods might not be a bad thing in some instances. In this day the principal branches in our public schools are trigonometry and Greek. In the school days of an earlier generation the principal branch was a hickory one with the leaves stripped off. That was a branch that taught self-reliance. A few lessons made a boy want to stand up for his rights—and his meals. There is no reason why a pupil should learn to read Greek unless he expects to put up the delivery clerk's orders in a grocery.

There are a dozen ways in which a man can help improve his town which will readily suggest themselves to the thoughtful reader. Some one wrote a poem once—only once—telling what you could do "if you can not on the ocean sail amidst the swiftest fleet." Just so the man who can not enlarge the cemetery, put steps on the court house, widen the sidewalks, reform the fire department, help the church, change the curriculum of the public schools and do things like that can still do something to improve the town.

He can move. Douglas Malloch.

Every man should carry a big lot of life insurance; after he dies it will help his wife to marry again.

Hardware Price Current

Ammunition				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	80			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 40			
No. 2 Winchester, boxes 250, per m.	1 40			
Gun Wads				
Black edge, Nos. 11 and 12 U. M. C.	60			
Black edge, Nos. 9 and 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
128	4	1 1/2	6	10
135	4 1/4	1 1/2	5	10
154	4 1/4	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/2	6	12
265	3 1/4	1 1/2	5	12
264	3 1/4	1 1/2	4	12
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 00			
1/2 kegs, 12 1/2 lbs., per 1/2 keg.	2 25			
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 25			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 65			
Augurs and Bits				
Snell's.	60			
Jennings genuine.	25			
Jennings' imitation.	50			
Axes				
First Quality, S. B. Bronze.	6 50			
First Quality, D. B. Bronze.	9 00			
First Quality, S. B. S. Steel.	6 00			
First Quality, D. B. Steel.	10 50			
Barrows				
Railroad.	12 00			
Garden.	29 00			
Bolts				
Stove.	70			
Carriage, new list.	60			
Plow.	50			
Buckets				
Well, plain.	34 00			
Butts, Cast				
Cast Loose Pin, figured.	70			
Wrought Narrow.	60			
Chain				
Com.	7 c.	5-16 in.	5 c.	4 1/2 c.
BB.	8 1/2	7/8	6 1/2	6
BBB.	8 1/2	7/8	6 1/2	6 1/2
Crowbars				
Cast Steel, per lb.	6			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Slicks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable.	40&10			
Expansive Bits				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American.	70&10			
Nicholson's.	70			
Heller's Horse Rasp.	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28 17			
Discount, 65				
Gauges				
Stanley Rule and Level Co.'s.	60&10			
Glass				
Single Strength, by box.	85&20			
Double Strength, by box.	85&20			
By the Light.	85&20			
Hammers				
Maydole & Co.'s, new list.	33 1/2			
Yerkes & Plumb's.	40&10			
Mason's Solid Cast Steel.	30c list			
Hinges				
Gate, Clark's 1, 2, 3.	60&10			
Hollow Ware				
Pots.	50&10			
Kettles.	50&10			
Spiders.	50&10			
Horse Nails				
Au Sable.	40&10			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanned Tinware.	20&10			
Iron				
Bar Iron.	2 25 c rates			
Light Band.	3 c rates			
Knobs—New List				
Door, mineral, jap. trimmings.	75			
Door, porcelain, jap. trimmings.	85			
Lanterns				
Regular 0 Tubular, Doz.	5 00			
Warren, Galvanized Fount.	6 00			

Levels	
Stanley Rule and Level Co.'s.	dis 70
Mattocks	
Adze Eye.	\$17 00. dis 65
Metals—Zinc	
800 pound casks.	7 1/4
Per pound.	8
Miscellaneous	
Bird Cages.	40
Pumps, Clatern.	75&10
Screws, New List.	85&20
Casters, Bed and Plate.	50&10&10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern.	60&10
Enterprise, self-measuring.	30
Pans	
Fry, Acme.	60&10&10
Common, polished.	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 80
"B" Wood's patent planished, Nos. 25 to 27	9 80
Broken packages 1/4c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy.	40
Sciota Bench.	50
Sandusky Tool Co.'s, fancy.	40
Bench, first quality.	45
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.	2 35
Wire nails, base.	2 35
20 to 60 advance.	Base
10 to 16 advance.	5
8 advance.	10
6 advance.	20
4 advance.	30
3 advance.	45
2 advance.	70
Fine 3 advance.	50
Casing 10 advance.	15
Casing 8 advance.	25
Casing 6 advance.	35
Finish 10 advance.	25
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance.	85
Rivets	
Iron and Tinned.	50
Copper Rivets and Burs.	45
Roofing Plates	
14x20 IC, Charcoal, Dean.	7 50
14x20 IX, Charcoal, Dean.	9 00
20x28 IC, Charcoal, Dean.	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade.	9 00
20x28 IC, Charcoal, Allaway Grade.	15 00
20x28 IX, Charcoal, Allaway Grade.	18 00
Ropes	
Sisal, 1/4 inch and larger.	10 1/4
Manilla.	15 1/4
Sand Paper	
List acct. 19, '86.	dis 50
Sash Weights	
Solid Eyes, per ton.	30 00
Sheet Iron	
com. smooth.	com.
Nos. 10 to 14.	\$3 60
Nos. 15 to 17.	3 75
Nos. 18 to 21.	3 90
Nos. 22 to 24.	4 10
Nos. 25 to 26.	4 20
No. 27.	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 50
Second Grade, Doz.	8 00
Soldier	
1/2x1/4.	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.	60—10—5
Tin—Melyn Grade	
10x14 IC, Charcoal.	\$10 50
14x20 IC, Charcoal.	10 50
20x14 IX, Charcoal.	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal.	9 00
14x20 IC, Charcoal.	9 00
10x14 IX, Charcoal.	10 50
14x20 IX, Charcoal.	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	13
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.	75
Onelda Community, Newhouse's.	40&10
Onelda Community, Hawley & Norton's.	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market.	60
Annealed Market.	60
Coppered Market.	50&10
Tinned Market.	50&10
Coppered Spring Steel.	3 40
Barbed Fence, Galvanized.	3 25
Barbed Fence, Painted.	2 95
Wire Goods	
Bright.	80
Screw Eyes.	80
Hooks.	80
Gate Hooks and Eyes.	80
Wrenches	
Barter's Adjustable, Nickeled.	30
Coe's Genuine.	30
Coe's Patent Agricultural, Wrought.	75





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.

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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 9, 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 April 2, 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 fifth day of April, 1902.

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

#### THE COMMAND OF THE SEAS.

With characteristic energy Emperor William has called a meeting of the big ship owners and steamship builders of Potsdam to discuss the outlook of the nation's marine interests. J. Pierpont Morgan's aggressive policy of combination has aroused a sense of danger, and it is the Emperor's intention to combat with the entire strength of the empire the attempts of Morgan and his financial allies to command the steamship trade of the Atlantic seas. The Emperor struck a note of warning some months ago when the report was circulated that Morgan had succeeded in controlling some foreign lines. He declared that in case of war Morgan would be an obstacle in the matter of reprisal. The enemy, if at war with England, could not capture an apparently British ship without danger of being complicated with the United States because Morgan owned half or one-third or perhaps the whole vessel. The same conditions obtained with a German vessel in the ownership of which Morgan was interested. "Morgan can not be treated as a sovereign power," the Emperor is said to have exclaimed. "His position is unique." And the inference was plain that His Majesty had in contemplation some plan to prevent the growth of Morgan "as a sea power."

The increase of the German mercantile marine is astonishing, the more so when consideration is taken of the limited seaboard. Practically there are but two shipbuilding ports, yet the Germans are placing for Atlantic traffic almost as large a number of vessels as we have. Their steamers are steadily growing in popularity and Morgan, undoubtedly fearing competition, planned a gigantic combination.

The Emperor's fiat has, however, gone forth. German ship owners will not be

permitted to sell stock in their companies to American financiers. The imperial command can be looked upon with favor. The discrimination, if that term can be applied, is wholly in favor of our artisans. Any combination of industries checks individual enterprise, and, with a fleet of English, German and American vessels all flying the flag of Pierpont Morgan, keeping up or putting down rates, regulating the traffic of Mr. Morgan's lake, small companies are practically shut out. Morgan's great financial coup has thus been frustrated. The building up of the German marine must necessarily be followed by a greater activity in our shipyards. The spirit of enterprise is not dead within us, and it may be safely said that our National pride will not permit Germany to secure the Atlantic trade to our exclusion.

Two ambitions largely fill the German Emperor's mind—colonial expansion and a large merchant marine. One follows the other, and has been regarded as the inevitable rule by all writers of political economy, but an exception to this rule may be noted with the United States. Our merchant marine, when we had but recently emerged from the colonial stage, commanded the admiration of the world. There were no such clippers as the Dreadnaught, whose time from America to England almost rivaled that of a slow steamship. The American flag was seen in all parts of the world. American bottoms carried ice to Bombay and returned with teak wood to Boston. They fought for the Chinese trade and captured it. Perry opened Japanese ports. The merchant marine of the new United States threatened to become a paramount power and caused much anxiety in stolid British breasts. Then it suffered a decline. Lately the country has been agitating the resuscitation of the merchant marine and it is earnestly to be hoped that the agitation will not be in vain. The possession of colonies did not foster sea trade, but necessity compelled the young country to establish trade relations, and Germany to-day is practically in the position of the United States at the outset of her career as an independent people. The war of 1870-71 practically freed Germany and made of it a nation. Wealth came to it suddenly. Her citizens adopted a more opulent style of living. Trade expanded, but did not prevent her young men from emigrating.

The Emperor then undertook to carry out his dream of colonies. South Africa presented a field, and to carry Germans to the outlying posts of his empire he must have ships. The German, however, has not taken kindly to South Africa, but the ships built have been used in bringing Germans to this country. Her colonial growth has not kept pace with that of the merchant marine. This growth is now threatened, and to save it the Emperor has adopted the role of its protector.

In order to draw crowds to political meetings in the recent Chicago campaign, pugilists were employed to give sparring exhibitions. The plan was found to work well, as the halls were always filled wherever the pugilists were attractions. The idea is said to have originated with a Sunday school teacher who was a candidate for alderman.

Those who are in the habit of making capital out of the misfortunes of others will find themselves with a lot of worthless assets sooner or later.

#### PROFITABLE AND PROSPEROUS.

The common acceptance is to the effect that the average church must always have more or less of a deficit and that the revenues will not meet the annual disbursement at least without passing a subscription paper at the close of the year to balance the account. The generous faithful are expected to contribute and most of them do so and even then some apparently prosperous congregations still have a deficit. Now and then there are exceptions. The Grace Baptist church in Philadelphia—better known in that city as the Philadelphia Temple—claiming to be the largest Protestant congregation in America, is a notable exception to this rule. It has a membership of over 3,000, an orphanage, a hospital with a monthly average of 1,200 patients, a school with over 4,000 pupils and other adjuncts of church work wherein altogether it spends \$65,000 a year for purposes outside its own maintenance. Its pastor is Rev. Russell H. Conwell and he declares that there is no reason why every church should not be a paying enterprise.

The other day in the Independent he gave the reasons for this assertion. In general his theory is that a church should be conducted on strictly business principles and value given for everything received. He does not believe that the church be treated as an eleemosynary institution. At the Philadelphia Temple there are no free seats, but every one of the 3,100 sittings is paid for by somebody. Strangers and newcomers are welcome and provided for, but from every seat there is an annual revenue. It has a boys' brigade whose military instruction is valuable and paid for on that theory. Its schools are practical and the tuition more than pays the cost. Every service which the church renders brings money to its treasury and it is looked upon as an enterprise of value to the community. Pretty much everything is regarded as having a money value and upon everything a price is set and paid. This would appear to be not quite in harmony with the accepted teaching of the New Testament and is certainly not like the usages observed by churches in general. Pastor Conwell has this to say in behalf of his scheme, that it pays not only in money but in interest, large attendance at church services, widespread influence and religious zeal, for during its history the Philadelphia Temple has added 4,800 members to its denomination. Even those who do not think the Conwell plan worthy of acceptance must certainly regard it as worthy of study.

#### GENERAL TRADE REVIEW.

As long as normal conditions continue with such a general activity all over the country there must be a decided advance in Wall Street securities. Thus an advance was in evidence until the unfavorable bank report Saturday and the revival of gold export brought a reaction in many leading properties for a day, but the underlying strength was too great for reaction to last. Taking the course of the market as a whole there is assurance of reasonable conservatism in prices as long as such causes continue to check the advance.

Bank exchanges outside of New York City continue to equal last year's record, which is all that should be desired. The early advent of spring weather brought the season's trade forward with a rush, but the general cold of the past few days has put a wholesome check upon it. Healthy trade needs some cold in

the spring months. General trade movement is well sustained and the pressure of domestic demand is such as to distract attention from the export markets to an extent which makes the latter compare unfavorably with last year.

The movement of the leading staples has been irregular, the ups and downs depending upon unfavorable or favorable crop reports. The net changes are slight. Export movement of wheat and flour is not so free, but this will not prevent a new high record for the season. Cotton is still advancing, but, from the fact that the white staple has passed out of the hands of the growers, high prices do not help the situation any for them. Early marketing of an unexpectedly small crop has left the growers in an unfavorable condition.

At manufacturing plants the situation has not changed. Iron furnaces and steel mills are fully occupied and prices are held down with great difficulty, the tendency of the market being decidedly toward inflation. Prospects for continued activity are good, since many contracts have been placed that can not be filled until 1903. This forward business does not suggest any hope of reaction on the part of consumers. The feature was the purchase of 300,000 tons of pig iron at \$16.50 at furnace for delivery from October to March. This is much the largest single transaction ever before recorded. Textile mills are also fortunate as to the amount of trade in sight but production is materially curtailed by the numerous conflicts between manufacturers and their employees. The footwear situation continues unfavorable as compared with other industries, but the price of some kinds of leathers is advancing.

When Cecil Rhodes was once asked why it was that he employed so many Americans in his South African enterprises, he said: "The Englishman lives in a little country and can almost stand anywhere in it and see over the edges. He can run from one end of England to another in a few hours in a railway train, and if he has a mind to he can walk to any place easily instead of riding. This narrows the minds of our people. Their horizon is near at hand, their outlook is short, their ways are little. The American is built larger, to suit the great continent across which his country spreads. Everything in America is big—big distances, big views, big mountains, big plains, big rivers. Consequently the American has grown broad and big to meet his surroundings. Nothing is too big for him to undertake. Nothing daunts him. That is why we like to employ Americans at the head of our working staffs and learn to rely upon them."

Europe, and especially England, is again ringing with the noise of "the American invasion." In every form of activity, apparently, Americans are seen engaged and the foreigners are so much interested in observing their operations that they stand as if spellbound. They hesitate to make new departures, fearing that the Americans will propose something even more novel. It is acknowledged that American ideas are economical and practical, and once explained they immediately become popular. Americans have gained a prestige that lends magic to every American device and gives it ready acceptance.

It is far better to be alone in this world of sorrow than to bring up a child to play on the accordion.



# Kennedy's Oysterettes

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

NATIONAL BISCUIT COMPANY



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, 1909.

ACORN BRASS WORKS, Chicago, Ills.

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

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

Yours truly, DICKSON DRUG CO.

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

ACORN BRASS WORKS

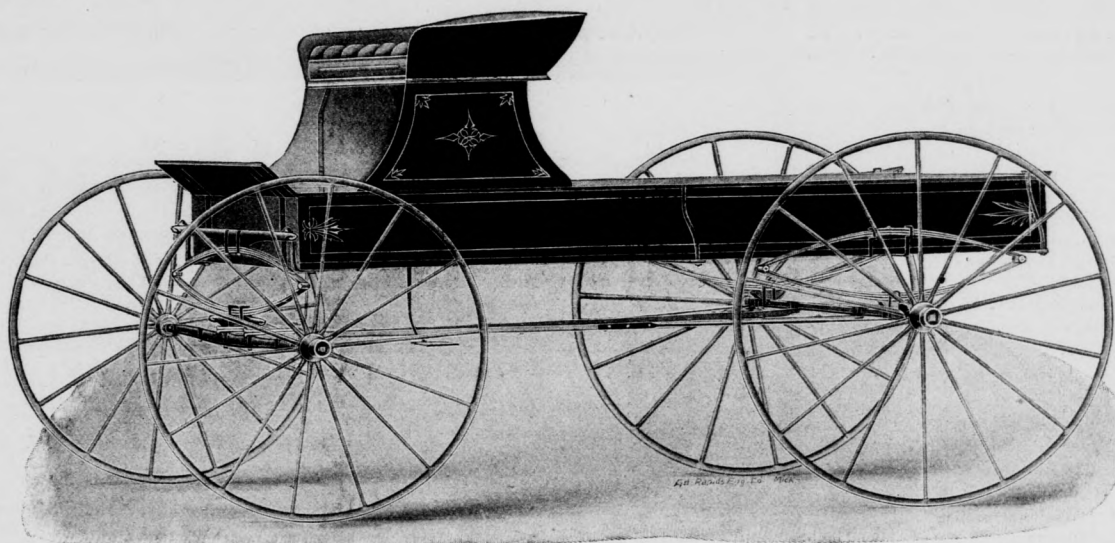
Dept. W.

20 Jefferson St., Chicago., Ill.

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

L.L.Cline, Adv. Dept.

# 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

### Fable of the Careful Credit Man of the Clothing Trade.

Once upon a time, an old and respected house had a careful credit man, with the accent on the "careful." He used old reference books for the purpose of saving dollars and wasted a good many sheets of stamps annually in sending circulars to the dead and out of business. He was so economical and careful that he would never risk setting a hen on her full allowance of eggs, for fear of wasting the eggs. His economy, however, was decidedly "spotty." He was a member of the Golden Rule Mutual Reporting Association, for which he used to put up a good many dollars annually, and he spent many weary hours each day in poring over his ledgers so as to make Golden Rule reports. These duties finally became so onerous that he was compelled to employ a clerk at \$1,000 a year to clear the daily sheets and answer enquiries.

In the meantime, he was a mark for the chaps who belonged to the Golden Rule for what there was "in it." He sometimes suspected that certain competitors were getting tongue-tied because they talked up to him so little, and in some of his investigating trips around the city he would come back feeling as if he had been interviewed instead of the other fellow. His unhappy hours came in reading long lists of experiences from other houses. As he commenced at the top of the sheet, he guessed that he would ship his goods, and a little further down, he guessed he wouldn't, and when he had finished his mind was as clear as mud, and he didn't know what he would do. Some of the reports would blow hot and some would blow him to an ague in reading of the frightful experiences some houses had in getting their money.

There are those so unkind as to say that some of the members of the Golden Rule used David Harum's version of it in making their reports to the Association, which was "To do unto the other fellow as you would have him do unto you, but to do him fust."

After he had finished reading these long sheets, then he would commence to wonder what the other fellows who were not in the Association were going to do with their orders. Well, he screened all orders very carefully, running them two ways through a fine sieve, until 90 per cent. of the customers who bought their goods closely discounted. Is it not evident that our friend was really getting paid for passing on only 10 per cent. of the trade in whom he took any risk?

He seemed to have the idea that the house was paying him \$5,000 a year to turn down orders, and that idea being 90 per cent. wrong, he soon had them on the toboggan, and there were plenty of splinters on the way down.

"The boys" used to have great times with him, and finally had to put blinders on him to get their orders passed. Some one remarked that the salesmen of the house were all looking like professional men; it was because so many of them wore glasses, you see; he had them all near-sighted, looking for Astors and Vanderbilts only. Others were looking for them, and there weren't enough to go around.

The salesmen were so unreasonable that they actually wanted him to trust the chaps who were in the trade, but he wouldn't. Does it strike you that a boy with a rubber stamp at ten per week

can check out to the Vanderbilts? The house, as we have remarked, was old, and had such a good name, that to save expense it quit advertising. I did not say took down its sign, but I might truthfully have said it. The good things of life are always hunting you up, anyhow, and they were sure that their customers would hunt them up. What? Nevertheless, the house was so well established, that its head became swollen, so to speak, and they moved their store from Front street around on to Side street. The grass made fringe along the sidewalks in Side street and occasionally a mild-eyed cow would wander along and look in at the boys in the front window. This was a distinct jar to the feelings of those who used to like to wear straw hats and sit in the front to see the pretty girls go by; but never mind, the house saved three thousand in rent, and incidentally lost twenty thousand a year in profits. This house is now going down the toboggan with celerity.

Well, once in a while, one of the 90 per cent. Vanderbilts, whose orders had been checked out by the Boss while the

careful credit man was away on his vacation would not pay at maturity but would send in a "good jolly," and our friend, the careful, who would not offend him for the world, would stir the street up a little, then guess that he was all right, and carry him.

Five thousand a year seems high for a guesser. I will lay a wager that I can go down to the front door of my office and "holler" and get twenty men that will be glad to do my guessing at ten dollars a week, but the soulless corporations and successful concerns of this day are looking for the chaps that do not do much guessing.

About the same time of the moon a hustling and reckless credit man for a competing house gets a "jolly" from the same 90 per cent. Vanderbilt that is being carried by our careful friend, but he was not a guesser. His boss was the champion guesser of the street, but wanted to do all of it that was done by the house. In short, the hustling and reckless credit man was one of the kind of chaps who was paid for knowing why, and he usually knew. In this case he was so judiciously reckless that after

## We'll Give You Fits

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

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

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

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

## M. Wile & Co.

Famous Makers of Clothing  
Buffalo, N. Y.

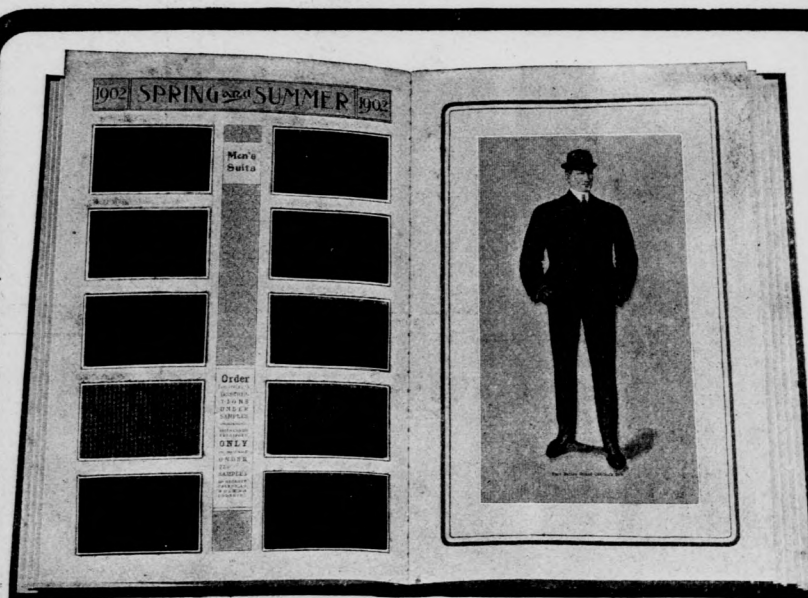
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Ask to see Samples of

**Pan-American**  
**Guaranteed Clothing**

Makers

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



## Sell Clothing By Sample

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

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



thinking the matter over to himself a while he decided to put the house back a few dollars, and sent a trusty man out to find out why. Incidentally, he forgot to hire a band to announce this trip to the Street, although he was a member of the Golden Rule.

The man that he sent out was onto the job. He was a quiet, clear-headed and cold-blooded duck who was not biased by any considerations of future trade. He investigated quietly and found out why.

It seems that this particular debtor was not a Vanderbilt as was generally thought, and was inclined to be gay and festive and quite fond of a little game called "draw."

Now, being of exemplary habits and retiring by nature, we do not know much personally about draw, but we are told that it is a seductive game, and from all reports, was playing thunder with this delinquent's bank account. He used to come down to the store in the morning leaving most of his roll behind him, but he was most always accompanied by a dark brown taste in his mouth, and "such a headache." We are not moralizing on the evils of draw. He would have been called clever had he been a winner, but being behind the game, he was classed as a blank fool.

Alas, the world is prone to ask, not what road did you come over, but did you get there? Well, not wishing to do any more business with or carry that kind of a fool, or such a poor card player, the man insisted upon and obtained endorsed notes from him, which he promptly swapped to the local bank for funds and came out feeling "chesty" and with his hat a trifle tight. The careful credit man was still carrying when the petition was filed, and, to add deeper sorrows to his woe, he had received so much money within four months that he could not figure out how it would pay him to refund and file his claim.

Every man is entitled to his own "think," and right here we think our think and that is, that one knower is worth six thinkers.

This episode made rough house for the careful credit man and taught him a lesson. While the Boss had made a mistake in opening the account, the credit man had blundered in letting it grow so large. The result was that he received his next jolly with an icy heart; pleading letters of poverty were followed by threatening telegrams to the debtor. Now, that is a fine and dandy way to win favors and shekels from a delinquent.

They say there are three mediums of spreading information quickly: the telephone, the telegraph and telling a woman, and a threatening telegram to a man in a small country town spreads faster than the measles, even to the local banker. We have known a local banker to suddenly get contraction of the heart and put a Yale lock on his feelings when appealed to for assistance by a debtor under such circumstances.

Well, all of these efforts of coaxing letters and telegrams not being rewarded with any 5287 draft on New York, or not even a postal order, the careful credit man made another guess. The debtor being located in a small town, he guessed that the local attorney could handle him; but he had another guess coming.

You see it was just like this. The attorney and the debtor used to slide down the same cellar door when they were boys together, go swimming in the

same old "swimmin' hole," played "chaw raw beef" on one another, married sisters and now belong to the same lodge. Why, this very morning the attorney had been at his brother-in-law's store and bought a new suit of clothes, one pair of boots, six quarts of beans and a jug of molasses, all of which had been charged, but this attorney was perfectly upright. He did not drop the papers down the first crack he came to in the sidewalk, nor light his cigar with them, but he went back to his office and wrote to his old chum and brother-in-law to "call and pay up." Several days later, as the debtor was putting on his other coat to go to the lodge, he found this letter, and the next morning he promptly called on his old chum, brother-in-law, legal friend and treasurer of the lodge, and gave him a promise to pay, which he still has.

Meantime, the hustling and reckless credit man has been sawing wood. He knows that orders are scarce, salesmen must have nobby clothes, competition is fierce, creditors can not be stood off indefinitely, and the expense account is as active as a growing boy, and has chronic insomnia.

It is his old-fashioned idea that the profits of the house have got to be made from the orders that go through the mill and from the collection thereof, rather than those that are screened out. He has got to check out to men with good records and cut out those with family histories.

Being a twentieth century man, he takes his chances on the twentieth century methods, and not only keeps in line with the front of the procession, but is always just a trifle in advance of it. In other words, when a large account matures and is unpaid, he does not do any guessing as to the reason, but finds out why.

Both of these credit men carved monuments of their work. One was called "dry rot." The other was in the shape of a new ten-story factory.

This fable is different from Aesop's, or our old friend, George Washington's. There is no moral to it. Some people say that credit men and collectors haven't any morals, but if you think you can find any hidden between these lines, it is up to you to find it.

Wm. D. McIlvaine.

#### A Little Financier.

Ex-Congressman Cable, of Illinois, has a charming young daughter who is receiving her education in France. When she was several years younger than she is now her father took her on his knee one day and said to her:

"To-day a man asked me if I would not sell little brother. He said he would give me a whole room full of gold. Shall I let him have little brother?"

The child shook her head.

"But," persisted the father, "think how much money this room full of gold would be. Think how many things you could buy with it. Don't you think I'd better let the man have little brother?"

"No," said the daughter; "let's keep him till he's older. He'll be worth more then."

#### An Evident Incongruity.

"Life insurance people are queer," observed the man with the incandescent beard.

"Are they?" asked the man who is introduced at this point for the purpose of leading up to the next line.

"Yes. First they convince you that you may die within a week, in order to get you to apply for a policy, and then they must convince themselves that you will live a hundred years before they will issue it."

## Over Two Million and a Quarter Dollars' Worth

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

### WILLIAM CONNOR, Wholesale Ready Made Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

Citizens Phone 1957, Bell Phone Main 1282

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

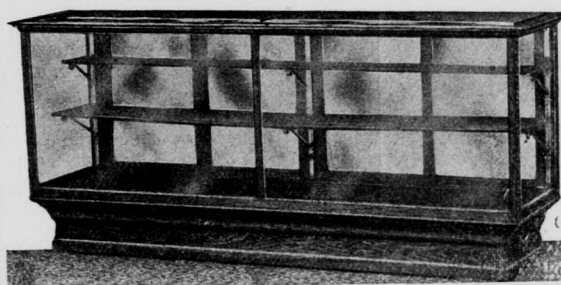
Detroit, Mich.

### Men's Furnishers

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

#### The Peerless Manufacturing Co.

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



#### SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.

## Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich

WORLD'S BEST

# S.C.W.

5¢ CIGAR. ALL JOBBERS and

## G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN.



## Shoes and Rubbers

Where Justice Leaves off and Generosity Begins.

Written for the Tradesman.

When it comes to making good the warrant on shoes it is sometimes hard, hard, hard to tell where justice leaves off and generosity begins.

If you are a big dealer—if you carry a fifty thousand dollar stock and have a credit man and a "kick" man and cash carriers, and put in your spare moments clipping the coupons from your Government bonds—this article will have little or no interest for you. It is not written for you anyway, and you may as well steam up your automobile and take a turn through the park as to glance farther down the column. But if you are a struggling dealer with a trade to work up, with customers to win and to hold, if you get pinched sometimes so that you do not know where you are going to get the money with which to pay a \$200 bill of rubbers, and are willing to sit down and figure with me on some of the problems that are of interest to us both, I am with you.

To begin with, it is a question just how much we ought to do for policy's sake. If you have a Mrs. Beverly Parks, who buys glaze kid slippers to wear to country picnics and expects them to emerge unscathed from the fray; if you have a Mrs. O'Lolley, who encases her feet in India kids at ninety-eight cents and imagines that they should stand the exacting conditions imposed by a strenuous existence upon a new farm during the rainy season; if you have a Whispering Jeff Ducksbury, who buys thirds in rubbers and is surprised that they do not wear like the "extra reliables" his neighbor paid \$3 for—I say if you have these freaks in human form I am sure that we can shake hands cheerfully and call each other "brother" with clear consciences.

Now Mrs. Beverly Parks is a woman whose trade is well worth looking after. She may be notional, and she undoubtedly uses poor judgment about some things, but then she buys stacks of profitable goods and she has the immortal coin wherewith to liquidate for her purchases, and is it for you and me who so need her shining dollars with which to conduct and maintain ourselves and our business, to offer her gratuitously the obvious information that she is a blamed lunkhead—that she should wear calfskin or elephant hide or cast iron when she goes among the stumps and the stubble of the average picnic ground? Would she thank us for the information and would she profit by our counsel? These are the questions before the house at the present moment. Looking at the matter from a rational standpoint, Mrs. Beverly Parks is of middle age—she has established her habits of life and she will probably go on to the end wearing hen skin shoes anywhere and everywhere she pleases. And as long as she continues to buy and pay for them what, some lunatic may ask, is the difference to us?

Well, in a way it is her own affair, and then again it is not. Suppose she knocks all the shine off her new shoes the first day she wears them, and suppose she tears out one side of a tissue-like upper. We will also suppose that Mrs. Parks does not know just when she committed the deed, but when she gets home she finds that her new footwear is in rags and tatters. Well, there is Mrs. Shoverling Jones, who is a very dear friend of the lady in question, and

she drops in to see what happened at the picnic and to explain why it was that she could not be there herself. Her eye lights immediately upon Mrs. Parks' new slippers and she sees that they are in a shameful condition.

"My dear Mrs. Parks, where did you get those slippers?" And Mrs. Parks, without the least idea of saying anything unfair, says, "Why, I got them of Blank."

"Indeed!" exclaims Mrs. Shoverling Jones, with something of a rising inflection. "I always supposed he sold better shoes than that. If I were you, I would go back there the first thing I did and d-e-m-a-n-d a new pair for them. Why, they have not worn at all."

The talk drifts to other matters and the subject for the time is forgotten, but a bee is buzzing in the ear of Mrs. Beverly Parks, and in the morning she has a headache and her nerves are rather on edge. The girl has turned out an unusually inferior quality of food for the breakfast table, so Mrs. Beverly Parks rates her as soundly as she knows how and, still feeling that there is one more rill from which to drink consolation, she bundles up her picnic slippers and takes them to Blank's store, "just to see what he will do about it."

Mrs. Beverly Parks is very refined and ladylike. She dresses well, she has a good supply of "the immortal" and, as there are visions of big bills in the future and much profit to be made thereby, and we can not afford to do anything to offend the lady, we are apt to settle the matter in any way that will be perfectly satisfactory to Mrs. Beverly Parks.

But how different it is in the case of Mrs. Barney O'Lolley!

Mrs. O'Lolley has had her shoes about ten days and, considering the times and seasons and the uses to which they have been put by their fair owner, they have done very well indeed. The uppers are ripped to be sure, for they were too narrow for her pudgy foot to begin, with and she has caught the toe of one on the point of a hemlock root that stuck out of the ground and torn the sole loose clear back to the instep, and she can only wear them to the store (for they are her only pair) by winding a rag around the shoe with the flapping bottom so that it keeps the sole from falling back under her heel every time she lifts her foot.

Now Mrs. O'Lolley may be a very good woman—in fact, I have heard that she is among the best of neighbors and that there is no one like her when children are ill and a nurse is desired—but for all that there are ladies of less pretensions in the Good Samaritan line who are much more pleasant to meet in the way of business.

"Be the Howly St. Patrick!" says good Mistress O'Lolley, with a howl and a flirt of her bombazine skirt calculated to attract attention and to impress the beholder with the fact that she means business and will demand satisfaction even at the point of the sword. "Be the Howly Saint Patrick! I've bought me lasht pair av shoes in this bastely shstore." With which scathing remark she deftly loosens and then kicks off the articles in question and continues to talk business and promenade back and forth in her bare feet.

"There is thim shoes, be gorry, and bad look to thim and to him that sould thim, and may the devil fly away wid the mon that said yez sould good shoes! There is thim pair of w-a-r-r-a-n-t-e-d shoes bought by me only a wake ago

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

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

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

**The Western Shoe Co.,**  
Toledo, Ohio



## Men's Work Shoes

**Snedicor &  
Hathaway  
Line**

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

**Geo. H. Reeder & Co.**  
Grand Rapids



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.**

**We Build Shoes  
That Build  
Your Business**

**Try our shoes**

**Herold-Bertsch Shoe Co.**  
Makers of Shoes,  
Grand Rapids, Mich.



lahst Chusedah, and whaddy yez t'ink av thim now? Tell me thot! Whaddy yez t'ink av thim now!"

The store is as full of customers as Mistress O'Lolly is of invective, and what is a poor, struggling merchant with a living to make, and customers to please and hold, going to do? Why, stop that withering blast of verbiage as soon as he can. It may be possible to compromise in some way and induce the lady to buy something more suited to her requirements next time, but as long as she has a tongue to talk with and money to spend, isn't it best to keep her trade until it really becomes unprofitable?

But how is it with Whispering Jeff? Everybody knows him for a mean skunk anyway. He has, time out of mind, been a source of annoyance to every merchant in the village and is always looking for something a little cheaper than the very lowest priced article that anybody has been able to get hold of. He sends to the catalogue houses for tea and spices and fine shoes and then wants the home merchants to "carry him" for six months or a year when he happens to need sugar and cotton cloth and clover seed.

So when he sneaks in and calls the proprietor off into the farthest corner of the store and shows him that the third grade rubbers he has been wearing are not strictly of the most lasting and satisfactory class, do you make him an allowance or give him a new pair for the ones he has already worn out?

Now the point I have been getting at is this: If it is fair to do something for Mrs. Beverly Parks and for Mistress Barney O'Lolley, why in the strict fitness of things is it not right to do something for Whispering Jeff Ducksbury, too?

The fact is—and I am willing to maintain my position with broadswords, pistols or pitchforks at forty rods—there is no justice in the matter at all. And I will further maintain, in a similar way, that the merchant who starts in to be invariably and exactly just in these matters, will quickly lose a good part of his best trade.

We are working out our own scheme of business salvation and we use more policy and generosity and good judgment than strict justice in doing it.

I believe it a wrong idea to pay full price for unsatisfactory footwear, or, in other words, to give new shoes free for old ones that have proved to be of poor quality. It is better to charge something, be it no greater sum than a quarter of a dollar, for the wear had from the old ones, than to tempt customers into making dishonest kicks by being

too free in making warrants good. It is indeed a poor pair of shoes that earns no dividend whatever for its wearer and it is an unreasonable man who will object to a charge of this kind when the matter is presented to him in a proper light.

But I can devise no cast iron rule that will fit every case, and after all it is, perhaps, better to be over generous in matters of this kind occasionally, and smilingly pocket our loss for the sake of the future good will of a customer, than to be too narrowly and exactly just over a few pennies that may mean, either to us or to the other fellow, dollars and dollars of profit in the time to come.

George Crandall Lee.

#### The Trouble.

Wicks—There should be a law to restrain the theaters from printing those mossy jokes in their programmes.

Hicks—You don't have to read them. Wicks—No, but you usually have to listen to some idiot behind you reading and explaining them.

A young couple were married in South Bend the other day, and a number of their friends and relatives assembled at the Grand Trunk station to see them off on their honeymoon. Old slippers and rice were showered on the happy pair as they boarded the train. When they got comfortably seated in the car, the groom noticed a boot in the aisle, and thinking it was one that had been thrown into the car by some of his jovial friends, threw the boot out of the window as the train was moving. It happened that the boot belonged to a well-known Detroit commercial traveler, who had removed it to ease his weary foot. On the arrival of the train at Battle Creek, the groom was compelled to purchase a new pair of boots for the drummer.



### There Is No Time Like the Present

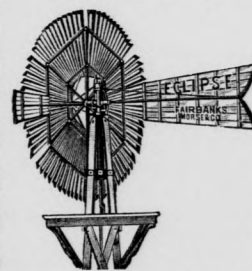
You can buy your rubbers more intelligently now for next fall's sale than four or five months hence.

The present condition of your stock is known to you, your future wants fresh in mind. The prices are right.

Boston Rubber Shoe Co.'s Rubbers are always durable. They have a fifty year record of unvarying excellence.

Our representative will call on you soon with a full line of samples.

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



## Windmills

Eclipse Solid Wood Wheel.  
Fairbanks' Steel Wheel.

Pumping  
and Geared



### Windmill Towers

Wood and Steel.

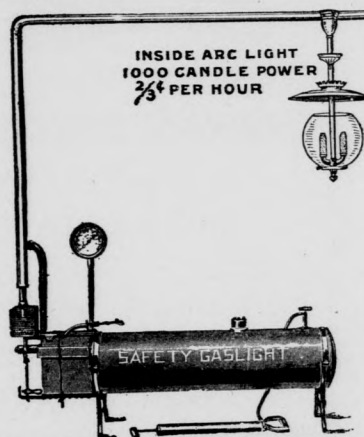
Write for prices.

Fairbanks, Morse & Co.,

Chicago or Detroit.

## STOP THE LEAK

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



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

SINGLE INSIDE LIGHT  
500 CANDLE POWER  
3/4¢ PER HOUR

OUTDOOR ARC LIGHT  
1000 CANDLE POWER  
3/4¢ PER HOUR

SAFETY GASLIGHT CO., CHICAGO, ILL.

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

Yours respectfully,

McGAVOCK BROS., Beloit, Wis.

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

# 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.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—There has been reported a moderate amount of business in the staple end of the cotton goods market, but no transactions of great individual importance. Brown sheetings and drills continue quiet in heavy-weights, although prices are very firm. There were almost no transactions for forward deliveries at all. In lightweight sheetings practically the same condition exists, business being quiet and prices stiff. Ducks show no special change, both heavy and lightweights being steady. Coarse colored cottons remain in practically the same stiff position as for some time past. There is a very moderate business being transacted in denims. Ticks are quiet. Plaids, checks and stripes are in an irregular demand and more inclined to be easy. Flannel blankets are steady and without any new developments. Brown osenaburgs show no change.

**Calicoes**—Fancies are to be had in moderate quantities only, and the demand is about on a par with the present production. There has been no change in the market for staples; leading lines are steady and firm, but trading is quiet. Fine wide goods in special finishes and in sheer fabrics are in fair re-order request.

**Ginghams**—Continue to show a restricted trading owing to short supplies and slow deliveries, but otherwise there has been no change.

**Dress Goods**—A feature of the past week was an advance in the price of certain important lines of cashmeres. This advance is taken to mean that the fall production has been well taken care of and that the accumulations of such goods reported some time ago, which were looked upon in the light of an unpromising factor as regards such goods, have passed through the channels of trade. The demand during the week has centered in the same classes of goods as have been the most actively sought since the outset of the season.

**Underwear**—After the conditions that exit for spring underwear, it is rather an unpleasant duty to state that the conditions for fall underwear are very different; there is considerable friction between agents for the manufacturers and the wholesale houses, so much, in fact, that it has affected the retail buyers who are afraid, evidently, to place their orders, and this leaves the fall season slow and uncertain. Not only is it slow and dragging, but there is actually very little being done. There is no doubt that the upsetting of prices has had everything to do with this, as it has shown the natural results of "doctored" goods. There is an enormous variety of trash in the market, and in many cases it takes a shrewd buyer to select the right goods. Many of the sample lots delivered to the wholesale houses were found to be greatly inferior to the samples on which orders were placed. One reason for this latter condition, and a reason that we predicted long ago when the season began, is, that mills took orders at whatever prices they could get without knowing whether they could cover them or not as far as yarn was concerned, and when prices for yarn went up they had either to make the goods at a positive loss, cancel their orders, or make up inferior qualities. This refers not only to underwear in general, but to fleeces in particular; not the high grade fleeces, which are well

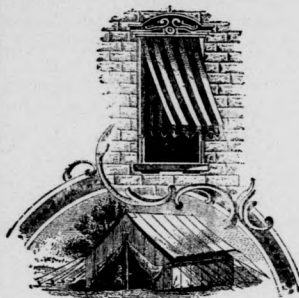
situated, but the low grades on which there was great competition, and these are in a condition at present to make any one wonder just what the results will be. Fortunately for the retail trade they will not have this to contend with, for the trouble will be straightened out before it reaches them; they will see the goods they are to purchase and can place their orders without fear; it is merely a question of knowing what to purchase and what the right prices are. This will doubtless be settled very shortly; in fact, it must be settled if fall business is to get under way in any reasonable time.

**Sweaters**—As will be remembered, last fall there was a sudden scarcity in the market and large premiums were offered by some houses for any quantities; this condition following the indications, but a short time before, that sweaters were to be a thing of the past except for a very small trade with the athletic world, was a decided surprise. Preparations have now been made to supply any demand that may materialize. Many new designs are now in the market, more attractive than ever and particularly is this true of goods for ladies' wear.

**Hosiery**—The hosiery trade in the United States is in an excellent condition. It has had its ups and downs, to be sure, but the ups are by far in the majority. It is stated that "necessity is the mother of invention," and certainly in this case it seems to be true, because, when the foreign mills were unable to supply the American demand, American manufacturers woke up to the fact that it would pay them to make the goods here, and this has been done with great success. At the present time domestic fancy hosiery is selling without any trouble, easily competing with foreign made goods, although the industry is very young here. To be sure, there are some styles in which the foreign manufacturers still excel us, but the rapid advances on our part make it almost positive that we will equal or exceed them before long. For this summer's trade men's fancy half hose will be in big demand. The retailers have prepared for it liberally. Solid colors, also blacks and whites, with embroidered clocks, promise to be important lines. Vertical stripes and horizontal stripes will hold their own, and polka dots will be fairly good, particularly in extracted designs. More care has been exercised in making these goods to overcome objections that were raised last season; that is, the fancy designs did not always come down on the heel far enough to be worn with low shoes—which, of course, is really a necessity; again, the length of the half hose was too scant, efforts evidently being made to save yarns.

**Carpets**—Manufacturers continue extremely busy in their efforts to make their productions as large as possible in order to fill all the demands placed upon them in the way of duplicate business. It is doubtful if there is a loom in the carpet trade of the country made idle from the lack of orders, whether in the  $\frac{3}{4}$ -goods lines or in ingrain. The total production of carpets so far this season has probably exceeded that of any previous season in the corresponding period, and if the enormous production continues on apace for at least a month more, which is very likely, the spring season of 1902 will pass in the annals of the trade as the banner one. While, perhaps, carpet values have been quoted on a much higher basis in pre-

## 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 Full Line

Covert Coats

Reversible Duck and Mackinaw Coats

Mackinaw Coats

Sheep Skin Lined Coats

Canvas Coats, black and white

Ask our agents to show you their line or write for samples.

P. Steketee & 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

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  
TILE

GRAHAM & MORTON BUILDING

BENTON HARBOR, MICHIGAN



vious years, thus giving the manufacturer a better chance for a profit, the amount of business this season has not in all probability ever been exceeded. In 3/4 circles a good deal of attention is being devoted to the business anticipated for the coming fall season and preparations are going on very extensively in getting out samples in time for the opening not later than the middle of May. Numerous designs have already been made up in readiness for the inspection of the jobbers and wholesalers, but, until the opening, they must be kept from the view of outsiders interested. It is intimated, however, that the color effects of the new fabrics are likely to be of a much brighter hue and with much lighter backgrounds in order to show off more advantageously the figures. Old gold, it is said, will be a favorite color in this respect, although it can not be taken for granted that the public will make it so. The substantial colors, or colors of darker shades, such as the greens and reds, will, it is believed, prove good sellers in all seasons, while the lighter colors only take the fancy of a certain portion of the people who can well afford to discard their carpets more frequently than others. The jobbing end of the 3/4-goods market report the business as fair, although the bulk of their heavy orders have been shipped to the retail trade, in whose hands a very fair amount of new goods has been placed. In certain lines however, there is much activity displayed, which promises to continue for some weeks. This is more notable in the demand for the fine carpet-sized rugs, on which many houses are well sold up. Ingrain carpets of all grades are enjoying a very large demand, and the many manufacturers in the textile districts around Philadelphia, as well as the large mills in the East, have all they can attend to in filling contracts in hand. Not only are the cheaper grades in large demand, but all grades and makes are equally fortunate in receiving the orders of the jobbers. The ingrain market would be on a much healthier basis if prices could be advanced to where they were a year or so ago, or even, say, where they were previous to the opening of the present season. Yarns to-day are very high indeed, and a little advance in ingrain to cover the high yarn prices would be thankfully received by the ingrain weavers. There is no disposition as yet to ask higher prices for goods, but it is believed when the new goods are ready to be opened, some effort or understanding will be made towards getting such. The retail trade are now beginning to feel the little business coming their way, which is giving them a renewed hope of what is to be done in the near future. The traditional spring house-cleaning is not far off, and when this is in progress, the retail carpet merchants will enjoy a good trade. In the country districts the demand for carpets, as a rule, begins a little earlier than in the more populated districts, as is the case to-day.

Rugs—Manufacturers continue busy on orders that will last for some time. In Smyrnas much activity is shown, particularly in rugs of the smaller sizes. In the large-sized Smyrnas, however, there is not a great deal doing, owing to the popularity of rugs made from Wilton and other goods.

Any business which enjoys the confidence of the public receives quicker and greater returns from money expended for advertising purposes than do businesses called unreliable by the public.

**The Value of Autograph Signatures.**

An excellent method of individualizing advertising is yet but little employed. It is gradually winning its way into favor, and it is possible that it may come into general use. This is the insertion in an advertisement of the autograph signature of the individual or firm advertising.

That this use of a signature is valuable is now beginning to be acknowledged by some of the large advertisers of the country in their occasional employment of it. One of the reasons why such use of an autograph signature is valuable is the very fact that it is yet but comparatively little used. A plain, bold, yet naturally written signature at once distinguishes an advertisement from all surrounding matter. It helps to individualize the advertisement; to bring it out distinct and separate from its neighbors. Good illustrations and special series of types, borders, etc., have their value, and yet on account of the unavoidable similarity in type faces, and the difficulty in obtaining really striking illustrations, these elements can not do all that might be done to make the advertisement attractive. Because of its very uniqueness an autograph signature causes the advertisement to make a greater and more lasting impression on the mind of the reader than it could otherwise do.

An autograph signature tends to make the advertisement personal in its nature. Shrewd business men cultivate a special signature, plain and legible, as a valuable protection in business transactions. Every signature is a special, personal production, indicative in many respects of the ability, character and personality of the writer. By seeing one's signature, yet without meeting the person, we know more of the individual than we otherwise could. It tells us something of the writer, and makes the public announcement seem more personal, and less formal, in its nature.

**True to Her Sex.**

Bride of a day (aboard train)—Do stop talking a little while, dear.

The other half (tenderly)—Why, darling, are you tired of me so soon?

Bride of a day—No, dearest; but I am curious to hear what those two women behind us are saying.

**An Element of Strength.**

"Do you think Boggs would make a winning candidate?"


"What's his first name?"

"Algernon."

"Turn him down! We must have a candidate the boys can call Bill."

The bird on a woman's bonnet can't sing—but it makes her husband whistle when he gets the bill for it.

**CAPSHEAF**  
THE MODERN  
**SAFETY PIN**  
Highly Endorsed  
by TRAINED  
NURSES



Made in all Sizes

Will not Pull Out in Use


STIFF STRONG COILLESS

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

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

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


**LIGHT! LIGHT!**



Long nights are coming. Send in your order for some good lights. The Pentone kind will please you. See that Generator. Never fails to generate.

**Pentone Gas Lamp Co.,**  
141 Canal St.  
Grand Rapids, Mich.

**AWNINGS**  
FOR STORES AND HOUSES



**TENTS, FLAGS AND COVERS.**

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

**Directions for Measuring.**

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

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




Get our prices and try our work when you need

**Rubber and Steel Stamps Seals, etc.**

Send for Catalogue and see what we offer.

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

**Hosiery Table**



**Ladies' Hosiery**

Size of shoe	Size of hose
1 1/4 to 2	8
2 1/4 to 3	8 1/2
3 1/4 to 4 1/2	9 1/2
5 to 5 1/2	9 1/2
6 to 6 1/2	10

**Children's Hosiery**

Age	Size of shoe	Hose
3 months	0	4
5 months	1	4 1/2
1 to 1 1/2 years	2 to 3	5
2 to 2 1/2 years	4 to 5	5 1/2
3 to 4 years	6 to 7	6
4 to 5 years	8 to 9	6 1/2
6 to 7 years	10 to 11	7
8 to 9 years	12 to 13	7 1/2
10 to 11 years	1 to 2	8
12 to 13 years	2 to 3	8 1/2

**Men's Half Hose**

Size of Shoe	Size of Hose
5	9
5 1/2 to 6	9 1/2
6 1/2 to 7	10
7 1/2 to 8	10 1/2
8 1/2 to 9	11
9 1/2 to 10	11 1/2

**It Costs Nothing**

to learn this table of sizes—learn it so you can say it backwards—have your clerks do the same—and then watch your sales increase. Nothing pleases a customer more than good fitting hosiery. The next time your stock is low try us. We sell the good fitting kind at all prices:

Children's at 75c, \$1.25, 1.50, 2.00 and 2.25 per dozen.

Ladies' at 75c, 90c, 95c, \$1.25, 2.00, 2.25 and 4.50.

Men's at 47 1/2c, 57 1/2c, 75c, 85c, 95c, \$1.25, 1.50, 1.75, 2.00 and 2.25 per dozen.

Our salesmen will call if you say so.

**Grand Rapids Dry Goods Company,**  
Grand Rapids, Michigan

Exclusively Wholesale  
Formerly Voigt, Herpolsheimer & Co.



## Hardware

### Observations on Window Display and the Art of Selling.

I recently made an inspection of a number of windows, in the hope of finding some inspiration on which I could base this paper.

I was cheered by the bright cleanliness of the drug windows.

I admired the tasty arrangement of the dry goods windows, and thought possibly if the hardware stock appealed exclusively to the feminine buyers, hardware merchants might value their windows more.

But when I was entranced by the clothier's display of raglans and neckties, I meditated on the fact that they were for the trouser side of the house only.

I noticed that where the trimmer was a specialist he invariably made a point of telling observers about the goods or of some specially interesting offer by means of signs.

I saw a number of nice hardware windows, but can recall only one that displayed a sign, and that sign was in Chinese characters.

It gave no information to the hundreds who passed daily.

I surmise that if a Chinaman should read it, he would be no wiser, as it was most likely only a curio. Attractive goods, interesting to one who knew about them, were on display, but they were dumb.

Where nothing is said of quality, the public is not to be blamed if it is thought to be poor.

Where no price is given, the people naturally conclude that it is high.

I chanced to be back in the same city some four weeks later, and made a tour of observation.

I saw many changes, many new signs in the windows, but I found the hardware window and the Chinese sign still unchanged.

I do not care what your location, unless you have all the business that your space or capital will bear, or are making all the money you care to, it pays to have some change in your window weekly. It is a great thing to get people in the habit of looking in your window.

You can not do it when you do not give them something new. We know that the use of your window is to secure attention, otherwise how can it do any good to get people to want something? If people have no wants, the storekeeper has no sales—more wants, more sales; but most important of all, your window should get people to want what you have to sell. It is sometimes profitable to get away from old methods. What care you if your window has less dignity if you make more money?

A million-dollar display of diamonds would lose its power after a while, the same as a magnet will lose its force. Yet the commonest kind of goods may draw. Try a window of whet, scythe and grindstones, with a large sign stating: "For that dull feeling."

The observer will be sure to remember the place when he uses his dull knife, chisel or axe. Many a hardware man has a window in which he can place a former, swedger, crimper and stake, and have a workman turning out stovepipe several days in the fall. People would know where to buy stovepipe and similar goods. Suppose you borrow your wife's daintiest table cloth and set a table in your window, showing all

those bright, serviceable things you have for the convenience and beauty of the table. Set in several flowering plants for good measure, and see if the ladies do not at once take an increased interest in your store; and remember that the ladies are the best kind of buyers when you get them coming your way.

Make a dummy by stuffing an old suit of clothes, put on a negro false face, and have the hand holding a saw, as if in use. Place an assortment of tools in the shavings, with which you have covered the floor. Have your sign read: "Dis am Blank's store; he keeps saws, razors, an' all kinds of sharp stuff."

Don't you think people would remember Blank's when they wanted sharp things?

Window advertising, as well as any other, must not offend any class in your community. If it appeals to the class you want the most to interest, you know it is strong. Two clever men in the hardware business at Greencastle, Ind., have a very clever arrangement by which they keep a cross-cut saw in operation on a log, stopping all who are interested in saws, as well as many others. I presume they will have a cow and milker in their window when advertising dairy pails.

Many salable, good profit-bearing articles placed in the hardware stock attain an old age of uselessness because people do not know of their merit.

You become their slave in paying first cost, interest and insurance, whereas they might be made to serve to your profit if their utility and merit were demonstrated in a practical way. There is no place like your window for this. The prime cause of poor hardware windows is not lack of desirable goods, nor of proper windows, but lack of system and responsibility.

Hardware dealers have to see to the buying, credits, collections and sundry other things. Suppose you turn the window over to one of the boys. Pick out one that is anxious to make himself more valuable. Say to him: "John, I want you to make our window do us more good, and do not wait until Friday morning to plan your window. Have your general design planned the Monday previous. At odd times Tuesday and Wednesday get your signs and fixtures together."

"Thursday evening clean out the old window and have it washed. Come down a little earlier Friday and put in your new window."

Tell him that even if he has to set the heater against the ceiling with the stove pipe running into the floor, you want your window to pull and to tell the people why they should buy of you in place of the other fellow.

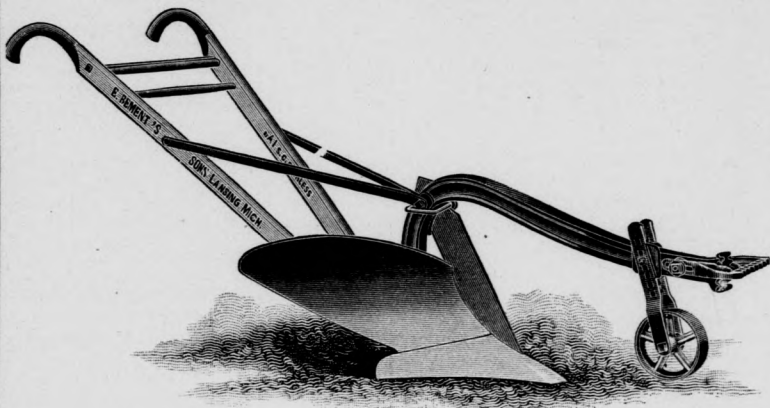
In this, as in any other work, it is well to stimulate originality, which will make out of some local happening or important event a feature in his window that will help command attention.

If, however, he is short of ideas, let him study the trade journals, which give many valuable suggestions, or write your specialty people.

Your stove, paint, cutlery and other manufacturers will be glad to help him out and will send attractive posters for his use. That manufacturer who has not sufficient interest in his goods or his customers to help get his goods before the people is not entitled to your trade.

If John takes an interest and does his best, encourage him. You can probably show him where he can improve. If he has the right kind of stuff in him, your window will do you increasing good.

## 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, landsides, 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.



Its results are cumulative. The window which is attractive all the time will do more for the holiday trade than if it were mediocre the balance of the year. The value of persistent effort is not appreciated by all. Some time since I enthused a hardware friend of mine in Iowa on the subject of window dressing. Several months later I received a letter from him after this style.

I have dressed my window a number of times as you suggested, and while I have certain goods shown I sell more, but when I quit showing them sales drop off. How can I remedy it?

As you surmise, under the circumstances, I could only prescribe another bottle of the same medicine that had done him good.

You get no more out of your window than you are entitled to. You can have the trade on the best class of goods in your locality if you try for it.

No line of merchandise appeals more strongly, can be made of more interest to man, woman or child, than the goods that may be displayed in the hardware window.

In regard to salesmanship, I take it for granted that a line of thought which would tend to aid the selling ability of your employe might be acceptable.

As your business grows and your stock becomes more complex, competition from outside sources more strenuous and markets more erratic, it is impossible to give personal attention to all individual sales without neglect of most important interests.

You may have stocked the very choicest goods, have used the very best advertising and have it made unproductive by the man behind the counter.

Remember, the stream can not rise higher than the fountain, nor will your clerk show a better spirit to the customer than do you. So much stronger is the power of example than precept that he is certain to do as you do, not as you say.

Do not be a Scrooge with your men; it breaks their spirit.

The salesman must have genuine enthusiasm. Without it his work is a drag, his step lags, his words lack force. With his heart in his work and a knowledge that he is right, he has a vim and zest that is irresistible.

An ideal employer will most generally have ideal employes.

Therefore, it is needless for me to describe a type with whom you gentlemen are acquainted.

If our salesman is ideal, he is still subject to improvement.

First, we will add a portion of backbone. That helps in maintenance of prices and gives character.

Let him cultivate the smiling face, pleasant voice and accommodating manner. Some trade may have to be persuaded with a club, but it is in such a minority it does not pay to train for it.

Of course, his attire is in keeping with his work, yet always cleanly, and, of course, he has long since quit any offensive habit. While he may aid the buyer by a good suggestion, because of his better knowledge of the goods, he never presumes to dictate. While he knows his goods and may let the purchaser know that he knows them, he does not insist that he knows better than the customer what he (the customer) wants.

While he must be obliging, our American spirit objects to snobbishness. He need not be a fluent talker. I do not think your junior senator would be especially successful in selling a dish-

pan—at least if the buyer had left a baking of bread in the oven when she came down town. But what an excellent man he would be to learn all the good points about his goods, because of his thoroughness.

It is not essential to salesmanship that a man know something about everything, but it is imperative that he know everything about that something which he is selling.

It is not expected that the dispenser of barbed wire be able to quote from Blackstone or diagnose a case of appendicitis, but he should know all about barbed wire, the gauge, strength, weight and pounds required for five wires around an eighty-acre farm. Equipped with this knowledge, he will succeed as against the man who knows only the price.

The apprentice serves his term before he rates himself a mechanic; the student applies himself for years to study before he ventures to hang out his shingle as attorney at law, yet we hope to master the art of salesmanship without thought and without study.

You put no goods into stock that you do not believe to contain merit equal or superior to those offered your trade from any market. If this belief can be transmitted to your public, you have no difficulty in making sales. Your goods have real, honest points of merit. If the truth is presented, there is no need of falsifying.

Anyone can speak the truth more forcibly than he can a lie. There never has been a time, there never will be a time when a lie, big or little, black or white, pays in business.

Who of us have not, in a cowardly moment or to facilitate a transaction, resorted to that short cut? But never have we escaped the penalty. We can not get away from the law, "As ye sow, so shall ye also reap." No salesman can afford, nor no house should countenance an act or statement that causes loss of a customer's confidence. A salesman must constantly use his two hands—one to accomplish to-day's business, the other to work for his customer's future business. He needs all the equipment possible to give him. I have enquired of clerks as to how they learn the various talking points about new goods in stock.

"Oh, I just fall on to them in time," is the answer generally given.

Who is the best fitted to give information to your assistants? First, the buyer, who has studied the line or article and put it in stock, knowing not only the line but also the trade, is better fitted than any one else to show his assistants its strong points. Second, the traveling man, who knows the goods, how made, how finished, and under what proposition they can be placed before the final purchaser. The traveler who really has the interests of customer and employer at heart will cheerfully instruct those who have the selling of his goods, if permitted.

I would suggest that, in any hardware store where three or more assistants are employed, an information slate be kept and each be instructed to jot down any item on which he wanted information; for instance, how to use a saw set, how to strop a razor, how to figure on quantity of paint required, etc. As new goods come in, let the manager note it on the slate, so that nothing will be overlooked. Appoint some hour for each Wednesday at which all can get together with the least interruption and let every topic on the slate be gone over

quickly. It will surprise you how much can be handled in twenty minutes.

One of Boston's most successful hardware stores has a bulletin board, on which changes in prices and information are posted. It saves the manager from having to answer many questions as to what is the rate on nails, the guarantee on butcher knives, etc. When a man is not posted he can have no excuse.

It is not good salesmanship to sell a customer what he does not want, but it is good salesmanship to get him to want what you have to sell.

I know that your profit account would be more plump if prices were not made the only argument. Let utility, service, quality be emphasized more than cheapness.

A purchaser should never be underrated. He feels better about you and your goods as well as himself when you place a good estimate on his purchasing ability.

I have seen salesmen (so-called) try to force on buyers poor, cheap goods, that have only a small profit, when a good article was wanted, one that would pay a good profit as well as give satisfaction. If you have a number eight foot a number seven shoe is extravagant at any price. Were I selling you shoes, and, knowing that you wear an eight and want a good serviceable shoe, I would set before you a four-dollar shoe, with a brief explanation of why it was worth \$4, showing later a \$3 shoe of plainer finish, yet of good quality, and I would want to be able to show you also a \$2 shoe, one not having the good points contained in the other shoes. With a difference well marked so that the extra value can be shown in the better goods, a large percentage of sales

can be lifted into the latter class by showing purchasers that it is economy to buy the better.

Having sold goods over the counter in the Bowery as well as the fashionable shopping district of New York, in the South, in Boston and in the West, I want to testify to the fact that while some people are different from other people, they are all alike in that they want what will serve their purpose and the full worth of their money. The occupation of selling goods is an honorable one if the man makes it so. Let us all be of a mind with one who said:

If I were a cobbler it would be my pride

The best cobbler to be;

If I were a tinker, no tinker beside

Would be as good as me.

Very little can be accomplished toward better salesmanship by spasmodic effort, nothing by indifference, but all can be gained by having the ideal constantly in mind. A man satisfied with himself and his ways will never improve. It is the one who constantly wants something better that is stronger in his work and a better man all through. The man who is earnestly endeavoring for better results in salesmanship is building a character just as well as though his work were an art or a profession.

H. W. Beagle.

## OPENINGS FOR NEW STORES.

I make a specialty of finding locations for men just going into business. If you think of starting soon, write me. If you have a store now, but are not satisfied, better see what I can do for you. Lots of good chances going to waste because the right place and the right man have failed to connect. Advice and my services FREE to men who mean business.

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

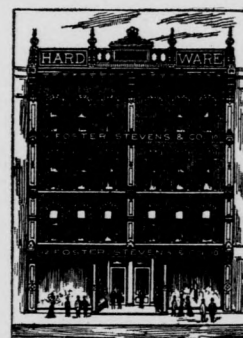
## Buckeye Paint & Varnish Co.

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.



Sporting Goods, Ammunition, Stoves,  
Window Glass, Bar Iron, Shelf Hard-  
ware, etc., etc.

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.



## Butter and Eggs

### Egg Rules Adopted by the New York Mercantile Exchange.

For some time past the new Egg Committee of New York Mercantile Exchange have been working over the egg rules to better them and make them more conducive to business under the call. They have recently finished their work and the new rules have now been issued.

That portion of the new rules which will be of especial interest to egg shippers, referring to the grading and classification, packages and packing, we give below.

#### Rule 1—Classification and Grading.

1. Eggs shall be classified as "Fresh Gathered," "Held," "Refrigerator," and "Lined."

2. There shall be grades of "Extras," "Firsts," "Seconds," "Thirds," "Dirties," "Checks," and "Known Marks."

#### Rule 2.

1. All sales of all grades of eggs shall be at mark, unless otherwise specified.

#### Qualities.

2. Fresh gathered extras shall be free from small and dirty eggs, and shall contain fresh, reasonably full, strong, sweet eggs, as follows:

From February 1 to May 31, 90 per cent.; and for the balance of the year 80 per cent.

The balance—other than the loss—may be slightly defective in strength or fullness, but must be sweet. There may be a total average loss of one dozen per case, but if the loss exceeds this by not more than 50 per cent., the eggs shall be a good delivery upon allowance of the excess. When sold "Storage Packed," extras must not contain an average of more than twelve cracked or checked eggs per case.

3. Fresh gathered firsts shall be reasonably clean and of good average size, and shall contain fresh, reasonably full, strong, sweet eggs as follows:

February 1 to May 31, 85 per cent.  
June 1 to October 31, 65 per cent.  
November and December, 50 per cent.

January, 65 per cent.  
The balance—other than the loss—may be slightly defective in strength or fullness, but must be sweet. There may be a total average loss of one dozen per case from February 1 to May 31 and one and one-half dozen per case for the balance of the year. But if the loss exceeds these amounts by not more than 50 per cent., the eggs shall be a good delivery upon allowance of the excess.

When sold "Storage Packed," fresh gathered firsts must not contain an average of more than eighteen cracked or checked eggs per case.

4. Fresh gathered seconds shall be reasonably clean and of fair average size and shall contain fresh, reasonably full eggs as follows:

February 1 to May 31, 70 per cent.  
For the balance of the year, 45 per cent.

The balance—other than the loss—may be defective in strength or fullness, but must be merchantable stock. From February 1 to May 31, there may be a total average loss of two dozen per case, but if the loss exceeds this amount by not more than 50 per cent., the eggs shall be a good delivery, upon allowance of the excess. For the balance of the year, there may be a total average loss of four dozen per case.

5. Fresh gathered thirds shall be reasonably clean and of fair average size, and shall contain fresh full eggs as follows:

February 1 to May 31, 50 per cent.  
For the balance of the year, 30 per cent.

The balance—other than the loss—may be defective in strength or fullness, but must be merchantable stock. From February 1 to May 31, there may be a total average loss of 4 dozen per case and for the balance of the year, there may

be a total average loss of 6 dozen per case.

6. Held firsts shall be reasonably clean, of good average size and sweet. At least 40 per cent. shall be reasonably full and strong. The balance may be defective in strength or fullness, but not badly shrunken, excepting the loss. There may be a total average loss of 2 dozen per case, but if the loss exceeds that by not more than 50 per cent. the eggs shall be a good delivery upon allowance of the excess.

7. Held seconds shall be reasonably clean and of fair average size. May be defective in fullness, strength and flavor, but must be merchantable stock, not musty. There may be a total average loss of 4 dozen per case.

8. Refrigerator extras shall be free from dirty or small eggs, reasonably full, strong, sweet, and free from mildew or foreign taste or odor. The loss must not exceed 1 dozen per case. Cases, fillers and packing shall be as required for "Storage Packed."

9. Refrigerator firsts shall be reasonably clean and of fair average size; they must be reasonably full, strong and sweet, and free from mildew or foreign taste or odor, excepting the loss, which must not exceed 2 dozen per case. Cases, fillers and packing shall be as required for "Storage Packed."

10. Refrigerator seconds shall be reasonably clean and of fair average size; they must be reasonably full, strong and sweet and free from mildew or foreign taste or odor, excepting the loss which must not exceed 3 dozen per case.

11. Refrigerator thirds shall be of fair appearance and may be off-flavored to some extent, and the loss must not exceed 5 dozen per case.

12. Lined extras shall be of uniformly good size, well cleaned, strong bodied, reasonably full and sweet, excepting the loss, which shall not exceed 1 dozen per case.

13. Lined firsts shall be of good average size, well-cleaned, of good strength, reasonably full and sweet, excepting the loss, which shall not exceed 2 dozen per case.

14. Lined seconds shall be of good average size, well cleaned, of good strength, reasonably full and sweet, excepting the loss, which shall not exceed 3 dozen per case.

15. Lined thirds shall comprise stock which is rusty, weak or shows hot weather defects, but must contain at least 50 per cent. of fairly useful quality, and the loss must not exceed 5 dozen per case.

16. No. 1 dirties may be offered in the classes of Fresh Gathered, Held and Refrigerator. They must be of good useful quality sweet in flavor, and must not lose more than 2 dozen per case. When sold "Storage Packed," No. 1 Dirties must not contain more than 18 cracked or checked eggs per case.

17. No. 2 dirties may be offered in the classes of Fresh Gathered, Held and Refrigerator. The quality shall be the same as specified for No. 1 Dirties, may be off-flavored, but not musty, and must not lose more than 4 dozen per case.

Checked eggs may consist of blind-checks, cracked eggs (not leaking). They must be sweet in flavor, and the loss must not exceed 2 dozen per case.

18. Known marks shall comprise such eggs as are known to the trade under some particular mark or designation, and must grade as firsts in the season in which they are offered. Known marks to be offered under the call must previously have been registered in a book kept by the Superintendent for that purpose.

19. "Loss," as used in these rules shall comprise all rotten, spotted, broken (leaking), broken-yolked, hatched (blood-veined) and sour eggs. Very small, very dirty, cracked (not leaking), badly heated, badly shrunken and salt eggs shall be counted as half loss in all grades excepting dirties and checks.

#### Rule 3. Packages and Packings.

1. Extras, firsts, seconds and No. 1 dirties must be in new cases, good quality, smooth and clean. Fillers shall be of substantial quality, sweet and dry,

# EGGS

We are the largest receivers of eggs in this section. We have a large and growing demand for Michigan eggs and can handle all you can send. We guarantee prompt returns and full market value on all consignments. We have been established 35 years and have a reputation for honesty and fair dealing. We refer you to the Third National Bank of Baltimore or the Mercantile Agencies.

## G. M. Lamb & Bro.

301 Exchange Place,  
corner South Street,  
BALTIMORE, Md.

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.



with flats or other suitable substitutes under bottom layers and over tops, and sweet, dry excelsior or other suitable packing under bottoms and over tops.

2. Thirds, No. 2 Dirties and Checks. Cases shall be new or good uniform second hand. Fillers shall be of substantial quality, sweet and dry, with sweet suitable packing under bottoms and over tops.

3. Storage Packed. When sold as storage packed, all grades must be in new thirty-dozen whitewood cases, smooth, clean and substantial. Fillers dry, sweet, medium, No. 1, or other good substantial strawboard. Flats under bottom layers and over tops; dry, sweet excelsior or cork packing under bottoms and over tops.

4. To be a good delivery, all eggs must be packed in 30-dozen cases.

The balance of the rules refer to selling, deliveries, inspections, penalties, etc.

#### Observations by a Gotham Egg Man.

Those who were looking for a shortage of eggs for Easter trade, and who carried stock along from previous arrivals or who made country purchases on the basis of a strong or higher market, got left. Notwithstanding the early date of the Easter festival and the very bullish feeling recently reflected from the West, with reports that storage buyers could not get stock fast enough at prices fully equal to 16c seaboard or even higher, our receipts last week were fully up to the average for Easter week during the past few years. On the whole, the volume of consumptive trade for Easter was large and satisfactory although it seemed to be a little short of some previous Easters, especially those when the Jewish holidays are about coincident with the Christian festival. The total receipts, added to a few thousand cases carried over from previous arrivals, proved considerably greater than the actual requirements and prices had to decline to a point where speculative holding of the surplus would be encouraged. Naturally this point was found just a little below the rate at which storage packings were expected to go freely into cold storage.

\* \* \*

Recent advices from the West indicate a range of prices for storage packings on track at shipping stations equal to fully 16c at seaboard points, and considerable movement to Western storage points is reported on about that basis. The goods offered here have been generally priced at 16c net delivered, although occasional lots have been offered at 14 3/4c. Eastern operators are not taking hold with any freedom at these high prices but their failure to do so has as yet had no weakening effect in the interior. As long as this is the case it is evident that regular packings can not very well fall below about 15 1/2c and it is probable that their value will range between that and 15 3/4c, according to the supply. A decline in regular packings below 15 1/2c for desirable qualities can hardly occur unless storage packed goods fall below 16c and of this there seem to be no immediate indications.

\* \* \*

Now that the storage season is at hand packers who contemplate freezing the checked and broken eggs will do well to consider some information gained during the past season. First, the necessity of keeping out tainted and very stale eggs. Checks and cracked eggs of course spoil more quickly than whole eggs and some of them get pretty bad even when the general quality of the egg supply is still good. A bad egg is likely to seriously damage a whole can full and the goods ought to be carefully examined before mixing. Tins

are far preferable to wooden tubs and as to size 40 pounds should be the outside limit. As the sale for frozen eggs is extended among the smaller bakers smaller sized cans will be the more salable and we should recommend a range of packages of say 10, 20 and 40 pounds with a preponderance of the smaller sizes. The bulk should be packed whites and yolks together; there is a profitable outlet for whites alone, but not so much for yolks alone and where it is desired to put up a moderate quantity of whites separate we would advise reducing the quantity of yolks separate by putting a portion of the separated yolks into the whole eggs, although not so much as to materially affect the general character of the latter.—N. Y. Produce Review.

#### A Roquefort Legend.

Roquefort cheese, like many other unique food productions, has its legend of accidental origin. A shepherd lad, having for once more luncheon than he could eat, while tending his flock of sheep, laid a large portion of his bread and cheese upon a natural shelf in one of the caverns near by. Boylike, he forgot all about it, until, several months later, on returning to that cavern, he found his luncheon. The cheese, instead of being dried up or rotten, was rich, moist and creamy, and streaked with greenish blue veins of mold, the remains of the bread which had lain on or under it. He probably told his mother of his discovery, and shared his piece of cheese with others. The villagers were quick to recognize the improved texture and quality of the cheese, and henceforth all their cheese were taken to these caves to ripen. The caves are owned by a joint stock company, who employ about six hundred women to tend the cheese. Oak shelves on which the cheeses are placed and so arranged that each cheese may have one side next the cold wall of the cave, give over sixty-five thousand square yards of storing room.

The women wear upon their chests a small oil lamp like a miner's, to enable them to see their work, and the temperature is so cold that they wear thick woolen clothing even in the summer. The value of these caves to this little hamlet is inestimable."

Mary J. Lincoln.

#### Reflections of a Bachelor.

Nearly every woman can talk faster than she can think.

The frown of a woman is the sour milk of her emotion.

If love ran smoothly all the time women would never be restless.

The virtue of a man thrice married has an impregnable exterior.

Contentment is that measure of happiness made by ignorance of what others enjoy.

## 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

# EGGS!

We have a great demand for fancy Michigan and Northern Indiana Selected Eggs. Boston market appreciates good quality. Turn your shipments to us. All consignments sold AT MARK on arrival, check mailed same day.

## Wiener Bros. & Co.

Commission Merchants  
46 Clinton Street, BOSTON, MASS.  
Highest Bank References. Send for stencils.

## 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.

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.

## 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.



## Woman's World

The Keypnote of the Real Brotherhood of Man.

One of the places that I like best to drop into in New York, when I have a minute to spare, is the headquarters of the International Sunshine Society, where the President General, Mrs. Cynthia Westover Alden, is always ready to give you a cup of tea and send you refreshed, bodily and spiritually, on your way.

To me no other philanthropy makes so irresistible an appeal as this quaintest of all charities which takes account of the poor rich, as well as the rich poor, and whose only qualification for membership is that one must be willing to do something or say something to bring happiness and sunshine into another's life. In it is the heart of all religion, all charity, and the world will needs be a better place because of the ever-increasing band of those who are pledged to take sunshine into shady places.

One of the greatest mistakes ever made is to think that only those are in need of helping who are actually cold or hungry. One may perish for want of companionship as truly as one may for lack of physical warmth, and one may starve for sympathy just as much as for bread, and it is these unfortunates, as well as the actually poor and needy, that the Sunshine Society takes cognizance of.

Here, when you approach the doors, you hear a pleasant hum of feminine voices, and when you enter you are in the midst of a big room, filled with busy workers, every one of whom is a volunteer. Society women who steal an hour off to come and paste picture books, college girls who are indexing books, tying up packages or sorting out quilt pieces or writing letters; working girls who are putting in an hour or two doing something to make somebody less well off than themselves happy.

On the floor are stacks and stacks of books, piles of magazines, old pictures, children's games, clothing, the flotsam and the jetsam of a hundred homes, for this room is devoted to a kind of exchange, where the rubbish of one home is converted into the treasures of another.

The next room is the office and the third room of the suite is the private den of Mrs. Alden. It is a charming apartment, with a big, sunshiny window and a picturesque litter of pictures and books. A splendid Navajo blanket makes a great patch of crimson against the wall, another covers a big couch piled high with cushions; there are Indian baskets and skins and curious weapons and trophies of travel all about, and in the midst of it all sits Mrs. Alden, beautiful, blonde, serene—just the sort of woman you would imagine as the originator of this latest and highest cult of humanity.

"Of course," says Mrs. Alden, "it is ancient history now, the way Sunshine Society began, but I never mind telling it over—what mother ever objected to exhibiting her baby? And it all began in a fad of mine for passing on to somebody else the things that I had enjoyed, or that had cheered or helped me. A few years ago, when I was the woman editor of the Recorder, one Christmas some of the girls who were on my staff gave me some picture cards. I admired them, but exclaimed that I was sorry that my name was marked on them, for

I should like to give them to some one else.

"What," they cried, "would you give away our present?"

"Certainly," I replied, "after I have enjoyed it myself. What do you do with your old picture cards?" Well, they laughingly admitted that the waste paper basket was their ultimate end.

"Don't you think my plan the better one?" I asked, and they agreed that they did.

"Then I told them the story of a card some one had once sent me, that had on it a verse of poetry that I knew would appeal to an old uncle. I sent it to him, and he remembered a weary old woman who would find inspiration on it, and the card went to her, and from her on and on, until it had taken its gospel of cheer into a dozen homes.

"From that small beginning grew the idea of a great organization that has spread and spread until now we have more than a hundred thousand people pledged to do something to brighten other people's lives. Our work here is very practical. Here are a lot of story books that are to be sent out to some children on a lonely farm in the Northwest. Here are some gay pictures and calendars that are to go to some cabins in a far-off mining camp. Here is a barrel of clothing that is to be sent to a poor family out in Nebraska. There are practically no dues to the Society and so all the money we have is just what is sent in by voluntary contribution, and as it takes money for expressage and stamps and freight, we are often sadly hindered and delayed, but sooner or later everything gets to its proper destination.

"But it is not only the material things of life that we consider. Sometimes a Sunshiner takes upon herself as her work visiting some lonely and forlorn old woman or man, and taking the sunshine of bright, active life to them. Sometimes she has a talent for music, and goes and sings to sick people, or in hospitals. Sometimes she writes letters—bright, encouraging, gossipy, hopeful letters to a poor working girl or an invalid. One of the sweetest incidents that has come under my observation for a long time was a letter we got from a poor old man, an invalid, who, on his recent birthday, got fifty letters from Sunshiners in various parts of the country, none of whom had he ever seen. Just think how much interest that brought into his life, and the days and weeks in which it will divert his mind speculating about his unknown correspondents.

"At the forthcoming convention of the Federation of Women's Clubs," Mrs. Alden went on, "the Sunshiners are going to have a Sunshine car, in which we are going all the way to Los Angeles and back. We are going to be feted en route. The Governor of Arkansas is going to give us a reception at Little Rock, and at San Antonio we are to be taken on a drive through the city by the State Sunshine Society and when we get to the convention we will have a special Sunshine headquarters in a tent. On the way we shall live in our car, and we have a regular Programme Committee who will arrange an entertainment for every night on the train between New York and Los Angeles, and it is in this triumphant manner that the Sunshiners are going to the land of perpetual sunshine."

As I left Mrs. Alden I could not help thinking that with one swift intuition she has gone to the root of all charity,

THOMPSON BROS. & CO.,  
GROCERS.

Newaygo, Mich., 3 15 1902

National Biscuit Co.

Grand Rapids, Mich.

Gentlemen: We wish to congratulate you on presenting to the trade the finer, sweeter goods ever offered, namely: Orange & Lemon Ice. We placed on sale one box at 9 a. m. this day and at 6 p. m. not a one remained, all sold in small quantities.

Thanking you for giving us a "winnet."

We remain

Very truly yours

Thompson Bros. & Co.

When a customer is in the act of buying, price may be especially in his mind; but after the purchase, when the article is in his possession, quality is his particular concern. The buying occupies but a few minutes, or a few hours, and price quickly passes out of the mind. But possession is continuous; the virtue or the shortcomings of the article are in perpetual evidence; and the quality of the article measures the lasting praise or blame of the man who sold it. Always urge the best goods upon the buyer, argue quality before price; and so may your days be happy and your end peace!

NATIONAL BISCUIT CO., Grand Rapids, Mich.

E. C. ADAMS  
W. P. BAILLIE

Our travelers  
in  
your section

OSCAR CROFF  
L. C. WANN

are now out with their advance samples of our

## NEW OPEN STOCK PATTERNS

in Dinnerware; best quality, best service, best retail profit, best selling patterns, courteous and liberal treatment, absolute control of patterns.

Open stock with us means that you can obtain from us instantly any quantity of a pattern.

A postal card to us will bring a traveling man to you on short notice.

Geo. H. Wheelock & Co.

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

## A NEW LIGHT

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

## The Brilliant or Halo Gasoline Gas Lamp

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

15 to 30 Cents a Month

No smoke, smell or greasy wick.

100 Candle Power

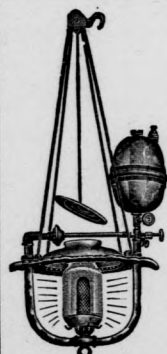
Halo Pressure Lamp  
500 Candle Power

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

BRILLIANT GAS LAMP CO.

George Bohner.

42 STATE ST., CHICAGO.





and that in one phrase she has struck the keynote of the real brotherhood of man—pass it on. Do not keep a thing. Do not hoard. The thing you have enjoyed will give pleasure to another. The thing you have no need for will make another's life brighter and happier. Pass it on.

And it seems to me, just at this particular time, when the spring cleaning is in vogue and every woman in the land is taking account of her belongings, that it is a good time to preach the sunshine gospel. The most un-Christian and mischievous theory ever invented is that which makes us keep the things we have outgrown, and have no use for, because we have a mistaken idea that it is thrifty.

Every woman knows what it is to put away, every year, gowns that have lost their freshness and are a bit old-fashioned; hats that are as good as new, but that are out of season; gloves and shoes that she thinks maybe she will wear sometime, but she never does. Nine times out of ten these things simply hang in the garret and accumulate mold and dirt, and get moth eaten, and nobody on earth is the better for them. How much wiser, how much better in every way it would be if, while these garments were still good and serviceable, they were sent to some one who would use them.

One of the prettiest stories I ever heard was of a very great lady who was born and raised in a little Southern town, and who married a man who became a millionaire and a leader in New York. His wife, of course, as became her position, dressed magnificently, but instead of tossing her fine clothes aside or packing them away in camphor, when she had worn them a few times, they were carefully packed up and sent back to the young girls in the little town from which she had come. Sometimes one girl, sometimes another received the box, and many and many a pretty maid caught a husband with the finery that came to her from that Lady Bountiful. Be sure that when we face the judgment bar the most accusing voice raised against us will be the wasted opportunities we had for doing good. Why, we will be asked, did we let our tired washerwoman toss on a hard bed while we had that set of unused springs in the garret? Why did we see the poor old grandmother sitting in her hard chair when we had that shabby rocker we never used? Why did we let the beggar go in rags when clothes were rotting away in our chests?

We shall have no more bitter regrets than for the things we might have passed on, and did not. Blessed be the Sunshiners who are teaching this lesson. May their ranks increase.

Dorothy Dix.

#### The Use and Abuse of Perfume.

The use of perfume is, it seems, not wholly a matter of taste. There are hygienic reasons why certain perfumes should never be used and why certain other perfumes are particularly suitable or unsuitable for certain individuals. The ancients recognized the medical virtues of perfumes and one Latin writer has put on record almost 100 perfume remedies for various diseases. Among these remedies, violets figure more frequently than any other flower, so possibly the feminine rage for violet perfume has benefited the nerves of the sex.

But the violet essence must be pure and made from the flowers. There is

little of such violet perfume on the market. Nine-tenths of the so-called violet essence and violet water are merely chemical imitations, and chemically-made perfumes are, say the authorities, irritating to the nerves, if not, as in some cases, positively poisonous.

Lavender is remarkably soothing to the nerves, and the lavender-scented sheets of our grandmothers were not only deliciously fragrant, but were excellent sleep promoters. Some refreshing perfumes are stimulating, but lavender is said to combine refreshment and relaxation. It would not be the thing for a close and crowded hall, but it is pre-eminently the scent for cool, fresh bed linen.

Another perfume with distinct medicinal value is the jasmine. Old writers suggest it as a general tonic and sing its praises loudly; but they add a warning that while jasmine taken alone is a boon, it is in almost all compounds injurious, inducing nerve exhaustion and profound depression.

That question of the compounding of scents was an interesting one to scientists who experimented with it. The necessary civet or ambergris used in the base of all lasting perfume must be carefully added. A trifle too much of it will make the scent distressingly irritant to the wearer, as well as to the unfortunates with whom she comes in contact.

The same is true of many combinations of perfume, and several separate scents, attacking a sensitive set of nerves at one time, may induce violent hysteria, although the victim may not be able to understand the cause of the attack.

So here is another argument against the indiscriminate and lavish use of perfume. All the laws of good taste cry out against it, but women cheerfully continue to saturate their belongings with perfume under the mistaken impression that they are adding a last touch of daintiness and femininity to their make-up.

Within the last few years there has been a decided increase in the offense. A host of new devices for adding perfume to the toilet have been put forward and women have seized upon them eagerly.

The woman who can afford it puts huge sacket pads in her bureau drawers, in her trunk trays, on her closet shelves. She wears sackets in her frocks. She sprays perfume on her hair. She uses perfume pastils in her bath.

She has perfumed creams and lotions and rouge and nail salve. She buys perfumed ribbon. She revels in scented soap. She burns scented pastils or incense in her rooms and she eats perfumed lozenges.

All this is bad enough when elaborately carried out without regard to trouble or expense; but few women are artists in the perfume line, even if they can afford the cost of fine art. If the perfumes are not of the rarest and purest, and consequently of the most expensive, they can achieve no desirable result. If the powder and liquid and soap and pastils and all the rest are not identical in scent, they produce a compound that is not pleasant to smell and is harmful to the nerves.

It is pleasant to read of the subtle, delicate perfume clinging around a heroine. It is the rare and exceptional woman who attains subtlety and delicacy in her use of perfumes, if she uses them at all. Nine out of ten women addicted to perfumes use them indis-

criminately, over-freely and offensively.

Far better use no perfume than use any cheap variety. Even among the expensive perfumes there are many that are deplorably poor, and, even if a woman does succeed in obtaining a really good perfume, she should, of her charity, be considerate in her use of it.

Using perfume is like using rouge. By dint of continued offending one loses one's sense of values and can not judge of the extent of one's offense. Women should realize that fact and err on the safe side. If they would but show that grace to the public, theater and concert going would take on a new attractiveness and a closed car would be a thing to be endured with some degree of equanimity. Cora Stowell.

A man's wife has no business with his wasness; only with his isness, and his henceforthness.



WRITE US

For confidential prices on store stools.

We make them.

We sell them.

BRYAN PLOW CO., Bryan, Ohio

#### A Gold Mine for Merchants

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

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

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

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

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

For further particulars write or call on

A. H. MORRILL, Manfrs. Agent  
105 Ottawa Street Grand Rapids, Mich.

Manufactured by  
Cosby-Wirth Ptg. Co., St. Paul, Minn.

## When Cooked

Each Grain Separate and

Beautifully White

Retails 25 cents

# "Quaker Brand"

## Imported Japan Rice

In 3 pound pockets ONLY

See recipe on each bag.

## Worden Grocer Co.

Importers  
Grand Rapids, Mich.



## Poultry

### Peculiarities Pertaining to the Handling of Poultry.

"Live poultry shippers should make more money than they do," said a live poultry man. "I could mention many who have sent a great many cars to market who have made no more than a living and some hardly that. It is evident that paying prices are too high, buyers being forced up by competition to pay prices which net them a loss when they get their returns. The market here in New York is made every week and unless conditions are unusual the price holds for the week. Few other articles handled on commission have prices remain as settled as live poultry and this certainly should be an advantage to shippers. And yet you would be surprised to know how many cars we handle often on high markets, too, which according to the shipper's advances, make little or no profit to them. This certainly indicates that too much was paid for the poultry by the shipper."

"We are having all kinds of trouble with roasting chickens," remarked a merchant. "Most all receipts are mixed with coarse chickens and stags and vary so in value that prices show a very wide range. I suppose these irregular returns are quite unsatisfactory to some shippers who think their stock should bring full quotations and we have 'kicks' from all directions. But we can not get high prices for poor stock and have to be satisfied with the knowledge that we have done the best we could."

"There is a good demand for fancy frozen tom turkeys," said a poultry merchant. "Buyers all want toms, however, and while they would be willing to pay up to 16¢ for carload lots the hens and toms mixed are receiving little attention and demand confined to peddling trade."

The mild weather is causing many of the Southwestern marks of poultry to arrive a little out of condition. It is so warm in these Southwestern shipping points that the poultry has had to be shipped iced and it has not carried well, the weather being too cool while the poultry was in transit to allow the ice to melt properly. Usually the cold water from the melting ice drains through the poultry and keeps it in good condition, but when it is too cold to allow this the poultry in the center of the barrel will not keep in good condition and this has been the trouble with much of the stock in of late. In consequence many lots have had to be shaded ½¢ per pound or more to attract buyers. Shippers of dry-packed have also had trouble with their shipments as it has been warm enough to make much of the stock sweat in transit and this has also arrived in bad shape in many cases. It is evident that shippers are wishing for settled weather, as just now they are at a loss to know how to ship—iced or dry packed.—N. Y. Produce Review.

### Maple Sugar Making in the Adirondacks.

The maple sap has again begun its annual flow, and all through the Adirondacks, as well as in the forests of neighboring Northern States, farmers and farmers' families are busy gathering the one crop for which they neither plant nor till. The maple product of the United States has in years gone by been worth as much as \$1,250,000. The output and prices vary considerably,

however, and no one can predict what will be the result of the harvest now under way.

Old sugar makers have as many ideas about "the run" as a cross-roads weather prophet, and some of them are able to predict to a wonderful certainty just when the flow of sap will begin and how long it will continue. "When the wind blows from the West get ready to gather sap," is one of the stock maxims of the Adirondack sugar belt. It also holds good in Maine. In ordinary seasons "the run" begins about the first week in March and continues during the period in which short thaws and freezing spells alternate. As a certain amount of preliminary work in the sugar forest is necessary, the value of an accurate prophecy is great.

A few days before the first March thaw is expected the farmer goes into the woods and opens his sugar house—a shanty of rough boards, deserted, lonely and uninteresting during eleven months of the year. Pans and kettles are cleaned and a store of fire wood, cut during the short, cold days of winter, is piled about the house. A search is made for possible leaks in the roof, and all is ready for sugar and syrup making.

Then one morning the cry is heard that the sap is really running, and at once the farm house is deserted for the sugar house in the woods. It is the center of interest for every one from grandmother to the babies who are big enough to walk. Everything else is neglected until the crop is entirely harvested and the last bucket of sap boiled into syrup. Fortunately the season comes at a time when little could be done in the way of farm work.

On farms where the number of sugar maples is not large the farmers of today gather their sugar crops in much the same way their fathers did. They bore the larger trees and insert wooden spikes, on which buckets are hung. The sap is gathered by sturdy boys and men, who carry two large pails, one on either end of a yoke which fits across their shoulders. The sap is boiled in great iron kettles, under which fires are burning day and night when the run is heavy.

On the larger sugar farms methods more modern are in use. Metal spiles have replaced the wooden ones, and sore shoulders from carrying the sap are unknown where the gathering tank is used. This tank holds a hogshead, and is usually firmly fastened to a sled, to which two horses are hitched. The modern sugar house has a storage vat, from which the sap is piped into the evaporating pan. This is supported by masonry, and does its work rapidly. From the evaporating pan the syrup flows to the settling vat. Thermometers indicate accurately the progress of evaporation.

The social features of the sugar season have not been lost with the development of the commercial side. The opening of the season is still an occasion for festivity. Young men and women of the neighboring village visit the camps for "maple wax," and even the children have their "sugar time" games. It is a great occasion for "sparking," and many a happy country couple owe their union to the potent influence of the sugar odor in the crisp air of the woods, to soft words said in the flickering shadows of the camp fires and the sleepy drone of the bubbling, boiling sap. It means ready money for all concerned, especially for the farmer, who can always drive good bargains with such a product.—N. Y. Tribune.

## Poultry, Butter, Eggs Cheese

I guarantee quick sales and prompt returns. Stencils and shipping cards furnished free upon application. Correspondence invited.

### GEO. R. WILLIAMS

Successor to MACKEY & WILLIAMS

62 W. Market and 125 Michigan Streets, Buffalo, N. Y.

Member Buffalo Produce Exchange. Member National League of Commission Merchants. References: Manufacturers and Traders Bank, R. G. Dun & Co.'s Mercantile Agency, Bradstreet's Agency, All Express Companies. Established 1887.

## 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.

## WANTED

10,000,000 Dozen Fresh April Eggs. Guarantee top market and prompt returns.

Write or wire for further information.

**GEO. N. HUFF & CO.,**

55 CADILLAC SQUARE, DETROIT, MICH.

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

### WHOLESALE FRUITS AND PRODUCE

9 North Ionia Street, GRAND RAPIDS, MICH.

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

## 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.

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



THE EXPERT ACCOUNTANT.

Marvelous Mathematical Talent Which He Must Possess.

"The modern accountant is the terror of the crooked financier, as much as the vidocqs are of the lower grade criminal," said a well-known authority lately.

"Perhaps it never occurred to you," he said, "that in the course of their experiences men of my profession come to develop the detective faculty in a marked degree." The speaker was W. Fitzgerald Smith, the wizard of figures and well-known chartered accountant of New York, who has straightened out some of Wall Street's knottiest tangles.

"The fact is, however, that they do so. My experience has covered a number of years in all parts of the world, and I never yet was mistaken in my first impressions of a man.

"Dealing with large defaulters before an atom of proof has been secured against them is a delicate operation. The auditor is placed in much the same position as a prosecuting attorney when he is set to work to investigate the accounts which it is supposed will demonstrate the crookedness of the suspected individual.

"In his operations he must be cautious, as well as bold. The auditing of the accounts of any big concern is a necessary and expedient thing to do, and are we not constantly examining the accounts of the most scrupulously honest persons to see if there are errors or deficiencies, and are there not frequently large deficiencies noted, which create consternation in a firm and are inexplicable until the expert has located the leak or the clerical error? After all the excitement and a lot of false supposition, it often turns out that the shortage is merely a clerical error, due to a debit or credit having been placed in the wrong column. But there is a singular fact about these examinations. I never started out to audit the books of a person who had been guilty of falsification, that is after I had become thoroughly acquainted with my business, that I did not instinctively feel embezzlement or not.

"There is something in the criminal which almost unconsciously betrays itself by some nearly imperceptible sign, which sounds the note of warning. Of course, for the auditor to betray a cognizance of this would be to place the defaulter on his guard. That must in no case be done. He must be sedulously lulled into a belief in the inextricable-ness of the net of deceit which he has woven around himself by means of false figures until the moment has come for the police to step in and take him off our hands. Work of this sort requires tact of no ordinary kind, as, of course, while we are working, constant contact with the suspected person is often necessary, and the acuteness of his feelings under the circumstances may be very clearly imagined. Our part is to remain in a passive automaton-like shell and plod along through our figures, as if we were utterly devoid of human sensations.

"One of the most interesting cases that I call to mind occurred when I was sent out by a well-known firm from London to India to go over the accounts of a large concern there, capitalized at several hundreds of millions of rupees.

"The partner who had to be investigated was a Parsee. He was a member of the finest clubs in Madras, and we were employed for nine months in going over the accounts to discover that his

defalcations amounted to about half a million dollars.

"By careful manipulation of the affairs of the concern, he had come to assume the financial management.

"The caste feeling was so strong that, although he spoke English, it was hard to approach him. But as the work progressed it became more and more necessary to ask questions of him.

"He was a young, dark, swarthy-hued, handsome fellow, with quiet, soft, pussy-cat ways. He eyed me very keenly when I put my first feelers, for, of course, he was under suspicion.

"The first few questions that I put to him made him extremely nervous, and his answers were very evasive.

"I asked for a special book, wherein it was known he had recorded the enormous receipts of numerous departments under his financial control. The book was reluctantly produced, and his manner immediately confirmed my first impressions, to the effect that our investigation was not to be futile. It was the desire of the firm, if possible, to stop the investigation upon the slightest excuse, as his partners thought it was impossible for him to be crooked.

"Subsequent to the interview, the Parsee took a long trip up the country to his bungalow.

"It took many months to unravel the tangled skein into which he had drawn the accounts of the firm, but eventually everything came out. He was finally charged with the offense. It was found that, under an assumed name, he had been keeping fast race horses and otherwise spending large sums of money.

"It may be imagined that I had to feel my way into the case most carefully, while my trained staff worked purely like automatons.

"I found that the Parsee had always been found poring over a certain book, which proved the key to his secret. He had kept a private account of his own in the bank."

Wilson Merritt.

Touching.

"Are you a married man?" enquired the inquisitive stranger.

"No, sir," replied the other sadly.

"Oh," said the first, "I trust you will pardon me for referring to your bereavement. I should not have opened such a touching subject."

"Touching describes it beautifully," murmured the other. "It is hard to pay \$15 a week alimony."

If You Want

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

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

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

Do You Want

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

Ship now to

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

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

SHIP YOUR

BUTTER AND EGGS

TO

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

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,

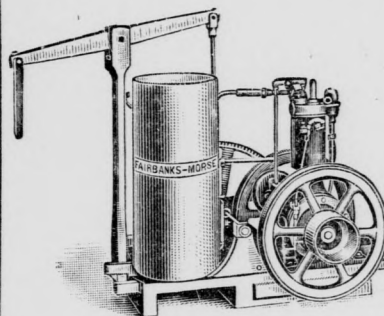
GRAND RAPIDS, MICH.

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.

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

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.

Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids, Mich.**



## Village Improvement

A Restatement of the Far-reaching Wherefore.

Written for the Tradesman.

It may be a comfort to the annual sufferer of spring cleaning to know that, in the yearly turmoil and confusion when everybody and everything is turned outdoors, human nature is only copying Nature with a capital letter and that both are working for the good of man. After it is all over and the world settles back into its old routine there comes the confession that it is all for the best. When Nature overdoes the business and March with a vigorous application of wind and rain hinders with disaster the settling-down process there comes the time-worn "Now, see what you have done!" but it is noticeable that where the winds of March have had a thorough sweeping, followed by copious rains that have completed the cleansing, that section becomes a favored spot for seasons after. This spring Nebraska has been subject to the double treatment. For days the besom of the wind has been at work until it seemed as if not a fence corner nor an alley border had a particle of dust within miles of them. Then followed the rain, not in parsimonious drops, but in copious showers that had but a single purpose—washing. It cleaned the air as it fell. It sought the neglected places and with no end of water washed them. For thirty-six hours, with all the vigor of a New England housekeeper of the olden time, the process went on until field and garden, backyard and front yard, protesting like a school boy, washed and refreshed at last, confirmed the fact that Mother Nature knows what is needed, knows how to do it and knows enough to stop when she gets through.

With these needful preliminaries over, the mistress of ceremonies stops to take breath and is ready now to listen to suggestions—the time for the Improvement Society to state its case if it has any. With the coming of the spring-time and as often, the old story must be told, but the season itself is proof enough that it is not necessarily a displeasing one. The "hello" of the crocus crowding back the snow with its fearless petals has always a hearty welcome and the old-fashioned odor of the arbutus hiding in the old-fashioned way under its big, coarse leaves can not repeat too often its idea of what real fragrance is. In the same way the Society tells again the reason of its being and, as naturally as the flower unfolds, it begins with the landscape. Here in America we have it on the universal plan and here in the Great Republic we have it and take it and enjoy it on that plan and no other. This is the wholesale side of the earth and only nature on the grandest scale can be tolerated. I suspect the reason why the American is so much benefited by the common European tour is that he learns in that way best what he has left at home. His disappointment, if not his disgust, lies in the fact that he sees what he is familiar with in miniature exactly as he recognizes in Geneva, diminutive Paris and, in American childhood with grandmother's spectacles, the unsurpassed womanhood behind them. He leaves home with the idea that America is positive and Europe superlative, with the rest of the earth an indifferent comparative, and so is ready to enjoy what his superlative is expected to give him. Astonishment and then righteous wrath is the result. Born and bred with the Miltonian idea of size,

and so of grandeur, he strews the roadsides of the grand tour with his imprecations as he passes from point to point.

His newspapers have set his imagination at liberty and he starts from home with a distinct picture of the Alps as they culminate in Mont Blanc. He is not sure of "vine-clad hills" and mountains "castle-cragged," but he has heard enough about the Rhine and is going to see for himself. Lake Lemman and Lucerne are centers of glory and if a quarter that he has read about them is true he expects ever after a certain date—August 15, the itinerary puts it—to go to sleep sailing into sunset glory in a boat with lateen sails. His first shock is Lake Lemman. "N-hu. Bluer 'n common. Water's pretty cold. Castle—Chillon, is it?—at the other end rather pretty with the mountains behind it. And this is the lake that Byron told about. Nice lake." The noted ride to the valley of Chamouni is unnoted—he is used to that sort of thing. He hears some extravagant talk about "the white cap of Europe's marvelous culmination," and he sums up his estimation of it with the American note of enquiry, "That Blanc? N-hu," and lighting a cigar saunters down the straggling street of the village wondering why they do not pick things up. In reflective mood he boards the little Rhine steamer and at last takes in "the glories of the Rhine, the River of Inspiration." He gets off at Cologne, where there is "a meetin' house lookin' in front for all the world like a couple o' big wine bottles," a sadder and a wiser man—a sadness and a wisdom that culminate in a hearty if not musical rendering of "The Star-Spangled Banner" the instant he sights Fire Island. That song-rendering means this: He has learned from Nature that landscape gardening is reducing to a small scale the widespread wonders of the world at large.

This lesson that travel alone teaches lies at the basis of most improvement society trouble. "Ye can't crowd the world into a town lot, and my back yard ain't equal to the requirements." To speak right out, a man that is working to keep body and soul together can not afford to make a picture gallery of even his front yard—a statement that has in it a grain of truth. Nature can condense a little of Western-continent grandeur into self-satisfied Europe. An ambitious city with a well-filled purse can develop a stretch of country into a park and the well-to-do can, if they like, hire a gardener, and let him make a picture of their estate. The man with the dinner pail has to content himself with landscape gardening through the rich man's purse—the end of the whole matter; and right there lies the mistake.

The old story told a great many times in this department is not to be repeated, but it may be well enough in the spring of the year to say again that it is wonderful to see what can be accomplished in a small city lot in the line of brightening things up by a busy man who likes to work an hour or two in the garden. There is a man in Colorado whom I know that has furnished me an example without knowing it. He and his worthy wife have turned their love for the beautiful to practical account in a rather extensive back yard—a condition not at all unusual to many of the village readers of the Tradesman. Its extent is a quarter of an acre. They took it a treeless, grassless, cactus-spotted waste with a pretty fair house on it. They set out trees and sowed grass in the

front yard. They had a barn built in a corner of it and that called for a gateway and a wagon track.

Vines grow faster than trees and they rigged up with two crotched sticks what the neighbors guessed was a porch. In their foolishness, because the friend who gave the woodbine urged them to take all they wanted while they were taking, they put a "porch" on the barn and set a vine at each post. They had a garden—they had to!—but they so planned it, that potatoes, and vegetable beds and currant bushes and fruit trees and such growing things generally gave an air to the whole that at the end of five years makes that lot the prettiest place in town. It did not cost them a cent; but when that growing village gets ready to have a park the management of it will bring out in acres what that man and his wife have brought out in their quarter of an acre—the beauty of landscape gardening.

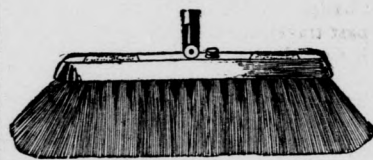
It would be a pleasure to describe the result of their work, but quite unnecessary. The only feature I will mention is the effect of the woodbine. The rough sticks that everybody laughed at are the glory of the whole, for the vines love them and have curtained them and from budding spring to splendor-clad autumn swing there in the constant sunshine, making a grateful shade and furnishing a living, practical example of what occasional, well-directed effort will always accomplish without money and without price. Knowingly or unknowingly they have brought out in that little corner of the tremendous world three principles of landscape gardening.

"The central lawn flanked by shrubbery is the secret of landscape gardening. In making nature-like pictures with plants, the lawn is the fundamental

thing. It is comparable to the painter's canvas while side-planting is the frame of the picture. If this lawn were not left open and uninterrupted, but were filled with rare and costly trees scattered here and there the result might be interesting to the botanist and horticulturist, but not to the artist. No artist would want to sketch it, because it would not be picturesque," while the vine-covered crotch sticks and their surroundings, the embodiment of the principles of the landscape garden, would be the glory of his choicest canvas.

R. M. Streeter.

## What the World's Only Sanitary Dustless Floor Brush will do

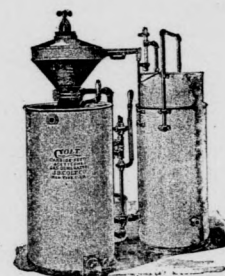


It reduces dust 97 per cent.  
It sweeps cleaner than a broom.  
It sweeps quicker than a broom.  
It kills germs and animal matter in dust.  
It renovates and brightens carpets.  
It saves time and dusting.  
It makes women happy.  
It makes money for the merchant.

Let us tell you how.

Milwaukee Dustless Brush Co.

121 Sycamore St., Milwaukee, Wis.



## 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.,

157 Michigan Ave., Chicago

Branch Offices and Salesrooms: Louisville, 310 W. Jefferson St.; Buffalo, 145-147 Ellicott street; Dayton, 226 South Ludlow St.; Sioux City, 417 Jackson St.; Minneapolis, 7 Washington Av. N.



## Commercial Travelers

**Michigan Knights of the Grip**  
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saginaw; Treasurer, JOHN W. SCHRAM, Detroit.

**United Commercial Travelers of Michigan**  
Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, W. S. BURNS; Secretary Treasurer, L. F. Baker.

### Gripsack Brigade.

Arthur M. Comey, who represents the Herold-Bertsch Shoe Co. on the D. & M. east, was married March 31 to Miss Clara Saunders, of Grand Rapids. The wedding took place at the home of the bride's parents, 106 Plainfield avenue, where the happy couple will reside for the present.

A Port Huron correspondent writes: Charles W. McKenney, for three years past traveling salesman for F. Saunders & Co., died at the hospital here April 1, aged 23 years. For six weeks he had been ill with typhoid fever and when he became convalescent he was seized with an attack of measles. The remains were taken to the home of his uncle, John W. Kelly. The funeral was held from the Emmet Catholic church April 4, under the auspices of the Knights of Columbus.

John W. Schram, Treasurer of the Michigan Knights of the Grip, and Michigan salesman for the Western Shoe Co., Toledo, has been laid up with acute rheumatism since March 1. He is getting better and expects to be out in a week or two. In the meantime H. S. Comstock, Vice-President of the Western Shoe Co., is calling on some of Mr. Schram's customers and is meeting with many merchants and other pleasant people in Michigan. Mr. Comstock thinks Michigan merchants the most friendly people he has ever met.

Grand Rapids Council, No. 131, is to be congratulated on the vigorous manner in which it turned down an advertising scheme projected by a Cincinnati gentleman. Both the Michigan Knights of the Grip and the old T. P. A. were inveigled into schemes of this character and both suffered in character and reputation by reason of their participation in and co-operation with questionable enterprises. A man who permits a stranger to use his name and traffic on his reputation almost invariably has cause to regret his generosity as long as he lives and an organization—which is, after all, only an aggregation of individuals—which gives a stranger carte blanche to misrepresent it before the business public necessarily suffers in reputation by so doing.

Detroit Free Press, April 6: When Conductor James Flynn, of Grand Trunk train No. 12, due in Detroit at 11:50 a. m., passed through one of the coaches near Royal Oak yesterday morning, he found J. A. Smith, traveling agent for A. Harvey's Sons' Manufacturing Co., Limited, dead in his seat. When the train reached here Coroner Forth was summoned, but as death was evidently due to heart disease, no inquest will be held. Mr. Smith lived at 391 Cass avenue and is survived by a widow and two married daughters, Mrs. F. C. Schultz, of Detroit, and Mrs. Lee Peck, of Belleville. He had been in the employ of A. Harvey's Sons for about twelve years and was returning from Owosso when the sudden summons came. He was a member of the Knights of the Grip.

Wm. Connor, the veteran clothing salesman, was meant to be made the victim of a practical joke by the ladies of the Livingston Hotel on April Fool's day, but he turned the joke on the perpetrators and brought the laugh on them, instead of on himself. The ladies in question rigged up a full sized dummy, alleged to be as natural as life, which they placed in his bed during the evening, arranging her ladyship in the most attractive position possible. Mr. Connor came in at the usual time, called for his key and started for his room without any intimation that he had an uninvited guest. He unlocked the door, turned up the light, noted the intruder, but, without a word or a second glance in the direction of the bed, quietly left the room, turned the key in the door and reported to the clerk at the office that some mistake had been made. The ladies were expecting that Mr. Connor would undertake to investigate his guest and were prepared to pounce in upon him and indulge in a grand laugh in case he exhibited any curiosity in the premises. The next time the ladies of the Livingston undertake to work a practical joke, they will select some other victim than Deacon Wm. Connor.

### Turned Down a Questionable Scheme.

Grand Rapids, April 7—A large and enthusiastic meeting of Grand Rapids Council, No. 131, United Commercial Travelers, was held Saturday evening, April 5. A large amount of business was transacted, including the accepting of six applications for membership.

The proposition made some time ago by Brother L. H. Johnson, of Cincinnati Council, No. 2, for the getting up of an advertising book, was laid on the table.

A committee consisting of Brothers J. H. Taylor, J. G. Benjamin and G. G. Watson was appointed to take charge of the arrangements for a card party Saturday evening, April 10, at the Council rooms. Franklin Pierce, T. E. Dryden, Henry Snitseler and A. T. Driggs were appointed a committee to see what arrangements could be made for train service to Flint in May to attend the Grand Council meeting and also for hotel accommodations for the Grand Rapids delegation, who expect to go very strong.

Don't forget the card party Saturday evening, April 10. Ja Dee.

Gloomy weather causes gloomy thoughts, and gloomy thoughts make dull flashes.

## The Warwick

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

A. B. GARDNER, Manager.

## A First Class Hotel

Is always well partitioned. Ask any good traveling man which is THE first-class hotel of Grand Rapids and he will invariably say the LIVINGSTON.

## As Good As Gold-- And Cheaper

## Two Orphans Cigars

## Duke's Mixture Smoking Tobacco

A deal that pays you 91 per cent. profit. The biggest deal ever offered the retailer.

### We Will Sell You

1000 Two Orphans Cigars at	- - -	\$33 00
25 pounds Duke's Mixture	- - -	Free
		\$33 00
Cash less 2 per cent.	- - -	66
Cost to you	- - -	\$32 34

### You Sell

1000 Two Orphans at 5c	- - -	\$50 00
25 pounds Duke's, per package, 5c	- - -	12 00
Goods sell	- - -	\$62 00
Goods cost	- - -	32 34
PROFIT	- - -	\$29 66
OR	- - -	91 per cent.

The Two Orphans Cigar is made by the American Cigar Co., is a strictly long filler, Sumatra wrapped cigar and has always sold at \$35.00. Duke's Mixture is made by the American Tobacco Co., and is one of the largest sellers in the west, so that the proposition we give you makes this the **biggest deal in the history of the trade.** It has never been equaled.

## Steele-Wedeles Company,

Chicago, U. S. A.

Be sure and Mention Michigan Tradesman in order to get the advantage of these prices.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
**HENRY HEIM, Saginaw** - Dec. 31, 1902  
**WIST F. DOTY, Detroit** - Dec. 31, 1903  
**JOHN D. MUIR, Grand Rapids** - Dec. 31, 1905  
**ARTHUR H. WEBBER, Cadillac** - Dec. 31, 1906

President,  
**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.**

### Use of Card System in Filing Prescriptions.

Of the many systems for filing prescriptions there is none so cumbersome and disagreeable as the book file. Its faults are obvious to every user, but there is hardly a druggist who has not used it at one time or another, its use on account of routine being almost universal. Where the pharmacist does a good prescription business these books accumulate very rapidly, since only 500 to 1,000 prescriptions can be safely filed in each book.

To point out the main objection to this system, let us suppose that clerk No. 1 is putting up prescription No. 5,509 and that at the same time clerk No. 2 wishes to compound prescription No. 5,530, which is located a few pages after the first prescription, and both are required at once. The result will be that the book is planked on the prescription counter, with two clerks looking daggers at each other when one or the other turns to his place in the book; and when the prescription needs checking then one clerk must wait until the other is ready. Of course, when two prescriptions are contained in separate books, this is not likely to happen, but think of the desk or table space taken up by two large folios wide open! In the meantime the prescriptions become soiled by contact, as the two pages usually contain anywhere from ten to twenty prescriptions. The constant opening of the heavy prescription books, too, cracks the binding, starts the leaves and gradually loosens the pages.

The only system that should appeal to the up-to-date pharmacist is the card system.

This is a system of the utmost simplicity, and where it is to be introduced the following plan is suggested:

Procure 1,000 4x5 or 4x6 perforated cards and an iron document box fitted with a movable rod. Paste each prescription on a card as it is received, and if a triplicate check system is used, paste the first check with customer's name, address and price on the left hand top corner of the prescription; then, if it is desired to jot down any remarks on the prescription, such as price on 2 X (double quantity), weight of mass, size of capsule, shape of pills, make, use, etc., they may be noted in the space underneath the check. After filling the prescription orders are placed on an ordinary stick file until the next morning when they are put away in a box. The box is fitted with a wooden block for keeping the cards flat, as they are apt to curl when freshly pasted with ordinary label paste. Time and a little pressure straightens them so that they take up little space.

The ease with which a prescription may be repeated using this system can be easily demonstrated. One simply thumbs over the cards to the right number, pulls out the card, places it on the

counter where it is not in the way, and then compounds the prescription independently and individually. When the prescription is made up the card containing the prescription order is again placed on file and recorded as repeated.

It is well to note any change of address on repetitions, as the address feature may at times pay for the whole outfit. If it is desired to send circulars to prospective customers in the neighborhood, these addresses are worth \$5 to \$10 a thousand, that being the amount very often paid for the names of bona fide drug consumers. These names are of people who have confidence in the sender, and advertising sent in this way is sure to bring returns. When the druggist becomes thoroughly familiar with this system a handsome and durable card index cabinet may be invested in. And the arrangement can be exhibited with advantage to physicians and customers, since such things reflect credit on the dispenser and are just as essential to a modern store as a complete stock.

The card system is within the reach of all classes of pharmacists, whether they compound five or 500 prescriptions a day. The cost of cards is from 50 cents to \$1.25 per 1,000, according to quality and quantity, and the original outfit can be started in a wooden box made to fit the cards. Emile Brunor.

### New Method of Making Milk Digestible.

A pint of milk is gently warmed. Into it is dropped, very slowly and with constant stirring, about 20 minims of dilute hydrochloric acid. The milk should be stirred until it cools. In this way a very fine flocculent coagulum is produced, floating in the whey, which is easily accessible to the digestive secretions, while the whole fluid has lost somewhat of the fat and cloying taste which makes it unacceptable to so many. It will be noticed that milk prepared in this way differs from the various wheys in the highly important particular that the casein is retained and used, instead of being separated out as a distinct product, while it avoids the bitterness of pancreatinized milk.

Robert T. Edes.

### To Keep Ants Away.

If annoyed excessively by swarms of ants which infest the bottling table, syrup pails, and everything about the place, it is recommended that balsam Peru be used. Rub a thin film of it around near the bottom of the table legs and renew the application about once in three weeks. This will keep them away. One drop of the balsam spread around the top of syrup measures will keep them out. Boil one ounce balsam Peru in one gallon of water for thirty minutes and sponge this water while hot over wooden floors and walls and it will keep ants away for a long time.

### Good Disinfectant.

Dissolve half a drachm of nitrate of lead in a pint of boiling water, then dissolve two drachms of common salt in eight quarts of water. Pour the two mixtures together. After the sediment has settled the liquid is a saturated solution of chloride of lead. A cloth dipped in it and hung up in a room will purify a fetid atmosphere. It may also be used to pour down a sink, drain or water closet. This is very cheap, as a pound of nitrate of lead will make several barrelsful of the disinfectant.

When a husband runs across an old love letter he wrote to his wife, he always laughs, but his wife cries.

### Soothing Application For Burns.

There is perhaps no injury that is the cause of more intense suffering than burns, and none in which the victim begs more piteously for relief. A number of new remedies have been brought before the profession during the past decade, some of which are far superior to those used a quarter of a century ago when the old carron oil was the standard remedy.

For years I used a dressing of castor oil, to which was added one or two drams each of carbolic acid and acetate of lead. Finally I learned somewhere of the use of a mixture of castor oil with white of egg, and found it so much better than anything else I had ever known that I now rely entirely upon that. It is easily obtained, which is not true of some of the new remedies. It is cheap, and easily prepared and used. It certainly allays the pain quicker and causes the surface to heal more rapidly than anything I have ever used.

B. P. Wilson.

### Paint to Prevent Tin From Rusting.

It has long since been determined by scientific researches that linseed or any other oil is not impervious to water; on the contrary that they soak up water almost like a sponge, hence some other preparations are required to protect metal from rust in the presence of water. We would recommend that the cans be first thoroughly cleaned, to remove all grease, etc., with soda water, then rinsed and thoroughly dried. Now a thin coat of equal parts white lead and zinc, thinned with turpentine and a little coach japan, to which good varnish—say a tablespoonful to each half pint of paint—is added, should be given, and when this is dry, a coat of enamel made from zinc in damar varnish, colored to suit fancy, thinned with a little turpentine and mixed with sufficient hard-drying coach varnish to work freely, applied as a finish. If each coat could be conveniently baked from four to six hours at a temperature of about 150 deg. Fahrenheit, it would resist water far better than the air-dried paint.

### The Drug Market.

Opium—Is dull and lower in sympathy with the primary market.  
 Morphine—Is unchanged.

Quinine—On account of higher prices paid for bark at the Amsterdam sale last Thursday another advance is expected.

Beeswax—Is very scarce and higher.

Cocaine—Has declined 25c per ounce on account of competition.

Cocoa Butter—Has advanced both here and abroad.

Cod Liver Oil—Continues to advance on account of higher prices in the primary market.

Glycerine—Continues very firm owing to higher price for crude and another advance is looked for.

### Patents Sold in Bulk.

A cut-rate druggist in Boston advertises to open any original bottle of the well-known patent medicines and sell two, four or more ounces at the proportionate price of a full bottle. For an explanation of this novel method of merchandising he claims that there are many people who would like to try some of the largely advertised remedies, but who do not feel inclined or able to purchase a full bottle of the preparation. So to please his patrons he will break the seal, uncork and dispense any amount of any proprietary called for. The first day's experience with remedies on draught was quite satisfactory to him and his customers seemed to take to the innovation.—Printer's Ink.

## FIREWORKS

Flags and  
 Celebration Goods for

July 4th

Public  
 Displays  
 a Specialty

Our line will be shown  
 by our travelers,

A. W. Stevenson  
 Wm. H. Vaughan

and, as usual, will be

### The Largest in Michigan

Many new and popular novelties and all the staples. Place your orders early and get your share of the plums. We solicit your orders for

Fishing Tackle, Sporting Goods,  
 Hammocks and School Supplies

FRED BRUNDAGE

Wholesale Druggist, Muskegon, Mich.

## 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.

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

## 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.

## PARIS GREEN LABELS

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100 labels, 25 cents  
 200 labels, 40 cents  
 500 labels, 75 cents  
 1000 labels, \$1.00

Labels with merchant's name printed thereon, \$2 per 1000. Orders can be sent through any jobbing house at the Grand Rapids market.

TRADESMAN  
 COMPANY,  
 GRAND RAPIDS, MICH.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Beeswax.  
Declined—Opium.

Acidum		Conium Mac.		Sella Co.		Menthol		Selditz Mixture		Linseed, pure raw	
Aceticum	6 3/4	8	Copaiba	1 1/2	1 25	Tolutan	2	50	Morphia, S. P. & W.	2 25	2 50
Benzoleum, German.	70 1/2	75	Cubeba	1 30	1 35	Prunus virg.	2	50	Morphia, S. N. Y. Q.	2 15	2 40
Boracae	17		Exechthitos	1 00	1 10				Morphia, Mal.	2 15	2 40
Carbolicum	24 1/2	27	Erigeron	1 00	1 10	Tinctures			Myristica, No. 1	65	80
Citricum	43 1/2	45	Gaultheria	2 00	2 10	Aconitum Napellis R	60		Atropo Belladonna	60	
Hydrochlor.	3 1/2	5	Geranium, ounce	50	60	Aconitum Napellis F	60		Aloes	60	
Nitroceum	8 1/2	10	Gossippil, Sem. gal.	50	60	Aloes and Myrrh	60		Arnica	60	
Oxallium	12 1/2	14	Hedera	1 65	1 70	Assafetida	60		Assafetida	60	
Phosphorium, dil.	12 1/2	14	Juniper	1 50	2 00	Atropo Belladonna	60		Aurant Cortex	60	
Sallylicum	50 1/2	53	Lavendula	90	2 00	Benzoin	60		Benzoin	60	
Sulphuricum	1 1/2	2 0	Limonis	1 15	1 25	Benzoin Co.	60		Barosma	60	
Tannicum	1 10	1 20	Mentha Piper	2 10	2 20	Cantharides	60		Cantharides	60	
Tartaricum	3 1/2	4 0	Mentha Verid.	1 80	2 00	Capicum	60		Cardamon	60	
Ammonia			Morruha, gal.	1 10	1 20	Cardamon Co.	60		Castor	60	
Aqua, 16 deg.	4 1/2	6	Myrra	4 00	4 50	Catechu	60		Cinchona	60	
Aqua, 20 deg.	6 1/2	8	Olive	75	3 00	Cinchona Co.	60		Columba	60	
Carbonas	13 1/2	15	Pisic Liquida	10	12	Cubeba	60		Cassia Acutifol	60	
Chloridum	12 1/2	14	Pisic Liquida, gal.	1 00	1 06	Cassia Acutifol Co.	60		Digitalis	60	
Aniline			Rosmarin	1 00	1 06	Ergot	60		Ferri Chloridum	60	
Black	2 00	2 25	Rosae, ounce	6 00	6 45	Gentian	60		Gentian Co.	60	
Brown	80	1 00	Succin	40	45	Gulaca	60		Gulaca ammon	60	
Red	45	50	Santal	2 75	2 75	Hyoeyamum	60		Iodine	60	
Yellow	2 50	3 00	Sassafras	55	60	Iodine, colorless	60		Kino	60	
Bacca			Sinapis, ess., ounce	1 50	1 60	Lobelia	60		Myrrh	60	
Cubeba, po. 25	22 1/2	24	Tigil	1 50	1 60	Nux Vomica	60		Opil	60	
Juniperus	6 1/2	8	Thyme	40	50	Opil, comphorated	60		Opil, deodorized	60	
Xanthoxylum	1 70	1 75	Thyme, opt.	1 00	1 20	Quassia	60		Rhatany	60	
Balsamum			Theobromas	15	20	Rhel	60		Rhel	60	
Copaiba	50	55	Potassium			Sanguinaria	60		Serpentaria	60	
Peru	6 1/2	8	Bi-Carb.	15	18	Stromonium	60		Tolutan	60	
Terabin, Canada	60	65	Bichromate	13	15	Valerian	60		Valerian	60	
Tolutan	45	50	Bromide	52	57	Veratrum Veride.	60		Zingiber	60	
Cortex			Carb	12	15	Miscellaneous			Aether, Spts. Nit. 4 F	30	35
Abies, Canadian	18		Chlorate, po. 17@19	16	18	Alumen	2 1/2	3	Aether, Spts. Nit. 2 F	34	38
Cassia	12		Cyanide	34	38	Alumen, gro'd, po. 7	30	4	Alumen	2 1/2	3
Cinchona Flava	18		Iodide	2 30	2 40	Annatto	40	50	Alumun, gro'd, po. 7	30	4
Conyuncus atropurp.	30		Potassa, Btart, pure	28	30	Antimonil, po.	40	5	Annatto	40	50
Euonymus atropurp.	20		Potassa, Btart, com.	28	30	Antimonil et Potass T	40	50	Antipyrin	40	50
Myrica Cerifera, po.	30		Potass Nitras, opt.	7	10	Antipyrin	40	50	Antifebrin	40	50
Prunus Virgini	18		Potass Nitras	6	8	Argent Nitras, oz.	40	50	Argent Nitras, oz.	40	50
Quillaja, gr'd	12		Prussiate	23	26	Arsenicum	10	12	Balm Gilead Buds.	45	50
Sassafras, po. 15	12		Sulphate po.	15	18	Bismuth S. N.	1 65	1 70	Calcium Chlor., 1s.	9	10
Ulmus, po. 18, gr'd	20		Radix			Calcium Chlor., 1/4s.	10	12	Calcium Chlor., 1/4s.	10	12
Extractum			Aconitum	20	25	Cantharides, Rus. po	80		Cantharides, Rus. po	80	
Glycyrrhiza Glabra	24	25	Althe	30	33	Caplei Fructus, af.	15		Caplei Fructus, af.	15	
Glycyrrhiza, po.	28	30	Anchusa	10	12	Caplei Fructus, po.	15		Caplei Fructus, po.	15	
Hæmatox, 15 lb. box	11	12	Arum po.	2	25	Carophyllus, po. 15	14		Carmine, No. 40	3 00	
Hæmatox, 1s.	13	14	Calamus	20	40	Cera Alba	55	60	Cera Flava	40	42
Hæmatox, 1/4s.	14	15	Gentiana, po. 15	12	15	Coccus	40	40	Cassia Fructus	35	
Hæmatox, 1/4s.	16	17	Glycyrrhiza, pv. 15	16	18	Cassia Fructus	35		Centraria	10	10
Ferru			Hydrastis Canaden.	6	75	Centraria	10	10	Cetaceum	45	6
Carbonate Precip.	15		Hydrastis Can.	12	15	Chloroform	55	60	Chloroform	55	60
Citrate and Quinla.	2 25		Hellebore, Alba, po.	12	15	Chloroform, squibbs	1 10		Chloral Hyd Crst.	1 35	1 60
Citrate Soluble	75		Iris plox, po. 35@38	3 60	3 75	Chondrus	20	25	Cinchonidine, P. & W	35	48
Ferrocyanidum Sol.	40		Iris plox, po. 35@38	3 60	3 75	Cinchonidine, Germ.	35	48	Cinchonidine, Germ.	35	48
Solut. Chloride	15		Jalapa, pr.	25	30	Cocaine	4 55	4 75	Cocaine	4 55	4 75
Sulphate, com'l.	2		Maranta, 1/4s.	22	25	Corks, list, dis. pr. ct.	75		Creosotum	45	5
Sulphate, com'l, by	80		Podophyllum, po.	22	25	Creta	2	2	Creta	2	2
Sulphate, pure	7		Rhel	75	1 00	Creta, prep.	9	11	Creta, prep.	9	11
Flora			Rhel, cut.	75	1 25	Creta, Rubra	25	30	Crocus	25	30
Arnica	15	18	Rhel, pv.	75	1 35	Cudbear	24	24	Cupul Sulph.	6 1/2	8
Anthemis	22	25	Spigelia	35	38	Dextrine	70	10	Ether Sulph.	75	92
Matricaria	30	35	Sanguinaria, po. 15	35	38	Emery, all numb.	8	8	Emery, po.	8	8
Folia			Serpentaria	50	55	Emery, po.	8	8	Flake White	85	90
Barosma	30	40	Senega	60	65	Flake White	85	90	Galla	12	15
Cassia Acutifol, Tin-	20	25	Smlax, officinalis H.	40	45	Gambler	80	9	Gelatlin, Cooper	60	60
Cassia Acutifol, Ail.	25	30	Smlax, M.	10	12	Gelatlin, French	35	60	Gelatlin, French	35	60
Salvia officinalis, 1/4s	12	20	Scilla	10	12	Glasswa, flint, box	75	5	Glasswa, flint, box	75	5
Uva Ursi	8	10	Symplocarpus, Foeti-	25	30	Glue, brown	11	13	Glue, white	15	25
Gummi			us, po.	25	30	Glycerina	17 1/2	25	Glycerina	17 1/2	25
Acacia, 1st picked	6	65	Valeriana, Eng. po. 30	15	20	Grana Paradisi	25	55	Humulus	25	55
Acacia, 2d picked	6	35	Valeriana, German	15	20	Hydrarg Chlor Mite	1 00		Hydrarg Chlor Mite	1 00	
Acacia, 3d picked	6	35	Zingiber a	14	16	Hydrarg Chlor Rub'm	1 10		Hydrarg Ox Rub'm	1 10	
Acacia, sifted sorts.	45	65	Zingiber j.	25	27	Hydrarg Ammonlati	1 20		Hydrarg Unguentum	50	60
Acacia, po. 15	12	14	Semen			Hydrargyrum	85		Indigo	75	100
Aloe, Barb. po. 18@20	12	14	Ansum	15	15	Ichthyobolia, Am.	65	70	Iodine, Resubli.	3 40	3 60
Aloe, Cape, po. 15	12	14	Apium (graveleons).	13	15	Indigo	75	100	Iodoform	3 60	3 85
Aloe, Socotri, po. 40	12	14	Bird, 1s.	4	6	Lupulin	50		Lupulin	50	
Ammoniac	55	60	Carul.	10	11	Magnesia, Sulph.	65	70	Magnesia, Sulph.	65	70
Assafetida	25	40	Cardamon	1 25	1 75	Magnesia, Sulph, bbl	1 1/2		Mannia, S. F	50	60
Benzoleum	50	55	Cardamon	1 25	1 75						
Catechu, 1s.	6	13	Coriandrum	8	10						
Catechu, 1/4s.	6	16	Cannabis Sativa	4 1/2	6						
Catechu, 1/4s.	6	16	Cydonium	75	1 00						
Camphora	64	69	Chenopodium	15	16						
Euphorbium, po. 35	60	80	Dipterix Odorata	1 00	1 10						
Galbanum	1 00		Foeniculum	7	9						
Gamboge	75	80	Lini	3 1/2	5						
Guaiacum, po. 35	35	35	Lini, gr'd.	3 1/2	5						
Kino	60	75	Lobelia	1 50	1 55						
Mastic	60	60	Pharlaris Canarian.	4 1/2	5						
Myrrh	40	45	Rapa	4 1/2	5						
Opil	3 20	3 25	Sinapis Alba	9	10						
Shellac	35	45	Sinapis Nigra	11	12						
Shellac, bleached	40	45	Spiritus								
Tragacanth	70	1 00	Frumentil, W. D. Co.	2 00	2 50						
Herba			Frumentil, D. F. R.	2 00	2 25						
Abstinthium, oz. pkg	25		Frumentil	1 25	1 50						
Eupatorium, oz. pkg	25		Juniperis Co. O. T.	1 65	2 30						
Lobelia, oz. pkg	25		Juniperis Co.	1 75	2 50						
Majorum, oz. pkg	25		Saacharum N. E.	1 90	2 10						
Mentha Pip. oz. pkg	25		Spt. Vini Galli.	1 75	6 50						
Mentha Vir. oz. pkg	25		Vini Oporto	1 25	2 00						
Rue, oz. pkg	25		Vini Alba	1 25	2 00						
Tanacetum V oz. pkg	25		Sponges								
Thymus, V. oz. pkg	25		Florida sheeps' wool	2 50	2 75						
Magnesia			Nassau sheeps' wool	2 50	2 75						
Calcined, Pat.	55	60	Velvet extra sheeps'	2 50	2 75						
Carbonate, Pat.	18	20	wool, carriage	1 50							
Carbonate, K. & M.	18	20	Extra yellow sheeps'	1 25							
'arbonate, Jennings	18	20	wool, carriage	1 25							
Oleum			Grass sheeps' wool,	1 00							
Abstinthium	7 00	7 20	carriage	1 00							
Amygdalae, Dulc.	38	65	Hard, for slate use	75							
Amygdalae, Amarae.	8 00	8 25	Yellow Reef, for	1 40							
Anisi	1 60	1 65	slate use	1 40							
Aurant Cortex	2 10	2 20	Syrups								
Bergamill	2 60	2 75	Acacia	50	50						
Caliput	80	85	Aurant Cortex	50	50						
Caryophyll	75	80	Zingiber	50	50						
Cedar	80	85	Ipecac	50	50						
Chenopadi	2 75	2 80	Ferri Iod.	50	50						
Cinnamon	1 15	1 25	Rhel Arom.	50	50						
Citronella	35	40	Smlax Officinalis	50							



## GROCERY PRICE CURRENT

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

ADVANCED  
White FishDECLINED  
Scaled HerringIndex to Markets  
By Columns

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

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



BAKING POWDER	Egg	doz.	gross
Mica, tin boxes.....	75	9 00	
Paragon.....	55	6 00	

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

BATH BRICK	American	English	doz.	gross
10 size.....	90			
1/4 lb. cans 1 35				
6 oz. cans 1 90				
1/4 lb. cans 2 50				
3/4 lb. cans 3 75				
1 lb. cans 4 80				
3 lb. cans 13 00				
5 lb. cans 21 50				

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



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

BRUSHES	Fiber.....	1 00
	Russian Bristle.....	3 00
	Discount, 33% in doz. lots.	
	Solid Back, 8 in.....	45
	Solid Back, 11 in.....	45
	Pointed Ends.....	85

SHOE	No. 8.....	1 00
	No. 7.....	1 20
	No. 4.....	1 70
	No. 3.....	1 90

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

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

CANDLES	Electric Light, 8s.....	12
	Electric Light, 16s.....	12 1/2
	Paraffine, 6s.....	10 1/2
	Paraffine, 12s.....	11
	Wicking.....	20

## 2

CANNED GOODS	Apples	1 10
	3 lb. Standards.....	3 25
	Gallons, standards.....	80

Blackberries	Standard.....	80
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Beans	Baked.....	1 00
	Red Kidney.....	75
	String.....	70
	Wax.....	70

Blueberries	Standard.....	90
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Brook Trout	2 lb. cans, Spiced.....	1 90
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Clams	Little Neck, 1 lb.....	1 00
	Little Neck, 2 lb.....	1 50

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

Cherries	Red Standards.....	White
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Corn	Fair.....	80
	Good.....	85
	Fancy.....	1 00

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

Gooseberries	Standard.....	90
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Hominy	Standard.....	85
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Lobster	Star, 1/2 lb.....	2 15
	Star, 1 lb.....	3 60
	Picnic Tails.....	2 40

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

Mushrooms	Hotels.....	18@20
	Buttons.....	22@25

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

Peaches	Pie.....	1 65
	Yellow.....	21 85

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

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

Plums	Plums.....	85
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Pineapple	Grated.....	1 25
	Sliced.....	1 35

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

Raspberries	Standard.....	1 15
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Russian Caviar	1/4 lb. cans.....	3 75
	1/2 lb. cans.....	7 00
	1 lb. can.....	12 00

Salmon	Columbia River, talls.....	1 85
	Columbia River, flats.....	2 00
	Red Alaska.....	1 30
	Pink Alaska.....	1 00

Shrimps	Standard.....	1 50
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Sardines	Domestic, 1/2s.....	3 1/2
	Domestic, 1/4s.....	11@14
	Domestic, Mustard.....	17@24
	California, 1/4s.....	7@14
	French, 1/4s.....	7@14
	French, 1/2s.....	18@28

Strawberries	Standard.....	1 25
	Fancy.....	1 50
	Good.....	1 00
	Fancy.....	1 20
	Tomatoes.....	3 60

## 3

## CARBON OILS

Barrels	doz.	gross
Eocene.....	@11	
Perfection.....	@10	
Diamond White.....	@12 1/2	
D. S. Gasoline.....	@10 1/2	
Deodorized Naphtha.....	@34	
Cylinder.....	@22	
Engine.....	@19	
Black, winter.....	@10 1/2	

## CATSUP

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

## CHEESE

Aome.....	@13 1/2
Amboy.....	@12
Elsie.....	@12
Emblem.....	@12
Gem.....	@12
Gold Medal.....	@12
Ideal.....	@12
Jersey.....	@14
Riverside.....	@12
Brick.....	@14 1/2
Edam.....	@20
Lelden.....	@17
Limbarger.....	@13 1/2
Pineapple.....	@20 1/2
Sap Sago.....	@19 1/2

## CHEWING GUM

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

## CHICORY

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

## CHOCOLATE

German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

## CLOTHES LINES

60 ft, 3 thread, extra.....	1 00
72 ft, 3 thread, extra.....	1 40
90 ft, 3 thread, extra.....	1 70
60 ft, 6 thread, extra.....	1 29
72 ft, 6 thread, extra.....	1 40
90 ft, 6 thread, extra.....	1 70
120 ft, 6 thread, extra.....	1 50

## Cotton Victor

50 ft.....	80
60 ft.....	95
70 ft.....	1 10
80 ft.....	1 20
90 ft.....	1 40
100 ft.....	1 65
120 ft.....	1 85

## Cotton Braided

40 ft.....	55
50 ft.....	70
60 ft.....	80
70 ft.....	90
80 ft.....	1 00
90 ft.....	1 10
100 ft.....	1 20

## COCOA

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

## COCOANUT

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

## COCOA SHELLS

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

## COFFEE

## Roasted

## AIC

## HIGH GRADE

## COFFEES

Special Combination.....	15
French Breakfast.....	17 1/2
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Mocha.....	26
Supreme, Java and Mocha.....	27
F. M. C. brands.....	
Mandehling.....	30 1/2
Purity.....	28
No. 1 Hotel.....	28
Monogram.....	26
Special Hotel.....	23
Parkerhouse.....	21
Honolulu.....	17
Fancy Maracaibo.....	16
Maracaibo.....	13
Porto Rican.....	15
Marxco.....	11 1/2
Teller Coffee Co. brands.....	
No. 9.....	8 1/2
No. 10.....	9 1/2
No. 12.....	12
No. 14.....	14
No. 16.....	16

## 4

No. 18.....	18
No. 20.....	20
No. 22.....	22
No. 24.....	24
No. 26.....	26
No. 28.....	28
Belle Isle.....	20
Red Cross.....	24
Colonial.....	26
Junco.....	28
Koran.....	14
Delivered in 100 lb. lots.	

## Rio



6

## Linen Lines

Small.....	20
Medium.....	26
Large.....	34

## Poles

Bamboo, 14 ft., per doz.....	50
Bamboo, 16 ft., per doz.....	60
Bamboo, 18 ft., per doz.....	80

## FLAVORING EXTRACTS

**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 1 15	No. 3 fan'y 1 25

**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
3 oz.....	1 00
6 oz.....	2 00
No. 4 T.....	1 50
No. 3 T.....	2 00
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.....	6 1/2 @ 10
Carcass.....	6 @ 6 1/2
Forequarters.....	6 @ 10 1/2
Hindquarters.....	9 @ 18
Loins.....	8 @ 13
Ribs.....	7 1/2 @ 8 1/2
Chucks.....	4 @ 5
Plates.....	

## Pork

Dressed.....	@ 7
Loins.....	1 1/4 @ 11
Boston Butts.....	@ 8 1/2
Shoulders.....	@ 8 1/2
Leaf Lard.....	@ 10

## Mutton

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

## Veal

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

Knox's Sparkling.....	1 20
Knox's Sparkling, pr gross.....	14 00
Knox's Acidulated.....	1 20
Knox's Acidulated, pr gross.....	14 00
Oxford.....	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.....	75
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## Winter Wheat Flour

Local Brands.....	
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Patents.....	4 40
Second Patent.....	3 80
Straight.....	3 70
Second Straight.....	3 40
Clear.....	3 10
Graham.....	3 40
Buckwheat.....	4 30
Rye.....	3 20
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond 1/2s.....	3 85
Diamond 1/4s.....	3 85
Diamond 1/8s.....	3 85
Worden Grocer Co.'s Brand	
Quaker 1/2s.....	4 00
Quaker 1/4s.....	4 00
Quaker 1/8s.....	4 00

## Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s.....	4 25
Pillsbury's Best 1/4s.....	4 15
Pillsbury's Best 1/8s.....	4 15
Pillsbury's Best 1/2s paper.....	4 15
Pillsbury's Best 1/4s paper.....	4 15
Pillsbury's Best 1/8s paper.....	4 15
Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.....	4 30
Duluth Imperial 1/4s.....	4 20
Duluth Imperial 1/8s.....	4 10
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.....	4 30
Wingold 1/4s.....	4 20
Wingold 1/8s.....	4 10

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## Olney &amp; Judson's Brand

Ceresota 1/2s.....	4 35
Ceresota 1/4s.....	4 15
Ceresota 1/8s.....	4 15
Worden Grocer Co.'s Brand	
Laurel 1/2s.....	4 30
Laurel 1/4s.....	4 20
Laurel 1/8s.....	4 10
Laurel 1/2s and 1/4s paper.....	4 10

## Meal

Bolton.....	2 60
Granulated.....	2 80
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.....	45 1/2
Car lots, clipped.....	48 1/2
Less than car lots.....	

## Corn

Corn, car lots.....	18
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## Hay

No. 1 Timothy car lots.....	10 00
No. 1 Timothy ton lots.....	1 100

## HERBS

Sage.....	15
Hops.....	15
Laurel Leaves.....	15
Sassa Leaves.....	98

## 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.....	1 75
30 lb. palls.....	67

## LICORICE

Pure.....	20
Calabria.....	33
Sicily.....	14
Root.....	10

## LYE

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

## MEAT EXTRACTS

Armour & Co.'s, 2 oz.....	4 45
Liebig's, 2 oz.....	2 75

## MOLASSES

New Orleans.....	
Fancy Open Kettle.....	40
Choice.....	35
Fair.....	25
Good.....	22

## MUSTARD

Horse Radish, 1 doz.....	1 75
Horse Radish, 2 doz.....	3 50
Rayle'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
Mazanzilla, 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, Royal, assorted.....	1 20
No. 20, Rover, enameled.....	1 00
N. 572, Special.....	1 75
No. 98, Golf, satin finish.....	2 00
No. 98, Bicycle.....	2 00
No. 632, Tournament Whist.....	2 25

## POTASH

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

## PROVISIONS

Barreled Pork.....	
Mess.....	@ 16 50
Back.....	@ 17 75
Clear back.....	@ 18 25
Short cut.....	@ 17 00
Pig.....	@ 20 00
Bean.....	@ 16 10
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, 18 lb. average.....	@ 11 1/2
Hams, 20 lb. average.....	@ 12
Ham dried beef.....	@ 8 1/2
Shoulders (N. Y. cut).....	@ 11 1/2
Bacon, clear.....	@ 10 1/2
California hams.....	@ 11 1/2
Boiled Hams.....	@ 17
Picnic Boiled Hams.....	@ 12
Berlin Ham pr's'd.....	@ 9 1/2
Mince Hams.....	@ 9 1/2

8

## Lard

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

## Sausages

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

## Beef

Extra Mess.....	10 00
Boneless.....	10 75
Rump, New.....	11 00

## 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

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

## Canned Meats

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

## RICE

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



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

## Imported

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



Best grade Imported Japan, 3 pound pockets, 33 to the bale..... 6  
Cost of packing in cotton pockets only 1/2c more than bulk.

## SALERATUS

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

## SAL SODA

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

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## SALT

## Buckeye

100 3 lb. bags.....	3 00
50 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, 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
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## Higgins

56 lb. dairy in linen sacks.....	60
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## Solar Rock

56 lb. sacks.....	25
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## Common

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

## SALT FISH

Cod.....	@ 6
Georges genuine.....	@ 6 1/2
Georges selected.....	@ 7
Grand Bank.....	@ 6
Strips or bricks.....	6 1/4 @ 10 1/4
Pollock.....	@ 3 1/2

## Halibut

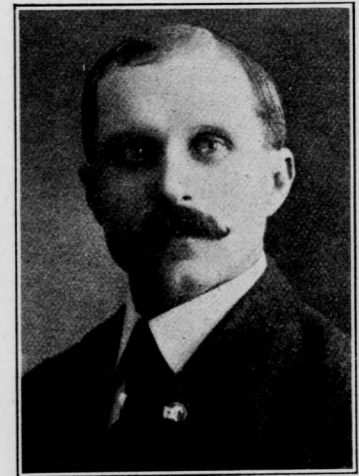
Strips.....	14
Chunks.....	15 1/2



## SUCCESSFUL SALESMEN.

Myron N. Ryder, Representing the Mankato Mills Co.

Myron N. Ryder was born in Leroy township, Calhoun county, Michigan, July 3, 1863, his father being a farmer. At the age of 3 years, the family removed to a farm southwest of Marshall, where he attended district school. He graduated from the Clark Business College at Erie, Pa., after which he returned to the farm, where he remained one year. He then went to Rawlins, Wyoming, and herded cattle two years. He next engaged in business on his own account, purchasing horses and cattle. After one year he returned to Michigan and took the management of the farm for two years. He then accepted a position as traveling salesman for Dudley P. Palmer, cigar jobber of Marshall, covering Michigan. At the end of six months he engaged in the wholesale cigar business on his own account, with



Marshall as headquarters. One year later he engaged to travel for Thurber, Whyland & Co., with whom he remained one year and nine months, covering Michigan in the interest of their cigar department. He then represented the Wisconsin Chair Co. of Port Washington, Wis., his territory being Michigan. He remained with this house one and one-half years. He then covered Wisconsin and Michigan for the Sheboygan Knitting Co. four and a half years. At the end of that time he accepted a position with the Lamb Glove & Mitten Co. of Perry, to travel in Michigan and Wisconsin, with whom he remained four years, when he signed with Thomas Long & Co., wholesale jewelers of Boston, to cover Michigan and Wisconsin, with whom he remained four months. The Mankato Mills Co. offered him a position as traveling representative in Dakota, which territory he covered for three months and was then assigned Michigan, which trade he is still visiting. On his way to Marshall, December 16, he had the misfortune to break his ankle at Chicago and was confined to his home for several weeks.

Mr. Ryder was married in 1895 to Miss Edith McLaughlin, of Traverse City, who died July 22, 1901, at Marshall, as the result of an operation. He is a member of Ceresco Lodge No. 252 and Marshall Encampment No. 2, I. O. O. F., and K. O. T. M. No. 105. He is a member of the Episcopal church at Marshall.

There is but one spectacle sadder than a neglected wife, and that is a neglected husband.

## 12

Bamboo, 16 oz.	27
1 X L, 5 lb.	27
1 X L, 16 oz. pails.	31
Honey Dew	37
Gold Block	37
Flagman	41
Chips	34
Klin Dried	22
Duke's Mixture	38
Duke's Cameo	40
Myrtle Navy	40
Yum Yum, 1 1/2 oz.	40
Yum Yum, 1 lb. pails.	38
Cream	37
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1 lb.	22
Pow Boy, 1 1/2 oz.	40
Pow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. pails	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21

## TABLE SAUCES

## LEA &amp; PERRINS' SAUCE



The Original and Genuine Worcestershire.

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

## TWEED

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

## VINEGAR

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

## WASHING POWDER

Diamond Flake.	2 75
Gold Brick.	3 25
Gold Dust, regular.	3 95
Gold Dust, 5c.	3 75
Kirkoline, 24 lb.	3 65
Pearline.	2 65
Soapine.	2 45
Scourine.	3 80
Babbitt's 1776.	2 75
Roseline.	3 00
Armour's.	3 70
Nine O'clock.	3 15
Wisdom.	3 80

## Rub-No-More

Rub-No-More.	3 50
Scourine.	3 50

## WICKING

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

## WOODENWARE

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

## Bradley Butter Boxes

2 lb. size, 24 in case.	72
3 lb. size, 16 in case.	68
5 lb. size, 12 in case.	63
10 lb. size, 6 in case.	60

## Butter Plates

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

## Churns

Barrel, 5 gals., each.	2 40
Barrel, 10 gals., each.	2 55
Barrel, 15 gals., each.	2 70

## Clothes Pins

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

## Egg Crates

Humpty Dumpty	2 25
No. 1, complete	29
No. 2, complete	18

## Faucets

Cork lined, 8 in.	38
Cork lined, 9 in.	65
Cork lined, 10 in.	85
Cedar, 8 in.	60

## Mop Sticks

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

## 13

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

## Toothpicks

Hardwood	2 50
Softwood	2 75
Banquet.	3 00
Ideal.	1 50

## Traps

Mouse, wood, 2 holes.	22
Mouse, wood, 4 holes.	45
Mouse, wood, 6 holes.	65
Mouse, tin, 5 holes.	80
Rat, wood.	75
Rat, spring.	75

## Tubs

20-inch, Standard, No. 1.	6 00
18-inch, Standard, No. 2.	5 00
16-inch, Standard, No. 3.	4 00
20-inch, Cable, No. 1.	6 50
18-inch, Cable, No. 2.	6 00
16-inch, Cable, No. 3.	5 00
No. 1 Fibre.	9 45
No. 2 Fibre.	7 95
No. 3 Fibre.	7 25

## Wash Boards

Bronze Globe.	2 50
Dewey.	1 75
Double Acme.	2 75
Single Acme.	2 25
Double Peerless.	3 25
Single Peerless.	2 60
Northern Queen.	2 50
Double Duplex.	3 00
Good Luck.	2 75
Universal.	2 25

## Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

## Wood Bowls

11 in. Butter.	75
13 in. Butter.	1 00
15 in. Butter.	1 75
17 in. Butter.	2 50
19 in. Butter.	3 00
Assorted 13-15-17.	1 75
Assorted 15-17-19.	2 50

## WRAPPING PAPER

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

## YEAST CAKE

Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50

## FRESH FISH

White fish.	92 10
Trout.	82 9
Black Bass.	102 11
Hallbut.	10 15
Ciscoes or Herring.	2 5
Bluefish.	2 12
Live Lobster.	2 22
Bolled Lobster.	2 10
Cod.	2 10
Haddock.	2 10
No. 1 Pickerel.	9
Pike.	8
Perch.	5
Smoked White.	11
Red Snapper.	14 15
Col River Salmon.	14 15
Mackerel.	15

## Oysters.

F. H. Counts.	40
F. S. D. Selects.	33
Selects.	27

## Bulk Oysters

Counts.	1 75
Extra Selects.	1 60
Selects.	1 60
Standards.	1 25

## HIDES AND PELTS

Green No. 1.	2 6 1/2
Green No. 2.	2 5 1/2
Cured No. 1.	2 4 1/2
Cured No. 2.	2 3 1/2
Calfskins, green No. 1.	2 9
Calfskins, green No. 2.	2 7 1/2
Calfskins, cured No. 1.	2 10
Calfskins, cured No. 2.	2 8 1/2
Pelts, each.	50 1 00
Tallow.	2 4 1/2
No. 1.	2 3 1/2
No. 2.	2 3 1/2
Washed, fine.	2 20
Washed, medium.	2 23
Unwashed, fine.	2 18
Unwashed, medium.	2 17

## CANDIES

Stick Candy.	bls. pails
Standard.	2 7 1/2
Standard H. H.	2 7 1/2
Standard Twist.	2 8
Cut Loaf.	2 9
Jumbo, 32 lb.	2 7 1/2
Extra H. H.	2 10 1/2
Boston Cream.	2 10
Best Roast.	2 8

## 14

Mixed Candy	2 6
Grocers.	2 7
Competition.	2 7 1/2
Special.	2 7 1/2
Conservative.	2 8 1/2
Royal.	2 8 1/2
Ribbon.	2 9
Broken.	2 8
Cut Loaf.	2 8 1/2
English Rock.	2 9
Kindergarten.	2 9
Bon Ton Cream.	2 9
French Cream.	2 10
Dandy Pan.	2 10
Hand Made Cream.	2 10
mixed.	2 13 1/2
Crystal Cream mix.	2 14

## Fancy-In Pails

Champ. Crys. Gums.	8 1/2
Pony Hearts.	15
Fairy Cream Squares.	12
Fudge Squares.	12
Peanut Squares.	9
Sugared Peanuts.	11
Salted Peanuts.	12
Starlight Kisses.	10
San Blas Goodies.	2 12
Lozenges, plain.	2 9 1/2
Lozenges, printed.	2 10 1/2
Choc. Drops.	2 11 1/2
Reclipse Chocolates.	2 13 1/2
Choc. Monumentals.	2 14
Victoria Chocolate.	2 15
Gum Drops.	2 5 1/2
Moss Drops.	2 9 1/2
Lemon Sours.	2 9 1/2
Imperial.	2 9 1/2
Ital. Cream Opera.	2 12
Ital. Cream Bonbons.	2 12
Choc. Drops.	2 12
Molasses Chews, 15 lb. pails.	2 13
Golden Waffles.	2 12

## Fancy-In 5 lb. Boxes

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

## Caramels

Clipper, 20 lb. pails.	2 9
Standard, 20 lb. pails.	2 10
Perfection, 20 lb. pails.	2 12 1/2
Amazon, Choc Cov'd.	2 15
Korker 2 for 1c pr bx.	2 55
Big 3, 3 for 1c pr bx.	2 55
Dukes, 2 for 1c pr bx.	2 60
Favorite, 4 for 1c, bx.	2 60
AA Cream Carls 5 lb.	2 50

## FRUITS

Oranges	3 25
Florida Russet.	2
Florida Bright.	2
Fancy Navels.	3 75 24 00
Extra Choice.	3 25 23 50
Late Valencia.	2
Seedlings.	2
Medit. Sweets.	2
Jamaicas.	2
Rodi.	2

## Lemons

Verdelli, ex fcy 300.	2
Verdelli, fcy 300.	2
Verdelli, ex chco 300.	2
Verdelli, fcy 360.	2
Call Lemons, 300.	2 3 75
Messinas 300s.	3 50 40 00
Messinas 360s.	3 50 37 75

## Bananas

Medium bunches.	1 50 22 00
Large bunches.	1 50 22 00

## Foreign Dried Fruits

California, Fancy.	2
Cal. pkg, 10 lb. boxes.	2
Extra Choice, Turk.	2
10 lb. boxes.	2 14 1/2
Fancy, Turk., 12 lb. boxes.	2
Pulled, 6 lb. boxes.	2
Naturals, in bags.	2
Figs in 10 lb. boxes.	2 3 1/2
Figs in 60 lb. cases.	2
Hallowell.	5 2 5 1/2
lb. cases, new.	2
Sais, 60 lb. cases.	4 1/2 6
NUTS	2 16
Almonds, Tarragona.	2
Almonds, Ivica.	2
Almonds, California, soft shelled.	15 2 16
Brazilia.	2 11
Fiberts.	2 13
Walnuts, Green.	2 13 1/2
Walnuts, soft shelled.	2 13 1/2
California No. 1.	11 1/2 12 1/2
Table Nuts, fancy.	2 13 1/2
Pecans, Med.	2 10
Pecans, Ex. Large.	2 13
Pecans, Jumbos.	2 14
Hickory Nuts per bu.	2
Ohio, new.	2 3 50
Cocoanuts, full sacks.	2 50
Chestnuts, per bu.	2
Peanuts.	2
Fancy, H. P., Suns.	5 2
Fancy, H. P., Suns.	6 2 6 1/2
Roasted.	2
Choice, H. P., Extras.	2
Choice, H. P., Extras.	2
Roasted.	2
Span. Shld No. 1 in w.	5 1/2 6 1/2

## 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 55

## 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. fat or rd. bot., each.	6

## Fine Glazed Milkpans

1/2 gal. fat or rd. bot., per doz.	60
1 gal. fat or rd. bot., each.	6

## Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10



# A Few April Leaders in HOMEGOODS

Here are a few goods and prices that will interest all careful buyers. An examination of them will convince you that they are indeed bargains—such as cannot be duplicated by any other house. We have many more like them—our houses are full of them—and we are sure that we can convince you that our prices are lower than any other firm of American wholesalers. Send us a trial order from this sheet and see if we cannot save money for you.

## 1-QT. PIECED TIN CUP.

*Special purchase. High quality as well as low price.*



**T1XJ:** Made extra strong, of heavy tin. Not the light shoddy cup sold by many. Full size, patent bottom, guaranteed not to leak. Wrapped 1 doz. in pkg. Per dozen, **37c**

## 1-2 Qt. MOTTLED ENAMELED PUDDING PAN.



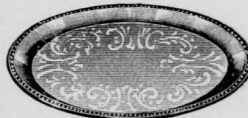
: A very special contract made some time ago, enables you to buy this high grade aristocratic ware at *less than good gray enameled ware prices*. Triple coated, assorted blue & white, green & white and brown & white mottlings, lustrous pure white insides, black edges. Heaviest steel base, everlasting, guaranteed not to leak. Each piece wrapped.

Per dozen, **92c**

## "BEAUTY" NICKEL PLATED TRAY.

*Make a big show of these. The best 10-cent item we have offered in many a day*

**T17XJ**—13-inch, heavy metal, fancy engraved design, rolled and beaded edge. The cost of nickel plating is so well known that you will find it hard to believe so good an item can be made to retail for the popular dime. Wrapped, 1 doz. in pkg. Per dozen, **92c**

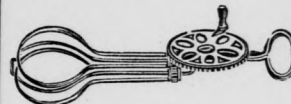


## WELL KNOWN

### 10-CENT

### EGG BEATER.

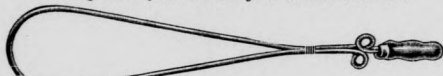
*No reason why you should not get a dime for this, unless you prefer to use it as a leader.*



**H5XJ:** "Dover" pattern. Well known style. 1 doz. in box. Per dozen, **48c**

## Copper Wire CARPET BEATER.

*A cut price at just the time your trade wants 'em.*



**H4-30XJ:** Made of genuine No. 12 steel wire, coppered. coil near handle, rendering very pliable, fastened into wood handle, with brass ferrule in such a manner that it cannot come loose. 1 doz. in bdl. Per dozen, **67c**

These prices are fair examples of those quoted in the April issue of "Our Drummer". We will send this catalogue to any reputable merchant upon request. You cannot afford to do business without it. It lists the largest line of general merchandise in the country and is necessary to the success of your business. Ask for catalogue No. J406.

## WHISK BROOMS at Less Than the Old Rates.



*This price would have been considered very low even six months ago, before the sharp advance in corn took place.*

**W3600XJ:** Full size, good grade corn, 2-sewed, hurl handle with plush cap in assorted colors. You cannot afford to miss this bargain. 1 doz. in bdl. Per dozen, **78c**

## Assortment of

### NUT AND BOLT

### SHEARS.



**G15XJ:** Not the cheap light pattern. Far superior in finish to all others, well made, full nickel plated. 1 doz. in box, 4 each Nos. 7, 8 and 9. Per dozen, **75c**

# BUTLER BROTHERS

230 TO 240 ADAMS ST.  
CHICAGO



## Recent Changes Among Indiana Merchants.

Bicknell—B. P. Barnes has purchased the grocery stock and meat market of J. P. Byard.

Duff—Aaron Utz & Son have sold their general merchandise stock to W. H. Heidom & Co.

Fort Wayne—Jacob Bailer has removed his clothing and furnishing goods stock to Huntington.

Fort Wayne—The general stock of Fred Oetting was damaged by fire last week.

Gent—T. J. Royal has purchased the general merchandise stock of John Gilmore.

Gilman—W. E. Broyles has purchased the interest of his partner in the grocery firm of Rutledge & Broyles.

Greenwood—R. E. Carder has discontinued the agricultural implement business.

Hammond—Bowman & Nelson, furniture dealers, have dissolved partnership. The business is continued by Bowman & Turner.

Indianapolis—The Monarch Supply Co. suffered a loss by fire last week. The stock was fully insured.

Kokomo—The Kennedy Clothing Co. has been organized to succeed Kennedy & Williams.

Laurel—The Hackman-Heed Co. succeeds Jos. Hackman in the general merchandise business.

Liberty—D. S. Pierson, tailor, has sold out to J. L. Pierson.

North Liberty—Cullar & Pearce, grocers, have dissolved partnership. The business is continued under the style of L. S. Pearce & Co.

Oaktown—Bond Bros. succeed Bond, Sheperd & Bond in general trade.

Orleans—The drug business of E. B. Robertson is now styled Robertson's Drug Store.

Portland—Fred Blay succeeds the former bakery firm of Blay & Co.

Rochester—F. Brandenburg has organized a new company to continue the lumber business under the style of F. Brandenburg & Co.

Tell City—Lamkin & Schulz succeed Schaefer & Lamkin in the implement and feed business.

Terre Haute—The overall factory of David Bronson was recently consumed by fire.

Terre Haute—Oscar Meyer, grocer, is dead.

Marion—Geo. D. Griffin, grocer, has filed a petition in bankruptcy.

Vernon—Herbert Goff, miller, has decided to take advantage of the bankruptcy law.

Fort Wayne—Freiburger & McKeon, hardware dealers, have dissolved partnership, J. J. Freiburger succeeding.

Fort Wayne—The Wayne Shoe Co. and S. Freiburger & Bro., jobbers of shoes and leather, have merged their business into a stock company under the style of the Wayne Shoe Co.

## Annual Meeting of U. P. Council, No. 186.

Marquette, April 7—At a meeting held Saturday evening by U. P. Council, No. 186, United Commercial Travelers of America, officers to serve during the ensuing term were elected as follows:

Senior Counselor—C. O. Wheeler.  
Junior Counselor—Wm. Pohlmann.  
Secretary and Treasurer—C. A. Shelton.

Conductor—A. E. Boswell.  
Page—John M. Johnson.  
Sentinel—Ed. L. Kellan.  
Executive Committee—James E. Burtless, John E. Kraft.

Past Counselor—W. C. Allen.  
Past Senior Counselor—L. P. Murray.

Five new members joined the lodge at the meeting—Messrs. Boaz, Edward Farnham, Joseph Gannon, O. C. Chamberlain and Clifford Smith. This addition to the ranks of the Council brings the membership to nearly fifty—and the lodge is but five months old.

After the business session an adjournment was taken to Pierce's restaurant, where the jolly party sat down to a fine spread. Covers were laid for twenty-five, the Council being honored by the presence of Senior Counselor Burns, of Grand Rapids Council, No. 131, and by a few members of other councils. When the wants of the inner man had been catered to, cigars were passed and the meeting resolved itself into a smoker, of which short addresses by every gentleman present were a pleasing feature.

During the social session, L. P. Murray, Past Senior Counselor and Organizer of the Council, was made the surprised recipient of a handsome pin, emblematic of the order, the presentation being made by Senior Counselor Wheeler in a neat and effective little speech that was a gem of oratory and that stirred the emotions of the gathering.

## Will Sell Sugar on Uniform Terms.

By the agreement between the National Wholesale Grocers' Association and the individual sugar refiners throughout the country, all refiners will sell sugars on and after April 15 on uniform terms. This does not mean they will name uniform prices, but that whatever the price, the terms shall remain unchanged. In future, therefore, a price of 5 cents for granulated will mean the same, whether quoted by the American company, the National company or the Arbuckles, and it will not be complicated by any special or extra discounts. During the last year or so there has been considerable irregularity, so far as discounts have been concerned, and refiners have charged their rivals with making secret discounts while apparently maintaining list prices.

The new terms follow: List prices, less 15 cents per 100 pounds, 30 days. Discount 1 per cent. for cash in seven days. Extra discount of 5 points to be paid at end of 60 days to all who have lived up to agreements.

## Will Occupy a New Building.

Detroit, April 4—In your issue of this week you state as follows: "Plans are being drawn for an addition to the building on 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."

You have been misinformed. Burnham, Stoepel & Co. will take the place which we occupy now, with a small addition for storage room. A new building will be put up for us, adjoining theirs, where we will have larger facilities for our constantly increasing business, and will be put up according to our plans and specifications.

## Peerless Manufacturing Co.

## No Money in Michigan Business.

The National Salt Co. operated at a great loss in Michigan last year while making a good profit in other sections of the country. This was caused by the independent concerns of this State, which refused to sell their output to the trust at 75 cents per barrel, while the trust was selling for 90 cents. They found a good demand for all they could produce at or near the latter figure, and disposed of their entire output. When the trust cut prices below cost of production, the independents ceased production. The trust price is now 48 cents per barrel.

## Lots Like Him.

"Dawson is one of the most devoted fathers I ever knew."

"How so?"

"He's so proud of his children. Why, say, he often lies awake half of the night trying to think up clever things that he can credit them with saying."

A large advertising space is no more valuable than a small one until it is filled—whether it is then or not depends largely on the filling.

## Business Wants

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

## BUSINESS CHANCES.

FOR SALE OR RENT—GOOD COUNTRY store and dwelling combined; also good horse barn; in the very best of fruit and farming section; situated on railroad, telephone office and postoffice. If you wish good place it will pay you to investigate. Reason for selling or renting, other business. For particulars address J. care Michigan Tradesman. 414

FOR SALE—BAZAAR AND CHINA STORE; growing Michigan city of 30,000; two suburban electric lines; annual business, about \$19,000; can be increased; this is an opportunity worth investigation. B. J. Kingston, Jackson, Mich. 410

TO RENT—FIVE STORES IN A NEW modern block to be erected and ready for occupancy in September, in the most central location in the city of Flint. There is not a vacant store in the city at present. Address F. H. Rankin, Sec'y. 408

FOR SALE—A DRUG STOCK INVOICING about \$1,100; doing a good and growing business; well located. Address No. 407, care Michigan Tradesman. 407

FOR SALE—214 SHELDON STREET, GRAND Rapids, Michigan, ten room house; lot 67 foot front. Enquire of J. M. Stanley, 200 Sheldon street. 406

FOR SALE—STOCK OF GENERAL MERCHANDISE in thriving town of Lum; profitable business; postoffice in connection; a good chance to make money. Address Box 120, Lum, Mich. 405

FOR SALE—A LIVE UP-TO-DATE CROCKERY and house furnishing store in Sault Ste. Marie, the best and busiest city in the State; stock is new, clean, well-bought and well-selected; the only store of its kind in the city; right in the heart of the business district; a splendid business chance for some person. W. K. Parsille, Sault Ste. Marie, Mich. 404

FOR SALE—DRUG STOCK AND FIXTURES in Kalamazoo; fine location; moderate rent; established trade; price right for cash. B. F. Parker, Real Estate Broker, Kalamazoo, Mich. 412

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. 396

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

VERMI-FUGE 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, INVOICING \$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 1/2 pound sections each, at 15 cents per pound. Address P. H. Brumm, Nashville, Mich. 399

FOR SALE—A CLEAN STOCK OF GROCERIES 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

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, Waukegan, Ind. 379

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

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

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

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

FOR 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

PROPOSITIONS FOR FACTORIES FROM responsible parties at Ithaca, Mich. Best agricultural country in the State. A. McCall, Secretary, Ithaca, Mich. 401

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—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

SODA FOUNTAIN FOR SALE. TUFTS' make; ten cup size. Address J. L. Stansell, Grand Ledge, Mich. 296

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

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

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. 288

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

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

## MISCELLANEOUS

WANTED—ENERGETIC YOUNG MAN who has had experience in drug and soda water business. Permanent position to right party. Apply, with references, and state salary expected to No. 415, care Michigan Tradesman. 415

WANTED—REGISTERED ASSISTANT pharmacist or young man with at least two years' experience in a drug store. Address U. S. P., 427 East Bridge St., Grand Rapids, Mich. 413

WANTED—TRAVELING SALESMAN TO carry side line; fast seller; small sample to carry. Address F. N. Trevor, Buffalo, N. Y. 411

WANTED—SITUATION BY AN EXPERIENCED salesman in a general store. Answer quick. Address S. W., care Michigan Tradesman. 409

WANTED—REGISTERED PHARMACIST, one who understands something about soda fountain; also the paint and wall paper trade; city of 6,000. Write, giving age, length of time served, habits and references. Address W., care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 403

WANTED—MAN OR WOMAN COMPETENT to clerk and eventually take charge of third-class postoffice. Address, giving references and former experience, No. 397, care Michigan Tradesman. 397

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