

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, APRIL 16, 1902.

Number 969

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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



L. J. Stevenson, Manager

Widdicombe Building, Grand Rapids, Michigan.
Don. E. Minor and W. J. Gillett, Attorneys.

Detroit Opera House Block, Detroit, Mich.

R. J. Cleland, A. H. Covert, J. D. Harger and
R. H. Lane, Attorneys.

A complete mortgage and judgment record; the Compiled Ledger Experience of 1,300 members in all trades and professions, over 200,000 detailed reports of responsibility, moral and business history, paying ability and habits on file in our offices, enable us to protect our members against worthless accounts, and assist us in collecting all others.

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING

of every kind and for all ages.
All manner of summer goods: Alpaca's,
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.

Tradesman Coupons

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THE AGE OF MILITARISM.

It seems almost too soon to speculate upon what the British empire will do after the termination of the Boer war, for the reason that the war has not yet terminated. Nevertheless, there are many indications that the end of the struggle is near, hence it does no harm to moralize upon some of its lessons. Of all the great nations of the earth, the English-speaking nations alone have clung to the principle of voluntary military service as opposed to conscription or compulsory military service. The Britisher, or the British colonial, could serve in the army or not, as pleased him, and the same has always been true of the American, with the qualification that all able-bodied men could be called upon in case of need to defend the country.

However sharp the contrast between this Anglo-Saxon principle of voluntary military service and the idea of compulsory military service, as understood on the continent of Europe, there was yet the confident belief, on the part of the English-speaking races or peoples, that their system of voluntary service was under all circumstances superior to the conscript system. The experiences of the war with Spain and in the Philippines and the British experience in South Africa have had a tendency to shake confidence in the Anglo-Saxon ideal of voluntary military service. The British have had great trouble, despite their enormous resources in men and money, in keeping their ranks full without resorting to coercion, while our own experience in recent years, although indicating that there are volunteers enough as long as the excitement of war lasts, shows that it is not easy to keep the ranks full after the glamour of the campaign has worn off. To meet future need we have already increased the strength of the standing army to practically 70,000 men, and have arranged for the prompt use of the National Guard, as well as for the organization of a large permanent reserve.

That the British will attempt some radical changes in their military system as soon as the war in Africa is at an end is certain. Just what the changes will be remains to be seen. Despite the lessons of the war with the Boers, the

British have not yet been converted to the conscript system, but they are convinced that important changes must be made to increase their army, as well as to accustom the entire population to bear arms. Among the reforms will undoubtedly be a raising of the compensation of noncommissioned officers and enlisted men, the elimination of political pull and social influence in the selection of officers and a greater dependency upon the colonies for soldiers. It is believed that the colonies will be encouraged to maintain regiments of regulars that will form an integral part of the imperial forces, and it is also expected that the army of the Indian Empire will be considerably increased.

While the English-speaking peoples have not been cured of their aversion to compulsory military service and conscription, they have realized the importance of devoting more time to military affairs, as well as to preparing a more extensive store of arms and military equipment and supplies.

THE SHADOW ON THE THRONE.

The rich man who has lost his wealth suffers far more than the poor man who has always been poor, and thus it is that pale, narrow-chested, sensitive, little King Alfonso XIII., who will take the oath of office and climb into his throne on May 17, is a more than uncommonly tragic figure. His life hangs together by a thread; his throne hangs together by a nail; his proud old country hangs together only by tradition. The very grandeur and vast extent of the boy's various palaces only emphasize the contrast between the impoverished Spain of to-day and the magnificence of the empire that once dominated all Europe, into whose coffers gold kept tumbling from every point of the compass, and that held the Western continents in the hollow of her hand.

To-day Spain, shorn of her colonies, is a second-rate power, with a disorganized army—some of which it would like to disband if it were not that the discharged troops, bitter because of the loss of the only employment they understood, would be sure to become republicans forthwith; with a navy that has not existed since the overwhelming disasters of Manila Bay and Santiago; with a naval department which has cost the country just as much since the navy ceased to exist as it did before; with a great swarm of priests exempt from taxation and from punishments for crime; with corruption in government departments, a custom of such long standing that the public takes it for granted; with a political system by which the results of a national election can be foretold the day before the election is held; with the great manufacturing city of Barcelona seething with revolt and bloodshed and anxious to join itself to France; with the whole country grumbling and growling with discontent and yet having no idea of how the situation can be relieved.

Is it any wonder that the King is a sad little figure of a man, and that at the back of the coronation festivities hangs a black curtain?

GENERAL TRADE REVIEW.

The conditions in the Wall Street markets are such that it takes but little to give many of the leading transportation stocks a decided boom, naturally to be followed by reaction when it is for the interests of the speculators. The most prominent example just now is the Louisville & Nashville, which begins the current week with a remarkable advance, on no apparent grounds unless it be owing to the general strength of the situation. Many of the leading transportation stocks are making new high records notwithstanding the fact that movement of corn and wheat is far below that of a year ago. There is such a general increase in the volume of transportation all over the country that the decline of that important branch is more than overbalanced. Reaction might naturally be looked for in so rapid an advance, but so far the recovery from speculative interruption is unexpectedly positive.

The industrial situation continues the most pronounced features of last week, except that there is a more favorable feeling in such lines as were reported dull. The principal source of uneasiness now is the uncertain attitude of labor. It seems impossible for this factor to be kept long in the background whether wages are adequate and conditions favorable or not. Threatened demands here and there are considered most unreasonable by the employers and the enforcement could not fail to precipitate a bitter struggle which must mean disaster and loss for all concerned. It is to be hoped that better counsels will prevail.

Iron and steel have been rather more quiet as to pressure of demand, but, with orders ahead for nearly or quite the remainder of the year, this is a reassuring feature. Prices of pig iron are advancing and some other lines show gains. Statistics of production indicate that the current month will far exceed all records, promising 1,500,000 tons. Yet in spite of this enormous supply the stocks on hand have declined from 670,000 tons October 1 to 94,000 tons at the present.

Textile mills have an abundance of business in sight and the short stock and threatened labor troubles tend to help the forward movement of prices. Shipments of boots and shoes while less than a year ago, make a more favorable showing than for the previous week.

It is a common belief that incandescent lamps are not dangerous but tests made with them on wood, paper and in water show that they give off a large degree of heat. This should be known, as these bulbs when lighted are often left in touch with combustible substances. They have been known to char wood and set fire to paper and muslin. A 16-candle power lamp immersed in a pint of water caused the water to boil within an hour. Celluloid was fired in less than five minutes by such a lamp. The cord connection, being short-circuited, may also become a source of danger even when the lamp is not lighted, particularly when the cord is oily or covered with lint and dust.

Getting the People

Injudicious Economy in Advertising Expenditure.

A penny saved is a penny earned is a correct maxim provided the penny saved does not incur too much expense. When the effort or provision for effecting the economy is greater than the saving, or when the efficiency of methods of work is involved, the saving may become the most destructive waste.



The tendency to injudicious, or wasteful, saving is likely to be encountered in the advertiser's work. Naturally the first place to look for this is in the selection of media. As between the representations of two publishers, for instance, there may appear small difference, while the difference in rates may be very great. The temptation is to accept the cheaper service and endeavor to save the difference. There should first be a careful comparison and investigation to determine the relative values, for in the vast majority of cases the high priced service is the one that pays. Substantial publishers do not charge rates that are not warranted by the service, while there is a considerable contingent of those struggling for existence ready to accept anything offered. Advertising placed in the latter class is more than likely to prove not only costly but even worthless.

The judicious advertiser will be sure that he is getting bottom prices. It is unfortunate that there are many publishers whose prices are not like the laws of the Medes and Persians. And these are found even among reputable enterprises. The dealer who can accept the assurance of the publisher that there can be no change in his rate is fortunate. The proportion of those who are finding an invariable rate card the correct basis for dealing is rapidly increasing.

Then comes the study of economy in space. The temptation here is to destroy the efficiency by crowding beyond the limits of obscurity. As between a display which is likely to catch the eye of three-fourths of the readers and one that may reach a tenth, the larger is the cheaper. It does not follow, however, that inordinately large spaces are judicious or economical. The proper limits can only be determined by experience and common sense.

Then in other methods of publicity there is the constant presentation of this problem of economy. For instance, shall circulars be used involving the one cent stamp or the typewritten signed letter costing three times as much as the circular under a two cent stamp? There may be a difference in conditions which will warrant the cheap circular; but if nine out of ten of the letters gain attention while three out of four of the circulars are at once consigned to the waste basket the letters are the cheaper.

Another direction in which the temptation is met is in the quality of printing or stationery. The perfection of printing methods is educating public taste to such a degree that slovenly productions are not favorably received unless there is some interest attaching to command notice. In slovenly guise such interests are much more likely to be overlooked. The judicious advertiser is learning that the best to be obtained in quality of printing and stationery is unqualifiedly the cheapest. The difference between success and failure in many advertising undertakings is abundantly accounted for by some of these injudicious economies.

GENTLEMEN....



When purchasing

FURNISHING GOODS,
HATS, SHIRTS,
NECKWEAR, ETC.,

there is satisfaction in knowing that you are getting New and Popular Styles.

Our lines will comprise none but the very Latest Designs direct from the East.

Wait for our opening and the BIG SHOE SALE about **April 15th.**

Before You Decide to Buy

Any Spring Clothing or Men's Wear, we wish you would come in and look at our goods and see the prices we are making. If you find you can do better here than anywhere else, we would like to have your custom. We can show you the Nobbiest Suits and the best line of Furnishings in the market. We take the greatest pains in selecting every article that goes into our stock. Whatever you get here will be found reliable and not a cheap, soft piece of goods with lots of polish. These goods are brand new.

Yours

H. Kositchek & Bros.

Ladies!

If you wear a No. 4 Shoe, it will be worth your while to call at

The City Shoe Store

and see our special line of samples in this size. - - -

To the Public:

Having purchased the drug store of C. C. Potter I hope to receive a share of your patronage. I have secured the services of Mr. Claude G. Becker, a Registered Pharmacist, who is thoroughly competent to put up prescriptions. Will try to merit your patronage by handling Pure Drugs and selling at Right Prices.

WM. BUSH.

LOOK
IN GARDNER'S
Window for a minute
you'll see
HARD-UP SALE

The prices displayed
there are for one
day only.

**THE PIONEER
STORE** GREENLAND
MICHIGAN...

CARRIES
A FULL
LINE OF

General
Merchandise,
Miners' and
Lumbermen's
Supplies of
All Kinds.
Choice Family
Groceries Our
Specialty.

G. W. CLANCY
-Proprietor-

Send One of
the Children

You needn't be afraid that we will impose upon a youngster. We want your confidence in the grocery line, and, anyway, the man who will cheat a child is meaner than a pickpocket.

Our Grocery Business

Is no experiment, and every article or line of goods in the store has some manufacturer's reputation behind it. If its groceries you want this is the store you are looking for.

S. E. Hosmer & Co.

Phone Orders Promptly Attended to

The Phillips Bargain Emporium shows a generous space which gives evidence of an appreciation of the value of contrast. The arrangement of monograms to produce a frame, with the abundance of white space, produces an artistic, striking effect. The only suggestion I should make would be the repetition of the name in connection with the matter in the center. The use of the name on the monogram is all right, but its repetition elsewhere would be a valuable addition.

H. Kositchek & Bros. write an attractive invitation to inspect their clothing stock, which is likely to command attention. The printer is consistent in the treatment, but I think a display of the name of the goods would catch interested eyes. If the firm name is well enough advertised to suggest the line of trade other display may not be necessary, there is no advertising value in the first line, but it takes a lot of publicity to make the name alone sufficient.

The writer for The City Shoe Store has hit upon a catchy idea in making a specialty of No. 4. It will attract many feet somewhat large for that number. The printer has worked out the idea consistently and gives a strong result. I would omit the exclamation and use the same character as ornaments after the last lines in the paragraphs.

Wm. Bush makes a modest announcement of his wish for patronage which is treated consistently by the printer. In this case also I should display something to indicate the line of goods and should use smaller type for the paragraphs. "To the Public" would be all right if the public read all advertisements, but unfortunately the wording must be such as to catch the interest, and at best the proportion of eyes seeing it is small.

Gardner has invented a new kind of sale, which may do for a joke, but he must be careful that he is not taken in earnest. People do not trade where firms are hard up as a rule. The display and treatment by the printer are good.

A carefully written and composed advertisement is that of G. W. Clancy. The printer's work is especially good, and the effect is all right for so general an announcement.

S. E. Hosmer & Co. have a fine arrangement of display, but I do not like the emphasis put upon the treatment of children. A line that special care is used would be more effective.

Carnegie's Use of Two Glasses.

Andrew Carnegie was the guest of honor at a recent dinner given at Philadelphia, and in the course of the evening several kinds of wine were served. It was noticed by not a few of the guests that Mr. Carnegie's glasses remained untouched the entire evening, which seemed to worry not a few of the guests. At last, just as the dinner was about to end, one of the more inquisitive guests, seated near Mr. Carnegie, said:

"I beg your pardon, Mr. Carnegie, but I notice you have not touched your wine. I did not know you were a total abstainer."

Whereupon Mr. Carnegie replied, with a smile: "No? Well, you know glasses are used both over and under the nose. I always use mine over."

According to the Description.

"I wonder what they are selling over there? I just heard them shouting, 'Here's something to catch a man's eye!'"

"They must be selling ladies' umbrellas."

The forger goes wrong when he begins to write.

SUCCESSFUL SALESMEN.

E. Clinton Adams, Representing Geo. H. Wheelock & Co.

Elbert Clinton Adams was born on a farm at Valley Mills, N. Y., March 26, 1869. His father, Clinton Adams, was a man of strong parts, having journeyed around Cape Horn in 1849 and made and lost a fortune in the early California gold fields. On his return home he engaged in the cheese business, which he conducted successfully for thirty-eight years. He was a man of wide experience and a natural lover of books and in his later years he developed great proficiency as an argumentative writer and speechmaker. The farm on which he lived and on which Mr. Adams was born adjoined the farm belonging to the Armour family, on which Philip and his brothers and sisters were born. Mr. Adams attended school in the same little red school house in which Phil

ware, he confines his attention mainly to china and holiday goods, which he has made a specialty and on which he is an acknowledged expert. The house is run in connection with similar houses at Des Moines, Rockford and Peoria, having buyers in New York and abroad, and sells goods in all parts of the United States except New England, being the largest handler of souvenir goods in the country. Mr. Adams does not visit his customers regularly, but studies their wants and the conditions and requirements of their trade and, in many cases, is given carte blanche to send such goods as his customers can handle advantageously, showing not only confidence in his integrity but in his good judgment as well.

Mr. Adams was married in 1895 to Miss Jennie Ayers, of Oneida, N. Y., and resides in South Bend, where he is a member of the Presbyterian church,

and March—to sleight-of-hand work and the other nine months of the year he represents his firm on the road. Instead of entering upon a stage career, he prefers to confine his operations to clubs and parlors, and during the season just closed he spent several weeks in the Eastern cities, giving entertainments in parlors and clubs with very satisfactory results to all concerned—so satisfactory that there is a very general clamor for him to return and repeat his work. Nearly all of his tricks are original, having been invented by himself, and those illusions which others have used are rendered in a superior manner by him.

The most distinguishing trait of Mr. Adams, and the most charming feature of his work as a sleight-of-hand performer, is his delightful personality. He is as modest and as unassuming as a child, yet he never loses his presence of mind and seldom permits himself to be annoyed, no matter how great the provocation. He gives liberally of his time and his talent to charities and has made long jumps for the sake of entertaining people who have sought his assistance. He is a natural student and is constantly practicing to improve the character and versatility of his work.

She Capitulated.

Maud—Do you mean to tell me that you and George are engaged at last?

Mabel—Yes; he had quit spending money on me, and I thought I might as well let him propose.



Armour imbibed the rudiments of an education. At the age of 14 he concluded to enter upon a mercantile career and sought and obtained employment in the crockery store of Henry Rivenburgh, at Oneida. He became an inmate of his employer's home and was treated in every way as though he were a member of the family. He had no stated salary, but every necessity was anticipated and, when he wished money for any purpose, it was always at his command. In 1892, he saw an advertisement for a traveling salesman in the Crockery Journal and, meeting the advertiser in New York City, secured the position at the first interview. The advertiser was Geo. H. Wheelock, of the firm of Geo. H. Wheelock & Co., of South Bend, with which house he is still identified in the same capacity he filled at the beginning. While the house carries a full line of crockery and glass-

South Bend Lodge, No. 235, B. P. O. E., and the T. P. A.

About seven years ago Mr. Adams took up sleight-of-hand work, in which he has become very adept. Although his original intention was to entertain his customers, the work has gradually expanded until he is now able to entertain large audiences, and those who have seen him and witnessed other artists in the same line insist that he is now the best master of legerdemain in this country. His tricks are so many and he is so versatile in his work that he can give six separate entertainments and not repeat himself. Although he can make much more money in sleight-of-hand work than in traveling, his relations with his customers and with his firm are so pleasant that he can not consent to a severance of them and he has therefore arranged to devote three months in the year—January, February

Beautiful
Large Grain Carolina
Sutton's Table Rice
Cotton Pockets. Retail 25c.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

**\$400 WILL START
YOU IN BUSINESS.**

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

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



Perfectly grown, perfectly cleaned, perfectly roasted and packed, consequently a perfect coffee and at a reasonable price.

OLNEY & JUDSON GROCER CO., Grand Rapids

The "Imperial"

**100 CANDLE POWER
GRAVITY GASOLINE
LIGHT**

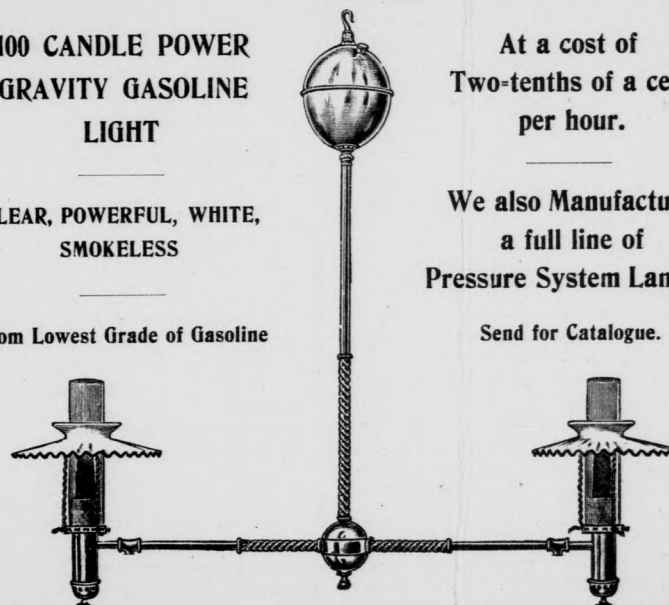
**CLEAR, POWERFUL, WHITE,
SMOKELESS**

From Lowest Grade of Gasoline

At a cost of
Two-tenths of a cent
per hour.

We also Manufacture
a full line of
Pressure System Lamps.

Send for Catalogue.



The Imperial Gas Lamp Co.

132-134 East Lake St., Chicago, Ill.

Around the State

Movements of Merchants.

Fremont—Jas. Walburn has purchased the feed store of J. A. Todd.

Onaway—H. A. Smith has purchased the grocery stock of Chas. L. Pickel.

Deerfield—Rusling Bros. have purchased the clothing stock of N. D. Yale.

Stittsville—Geo. M. Tuttle has closed out his grocery stock and retired from trade.

Cassopolis—Gabriel E. Harmon succeeds D. Frank McIntosh in the cigar business.

Berlin—The R. C. Carpenter Co. has purchased the grocery stock of E. Shuster & Co.

Detroit—Shurman & Dittman have purchased the grocery stock of Lester C. Caldwell.

Custer—The Custer Fruit Co. has filed articles of incorporation with a capital stock of \$5,000.

Flint—Geo. F. Nixon, dealer in cigars and confectionery, has removed from Fenton to this place.

Rollin—Peebles Bros. is the style of the new firm which succeeds R. L. Peebles in general trade.

Albion—Hill & Allen, boot and shoe dealers, have dissolved partnership, Seymour Y. Hill succeeding.

Forester—Southworth & McIntyre have sold their general merchandise stock to Andrew R. Conrads.

Manton—Burns & Westbrook have engaged in the grocery business, purchasing their stock of Abram Mapes.

Olive Center—John Redder has purchased the interest of his partner in the general merchandise firm of Redder & Yonker.

Belleville—Bert Hayden, who recently embarked in the drug business at Mason, has sold his stock and returned to this place.

Monterey—Mary Eggleston has purchased the general merchandise stock of David Cornwell and has leased the store building.

West Branch—Johnston & Mackay, jewelers, have dissolved partnership. The business will be continued by Alexander Mackay.

Trufant—Dr. John Black has sold his drug stock to Ray Van Avery, who has clerked the past year for H. M. Gibbs, of Howard City.

Pontiac—G. W. Darling & Son, of Owosso, have purchased the Triangle shoe stock and have already taken possession of the same.

Blissfield—Wallace Angell, of Adrian, has purchased the interest of W. Eugene Gilson in the bakery and confectionery business at this place.

South Haven—The John F. Noud Co., lumber dealers, has merged its business into a corporation under the same style. The capital stock is \$22,000.

Sitka—J. J. Mattison has purchased a half interest in the McCormick general stock. The business will be continued under the style of McCormick & Mattison.

Battle Creek—John L. Kellogg has purchased the interest of his partner in the firm of McConnell & Kellogg, dealers in furnaces, mantels and tinners' supplies.

Manistee—The druggists of Manistee have closed their second season of early closing hours during the winter months, of which they are proud. There are five stores on the main street and one keeps open each evening during the week. The arrangement has proved very satisfactory to all concerned.

Flint—C. D. Ulmer & Son, dealers in groceries and boots and shoes, have dissolved partnership. Clarence D. Ulmer continues the business in his own name.

Caledonia—Lau & Wenger, hardware dealers, have dissolved partnership. John Lau has sold his interest to Z. G. Wenger, who will hereafter conduct the business alone.

Houghton—The Carpenter-Cook Co., of Menominee, will shortly establish a branch wholesale grocery house at this place. It also has a branch establishment at Ishpeming.

Davisburg—The P. A. Wright Co., which has been conducting a branch hardware store here, has discontinued business and will remove the stock to the main store at Holly.

North Lansing—A. M. Darling has sold his grocery stock to A. M. Robson, instead of A. M. Benson, as previously announced. Mr. Robson will continue on the road for Phelps, Brace & Co.

St. Joseph—E. N. Weber, senior member of the firm of Weber Bros., grocers, has disposed of his interest to his brother, Frank Weber, who will continue the business at the old stand.

Mancelona—C. N. Brown has purchased a half interest in the harness store heretofore conducted by his brother, W. O. Brown. The business will be continued under the style of Brown Bros.

Constantine—F. J. Nesbitt has sold his stock of hardware to Dr. B. P. Scoville. Harry Foresman, who has been in the employ of Mr. Nesbitt for some time, will have practical charge of the store.

Bauer—Martin Otto has sold his store building, now occupied by the general stock of Haas Bros., to Mrs. Mary Cook, who has leased the premises to Chas. W. Cook, who will occupy the same with his general stock in June.

Laurium—F. C. Glocke has joined C. P. Hill in the wholesale and retail candy and cigar business. Mr. Glocke was for years in business at Marquette, while Mr. Hill was buyer and manager for the Chicago Lumber Co.'s store at Manistique.

Benton Harbor—The drug store on West Main street, which was purchased by Richard Newton and A. Vanderbeck of Dr. Cole last fall, has been discontinued. Mr. Vanderbeck withdrew his interest about a month ago, and Mr. Newton has now gone back to cigarmaking in the Columbian factory.

Manufacturing Matters.

Wixom—The Wixom Canning Co. has filed articles of incorporation, with a capital stock of \$10,000.

Brown City—The Maple Valley Canning Co. has been established at this place with a capital stock of \$15,000.

Reeman—A new creamery enterprise has been organized at this place to be known as the Reeman Co-operative Creamery Co. It is capitalized at \$2,500.

Rollin—H. R. Peebles, cigar manufacturer, has removed to Houghton.

Manistee—H. D. Blodgett, of Flint, has leased the store building at 445 River street, where he will engage in the manufacture of confectionery. Mr. Blodgett has been engaged in the candy manufacturing business for fifteen years.

Corunna—The new United States Robe Co. is now doing business here. It employs thirty men and has ten traveling men on the road, who cover practically the whole country. There are but two competing factories in the United States.

Saginaw—Phipps, Penoyer & Co. are the active agents in organizing a new enterprise to succeed the Oakland Vinegar & Pickle Co., of Highland Station, to be known as the Oakland Vinegar & Pickle Co. of Saginaw. The capital stock is \$40,000.

Coldwater—The Cream of Oats Co., Limited, is the style of a new cereal food manufacturing company organized by Wm. G. Lamb, Wm. S. Kernahan, Julius Vaedrot, Geo. B. Devoe and Harrison L. Milnes. The authorized capital stock is \$300,000.

Saginaw—At a meeting of the stockholders of the Saginaw Muslin Underwear Co. held April 15, the capital stock was increased from \$30,000 to \$60,000. The entire amount of the stock was subscribed by the original shareholders and the amount in excess asked for will amount to over \$25,000.

Greenville—The Continental Starch Co. has started its factory for the spring run. It has about 50,000 bushels of cull potatoes which it bought during the winter, and will continue buying until about April 15, paying 15 cents per bushel. The daily capacity is about 2,000 bushels and the starch is piled in sacks like cord wood.

Conversions Made by Their Customers in the Country.

"The sighs," said a salesman in the wholesale district, "that many country merchants want to see most of all when they come to town are the preachers whose sermons they have been reading in the papers. To hear with their own ears one of those preachers deliver a sermon is the great pleasure they look forward to from their trip to market."

"That is one evidence of the greater hold religion has on people's lives out in the country than in the city. Another evidence, more curious to me, is the way this hold spreads to commercial travelers."

"Of course most sensible people recognize the absurdity of the picture drawn sometimes of the drummer which represents him as a jolly dog whose life is a round of pleasure and dissipation. It is obvious that to be successful he must be a clear-headed, hard-working fellow. But people generally do not appreciate how many drummers are sincere, consistent church members."

"And this, too, under conditions of constant traveling which might be expected to root out all church-going tendencies. The fact might be considered all the stranger as many of them start out as habitual non-church-goers."

"Some of them get into the church-going habit while stopping over Sunday in small towns where there is nothing to do on Sunday besides going to church. They get interested in religion and end up by becoming church members."

"Very many are really converted by their customers. A man in a small town who is prominent in business is apt to be prominent in his church and to talk about it and about religious matters in the course of the social conversations he may have with drummers who call upon him."

"If the country merchant is a man of fine character, and a good many of them are he is pretty apt to make an impression upon his hearers. Then, too, un-

doubtedly many drummers are influenced in part also by business considerations in changing their views on church going."

"Whatever the causes may be, the fact remains that a great many commercial men start out with no more interest in religious matters than the average man and wind up by becoming faithful church members. And in bringing about the change the country merchant seems to have more influence than anything else I know of."

To Remove Warts.

Prof. Widal recommends a very simple method for the removal of warts, namely, a flannel, over which is spread some green soap, obtained at any druggist's, placed over the wart for a period of fourteen days, by the end of which time the wart will become so soft as to be easily shelled out.

Probably Space Enough.

One day last summer two small boys were playing in a country road near Kalamazoo. A young lady approached them saying:

"Little boy, can you tell me if I can get through this gate to the main road?" One of the boys replied:

"Yes'm; I think so. A load of hay went through five minutes ago."

Always Thinking of Himself.

He—Darling, what do you suppose I have done to-day?
She—I couldn't guess in a hundred years.

He—I have had my life insured.
She—That's just like you, John Mann. All you seem to think of is yourself.

The Siberian railway, which the Russian government spent years in building at an enormous cost, and which has only recently been opened for operation, is reported to be so defective in construction that it is unsafe to run trains over it faster than fifteen miles an hour. Engineers say it must be reconstructed for hundreds of miles.

It is not work that kills men, it is worry. Work is healthy; you can hardly put more upon a man than he can bear. Worry is rust upon the blade. It is not the revolution that destroys the machinery, but the friction.—H. W. Beecher.

American enterprise has entered the British coronation market early and is reaping a harvest in souvenir buttons, which the English people are buying up eagerly, unconscious of the fact that they are of Yankee manufacture.

Henry Beerthuis has purchased the interest of his partner in the dry goods and grocery business of Fokens & Beerthuis at the corner of Alpine avenue and Crosby street.

Bolt Bros. have opened a grocery store on East street. The stock was purchased of the Lemon & Wheeler Company.

Commercial Credit Co. handles all kinds of claims, adjustments and litigation.

Charity sometimes begins at home, but frequently nowhere.

When one borrows trouble the interest is usually pretty heavy.

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is very dull and prices for 96 deg. test centrifugals have declined 3-16c. The demand is very light, refiners apparently being well supplied for the present. The heavy surplus of sugar the world over is causing decided depression. The visible supply is 3,580,000 tons, an increase of 580,000 tons over the same time in 1901. Owing to the dull and weaker market for raw sugar, there continued a general lack of confidence among buyers and business in refined was of only moderate volume. Many have been looking for a decline in prices for refined and this decline took place Monday morning when all grades were reduced five points.

Canned Goods—The canned goods market is inclined to be quite dull, with the possible exception of tomatoes and gallon apples, for which there is fair demand, both for spot and future goods. The much talked of "spring demand" in the canned goods line has not put in an appearance yet or at least not in enough volume to attract much attention. There is a continual run of small orders for most of the lines, but nothing of a speculative character is noted. Tomatoes, both spot and futures, are very firmly held, with quite a fair demand. Most dealers have, however, supplied their wants in the line of futures, but there is a moderate request for goods for immediate delivery. Corn is in moderate request for both spot and futures. There is some demand for the fancy grades of spot corn, but these grades are in very light supply. Peas continue fairly active. The fancy grades are practically exhausted and buyers are forced to content themselves with the lower grades. There is quite a little demand for gallon apples at previous prices and futures are selling fairly well. Salmon is in good demand at unchanged prices. Sardines continue very inactive, with a decidedly easier tendency.

Dried Fruit—The dried fruit market is practically unchanged. Prices on most lines are firmly held, with moderate demand. Prunes show a slight improvement in demand, although prices show no change. The large sizes are most wanted, but stocks are light. Raisins are in moderate demand and prices are steady. The stock of raisins remaining on the coast is said to be only about 350 cars and it is believed there is no possibility of any lower prices being named, as present stocks can easily be disposed of at full prices. Seeded raisins are especially firm, with good demand. Apricots continue strong and are meeting with a better demand. Peaches are rather quiet, but prices remain steady. Dates are in good request and prices remain unchanged. The statistical position is very strong and considerably more business is looked for during the next few weeks. Figs are in light supply and strongly held. Evaporated apples are firmly held, but demand is very light at present.

Rice—The general position of the rice market is unchanged, with price steady and a good demand being experienced. The call is principally for the medium grades of domestic, with some request for Japans. The total sales of rice so far this year have been far ahead of last year and holders remain firm, being very reluctant to sell at any lower prices.

In the event of any increase in demand, prices would probably advance.

Teas—The situation in teas remains practically unchanged. Notwithstanding the dullness, holders showed no anxiety to market supplies and prices for all grades are steady, with an advance of 1/4c on some of the better grades. The call was mostly for the low and medium sorts, for which steady prices were obtained. Indications do not point to any renewal in the demand in the near future, but lower prices are not expected.

Molasses and Syrups—Trade in molasses is moderately active, but confined to small lots. The market is strong and the outlook favorable for higher prices. Stocks are light and gradually diminishing. With only a moderate demand up to the arrival of new crop molasses, present supply will prove inadequate and an advance in prices may be looked for. The corn syrup market is exceedingly strong, on account of the strong corn market, and higher prices are looked for very soon if the corn market continues to show much strength.

Fish—Trade in all lines of fish is quiet. Prices are firmly maintained but demand is slow.

Rolled Oats—Rolled oats are rather quiet. There is, however, a good demand for the goods in packages, which meet with a ready sale.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is firm on account of light receipts. Prices are little if any higher. Dealers hold at a higher value and tanners do not buy readily, seeing no profit in tanning. Some tanners are well supplied with the early take-off and do not enter the market, while many are getting short of stock and are looking for supplies. Sales have been light, although larger sales are anticipated this week.

Pelts are readily taken as offered. Sheerlings have advanced in price. Wool skins are no higher on account of the uncertainty of the wool market.

Furs are no longer quotable on account of light receipts.

Tallow and greases are higher and the demand is good for all offerings. Soapers' stock is wanted and readily sold. There is little to be had of the better grades. City renderers are asking more money for their stocks.

Wools are no lower, but sales are small and are made principally to manufacturers who wish the stock to piece out or have a light supply, or wish it for special work. Contemplated and unsettled differences among workmen tend to hold an unsettled market. Trade is unsatisfactory, and no large line could be moved without concession of price. Stocks of fleece in sight are not large.

Wm. T. Hess.

J. D. VanSickle, formerly engaged in the grocery business at Carson City under the style of VanSickle & Reasoner, has opened a grocery store at Butternut. The Ball-Barnhart-Putman Co. furnished the stock.

S. Buckner, dealer in dry goods, clothing and boots and shoes at Luther, has added a line of groceries. The stock was purchased of the Ball-Barnhart-Putman Co.

A. C. & G. V. Hibner have engaged in the grocery business at Ithaca. The Lemon & Wheeler Company furnished the stock.

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

The Grain Market.

Wheat has had a rough time to keep an even price. While conditions favor a much stronger market, the price is not as buoyant as conditions warrant. The Government crop report, which came out on the 10th, showed a decline of fully 10 points since March 10, indicating about 400,000,000 bushels of winter wheat, providing weather conditions remain favorable from now on. The visible also decreased 1,800,000 bushels, leaving the amount in sight 46,000,000 bushels against 51,000,000 bushels at the corresponding time last year. Our exports keep up, about 200,000,000 bushels having been exported on this crop, and three and one-half months yet to export, to say nothing about the 800,000,000 bushels shortage in the corn crop.

The spring wheat crop is not to be considered as yet. A few showers in the Southwest are causing a rather unsettled market. While prices appear to be low enough, the bears seem to be working every point for still lower levels. The elevator crowd are the ones that want to fill up their elevators to make them pay storage and, as the supply is short, the millers will have to pay for it. The supply of wheat is not burdensome, as the Minneapolis mills need all of the wheat in store there for grinding purposes, while Duluth and West Superior have sold about all the wheat they had. Chicago, likewise, is shipping out stock, and there is where the bulk of the wheat is, there being 32,000,000 bushels at these three points. New York has less than 1,000,000 bushels, all of which goes to show that wheat is not very plenty.

Corn has been exceptionally strong, on account of the demand that has sprung up and on an oversold market which made prices boom. It looks as though the shortage in corn will be felt still more before long and prices may soar, as we have seen corn 90c and \$1 per bushel and "history may repeat itself."

Oats are very steady—not much fluctuation—but, as they will be harvested long before corn, prices will not be held as stiff as now, as new oats will cut a figure in July.

Rye has been uninteresting this week and the demand is about equal to the supply. We look for lower prices in rye, the present price being about 50c per bushel.

Beans will sell lower prices, as the demand is falling off, on account of the high price and the news that farmers are talking of putting in a very large crop. Conditions being favorable, we may see beans about 50c per bushel next fall, as one extreme frequently follows another.

Flour remains very steady. The mills are disposing of their output. There is a slight change in mill feed, prices being about \$1 per ton less, being \$19 for bran and \$20 for middlings.

Receipts of grain for the week have been as follows: wheat, 47 cars; oats, 3 cars; flour, 4 cars; hay, 1 car; potatoes, 11 cars.

For the month of March were as follows: wheat, 200 cars; corn, 19 cars; oats, 11 cars; flour, 18 cars; bran, 2 cars; hay, 4 cars; straw, 2 cars; potatoes, 55 cars.

Mills are paying 75c for wheat.

C. G. A. Voigt.

The Produce Market.

Apples—Spys fetch \$5@5.25; Baldwins command \$4.25@4.50; Ben Davis and Russets are taken readily at \$4@4.50.

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 30c for fancy and 29c for choice. Dairy grades are about 1c higher than a week ago—21@23c for good and 19@21c for common. Receipts are fair, but nowhere near enough to meet the consumptive requirements of the market.

Cabbage—65@75c per doz.

Carrots—\$1.25 per bbl.

Celery—California Jumbo commands 80c per doz.

Cranberries—\$2.50 per crate for Waltons.

Dates—4 1/2@5c per lb.

Eggs—The market continues strong and active on the basis of 13@14c. There is lively bidding for receipts, owing to the anxiety of storage operators to secure April eggs.

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—10 1/2c per lb.

Maple Syrup—\$1 per gal. for fancy.

Oleo—The opinion appears to be generally entertained that the backing of the process butter amendment on the oleo bill will defeat any legislation of this character at the present session of Congress.

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

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

Oranges—California navels fetch \$4 per box for fancy. St. Michaels and Fancy Mediterranean Sweets command \$3.50@3.75.

Parsley—30c per doz.

Parsnips—\$1.50 per bbl.

Pieplant—7@8c per lb.

Potatoes—The market is strong, but not active, due to the fact that there is a very small margin between the prices dealers are paying the growers—65@75c—and the prices outside buyers are willing to pay for stock. Everyone is looking forward to a higher range of values, which accounts for the firmness of the market.

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—\$2.50 for 24 pints.

Vegetable Oysters—20c per doz.

The Boston Egg and Butter Market.

Boston, April 1—Receipts of eggs for the past week were some 16,000 cases less than the corresponding week last year. The market has been very firm, with a gradual upward tendency. Fresh unassorted eggs from the West and South sold at 16 1/2c; assorted storage Western sold at 16 1/4c, and fine assorted Michigan sold at 17c, and the demand has been sufficient to keep the market cleaned up every day. We see no indications of lower prices for the coming week.

Receipts of butter have also been less than for the same week the previous year, the shortage amounting to about 250,000 pounds. Consequently, the market has been very firm. Best Northern fresh creamery is selling at 31c, a little more for the small packages like 5 pound boxes and 10 pound tubs. There has been a special shortage of lower grade butter and there is very little stock selling here below 23@24c. Good dairy is bringing 28@29c. We see no indication of an increase in receipts for the coming week. Storage stock is entirely used up, so that the trade is dependent upon daily receipts of fresh goods. Smith, McFarland Co.

TEN DOLLARS A MONTH.

Remarkable Housekeeping Story of Kansas City Couple.

It has remained for a young man and his wife in Kansas City to throw theories to the wind and put in practice actual, stern and unrelenting household economies which would put Edward Bok and his associates to the blush. The case in point is interesting for several reasons.

There is in Kansas City a student who is attending a local institution and who, during the past three years, has worked in the summer season and whose earnings during that time have been made to keep him and his young wife through the winter months while he was pursuing his studies. It has been absolutely necessary for the two people to live on less than \$10 a month on an average during the winter months, which, of course, does not include his school tuition or the textbooks bought cheaply at second hand.

When it is stated that these young people actually live on less than \$10 a month it is meant that they pay rent and live decently, and both always appear neat and well fed. The system of economy that they practice was never learned in books, but it is the result of their own planning. If any one has a tendency to feel sorry for them he should at once suppress his gratuitous sympathies, for they are not required. These young people have voluntarily chosen their mode of life and they are happy because both are young and vigorous and they know that at any time the husband could quit his studies and go to work earning a respectable salary if the necessity arose. And then they are buoyed with the thought that very soon the husband will be through with his schooling, and then he can embark in his profession and the dream of their youth will be realized.

When the young man boldly asserted to his fellow students that he and his wife lived on less than \$10 a month the statement was doubted. It was asserted that such a thing was impossible, especially as all housekeepers know the past winter was one of the hardest, from the provider's point of view, of recent years. But the young man persisted and finally agreed that he and his wife would keep accurate account of their household expenses for one month to prove the statement. This was done, except that instead of an account for one month the account covers five weeks. It shows that the total expenses for provisions and incidentals for the five weeks was \$6.49. The rent was \$1 a week, or \$5 for the period. This gave a total of \$11.49 for all expenses for the five weeks, or an average of \$2.29 a week, or \$9.16 for a month.

Before going into details it is necessary to state that at the time when the account was started the family had some coal, pepper and a very few other articles that were left over from the foregoing weeks, but which had been accounted for previously in the economies.

The account in detail of the entire expenditure of the two persons for five weeks follows:

December.

27. Potatoes.....	\$ 25
27. Syrup.....	10
27. Butter.....	10
27. Flour.....	35
27. Oil.....	05
27. Salt.....	05
27. Crackers.....	10
28. Oysters.....	05
28. Milk.....	06
30. Beans.....	25
30. Butter.....	20

30. Meat.....	05
31. Cabbage.....	05
31. Vinegar.....	10
31. Milk.....	06

January.

2. Sugar.....	25
2. Lard.....	10
2. Rice.....	10
2. Gingersnaps.....	05
5. Onions.....	05
5. Meat.....	05
6. Potatoes.....	30
6. Meat.....	05
6. Butter.....	20
8. Crackers.....	23
8. Pancake flour.....	15
8. Oats.....	08
8. Syrup.....	20
8. Meat.....	05
8. Soap.....	05
10. Bread.....	05
10. Pickles.....	05
10. Butter.....	10
10. Oil.....	10
13. Meat.....	05
13. Milk.....	06
15. Butter.....	20
15. Kindling.....	10
15. Lard.....	10
15. Cabbage.....	05
15. Mince meat.....	10
15. Meat.....	10
18. Pancake flour.....	10
18. Wafers.....	05
18. Soap.....	05
21. Lard.....	10
21. Meat.....	10
21. Jam.....	15
22. Bread.....	05
22. Matches.....	05
22. Pancake flour.....	10
22. Butter.....	20
24. Potatoes.....	20
24. Pickles.....	05
24. Butter.....	10
24. Meat.....	05
27. Pancake flour.....	10
27. Milk.....	05
30. Peas.....	10
30. Pickles.....	05

Total..\$6 49

Rent, 5 weeks..... 5 00

Total expended..\$11 49

Average per week.....\$2 29

Month, 4 weeks..... 9 16

A careful study of the foregoing will be interesting. It will be seen that potatoes and pancake flour, with frequent purchases of meat, constituted the staple articles of fare. A pathetic touch is the item of "oysters, 5 cents," and many people will wonder how 5 cents' worth of oysters could be bought. It should be remembered that the wife does the marketing and each day goes about among the cheaper stores and is on the lookout for special sales of all sorts. While it is not known just how she happened to buy 5 cents' worth of oysters, it is likely that some store made a sale of them on that day. With the oysters were 10 cents' worth of crackers and 6 cents' worth of milk on December 28. This made a meal of oyster stew for two persons, which cost 21 cents. It is reasonable to suppose, also, that these two people enjoyed that meal just as much as though it had been served at the swellest cafe in the city.

A word about where the economists live. They occupy one large room, for which they pay \$1 a week rent. The room is in a good neighborhood. Water is furnished in a common hallway. The wife does her own washing, and both she and her husband always look neat and clean. At the time of the beginning of the above published account the wife weighed 131 pounds. At the end of the period she had gained six pounds in weight. The husband remained at his normal weight, which is about 150 pounds.

"Speaking of pretty women," says the Cynical Bachelor, "a thing of beauty may be a jaw forever."

Simple Preference.

"Would you rather have something else than a piece of cake?" asked the kind neighbor of little Freddie, who had run an errand for her.

"Yes, ma'am," said Freddie, promptly. "I would rather have two pieces."

BUTTER, EGGS WANTED AND POULTRY

We solicit shipments on commission or will buy eggs on track. Wire or write for prices. Correspondence solicited. Prompt returns and highest market price.

LAMSON & CO. BOSTON
13 BLACKSTONE ST.

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and many 100 times more light from
Brilliant and Halo
Gasoline Gas Lamps
Guaranteed good for any place. One agent in a town wanted. Big profits.
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Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

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Cure TREATMENT STRICTLY PRIVATE
DRUNKENNESS AND ALL DRUG ADDICTIONS ABSOLUTELY CURED.
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KEELEY INSTITUTE, G.D. RAPIDS, MICH.

23 CENTS FOR

BUTTER

Country merchants having ordinary receipts of fresh country butter can get 23 cents track your shipping station for the same by shipping to me this week. At the moment it is very scarce, but it won't last long now. Hurry it in soon as possible.

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.

Asphalt Torpedo-Gravel

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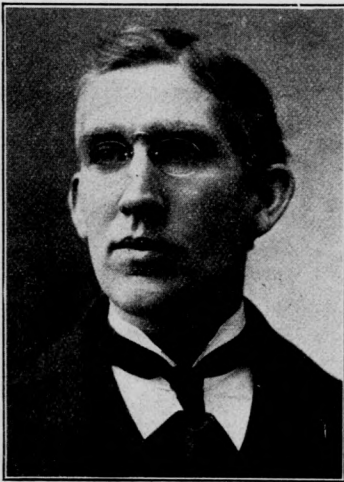
Manufactured by H. M. REYNOLDS ROOFING CO.,
GRAND RAPIDS, MICH.

REPRESENTATIVE RETAILERS.

John Witters, Treasurer Grand Rapids Retail Grocers' Association.

John Witters was born in the city of Grand Rapids, May 2, 1868. He was the son of Martin Witters, who was for many years foreman in the Butterworth & Lowe foundry. His father died when John was 4 years old, his mother when he was 9. Left an orphan at that age, he went to live with an uncle on a farm in Paris township. He remained on the farm three years, attending school in the winter and working in the summer, and then he came to Grand Rapids to live with his sister, Mrs. Daane. John must have improved his opportunities while in the country, for when he came to the city, at the age of 12, he was enrolled in the Central high school. He attended this school three years, when he started out to earn his own living. He had a liking for and learned the upholsterer's trade and worked at that trade in the Phoenix Furniture Co. factory for ten years.

At the end of that time he was offered



a better position at the Berkey & Gay factory, but remained there for a month or two only, when a better opening presented itself.

His brother-in-law, Mr. Daane, was about to start in the grocery business and offered Mr. Witters a partnership in the new enterprise. The firm began business on a very small scale, but they had faith in themselves and were sure they would succeed. Mr. Witters says that he had not the slightest knowledge of the business, but was positive that in time he could learn to weigh out a pound of sugar as carefully as he could upholster a chair.

The firm began business February 1, 1892, at the head of Monroe street, at the corner of West Park street. They remained there one year and then moved into the store next to the corner, where they remained nine years.

Cautiousness and shrewdness and honest dealing slowly but surely brought their own reward; their business had increased to such an extent that they were obliged to look for larger quarters. On January 1, 1902, they rented the store on the corner which had hitherto been occupied by the Grand Rapids Floral Co., and the two stores were combined into one. The result is one of the most attractive groceries in the city.

Mr. Witters is Treasurer of the Retail Grocers' Association. He is also a member of the Grocers' Quartette, which has lightened the weight of many meetings of the Association.

He is a member of the First Reformed

Church, one of its trustees, and also Treasurer. He is not a politician, but endorses a clean administration, and always votes for the one who he thinks will best fill the office.

When not attending to his business or assisting at the meetings of the Retail Grocers' Association, he is found in his home. He is the father of three sons and, although he is not sure that he can make grocers of them all, he is hopeful that he can bring them up in the way they should go. He is training them, not only by precept, but by example.

In the course of a conversation with Mr. Witters, he was led to talk a little of himself and how he considered a man could best succeed in business. To quote his own words, "I think our watchword has always been, 'Attend to details.' We have bought carefully and our customers have been able always to rely upon our word. We sell at a fair profit and never pay the slightest attention to the cut rates of other stores. When a customer tells us that he can buy the same goods cheaper elsewhere, we let him go, because he usually comes back. We notice that our trade does not suffer by buying the very best that the market can give and by selling the same to our customers at a fairly good margin."

There is no one in town, or out of it, who has not a good word to say for John Witters. A consistent Christian, an upright and honorable citizen, a reliable and thrifty business man, there is no reason why he should not climb to the top of the ladder in a few years.

Miss Bargain Hunter on Her Way.

"Ever notice the actions of some of the women who are attracted to the dry goods stores by bargain sales?" queried a floorwalker in one of the department stores the other day. "Bright and early on Monday morning the bargain hunter, with her little handbag, appears at the counter. The store has some new goods and a bunch of stale and antediluvian styles resurrected for the occasion, which mean exactly the same thing to the woman hunting for a bargain. The poor, abused clerk has just put a large roll of goods away on an upper shelf out of the way, because it has not been in demand, and thinks no one will ask for it. After a series of flying wedges, Miss Bargain Hunter gets within range, and, after scrutinizing the counters and shelves carefully, her glance finally settles on the big roll on the top shelf.

"Will you show me some dress goods?" she asks.

"Certainly," replies the obliging clerk. "Here's something entirely new—just imported from Paris."

"Can't say that I like that very well. What is that roll up there on the top shelf? No; I don't mean that one. I mean the large roll way up on the top shelf. Yes; that's it. You don't mind taking it down for me, do you?"

"Of course he doesn't. It's a fortunate thing she can't hear what he is thinking. With a lot of puffing and perspiring, he finally lands the roll on the counter with a thud, and opens it for her inspection.

"How different it looks when you get to see it closely," she observes in her sweetest tones. "It isn't a bit pretty, is it? And after all your trouble! I'm awfully sorry, but I'll tell you what I'll do. I'll take a sample of it. I didn't intend to buy anything anyway. But I'll remember you when I do come to buy something, even if it's a spool of thread."

Keep Them Both in Line.

Sweet Girl—I am loved by two men, and I can not make up my mind which to marry. What would you advise?

Old Lady—Get both to insure their lives in your favor and then wait until one of them dies. That will insure the constancy of the other.

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 Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 1/4	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/2	6
265	3 1/4	1 1/2	5
264	3 1/4	1 1/2	4
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.	8 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.	4 00		
Butts, Cast			
Cast Loose Pin, figured.	70		
Wrought Narrow.	60		
Chain			
Com. 7 c.	8 c.	5 c.	4 1/2 c.
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.
Crowbars			
Cast Steel, per lb.	6		
Chisels			
Socket Firmer.	65		
Socket Framing.	65		
Socket Corner.	65		
Socket Sinks.	65		
Elbows			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable.	40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26.	40		
Ives' 1, \$18; 2, \$24; 3, \$30.	25		
Files—New List			
New American.	70 & 10		
Nicholson's.	70		
Heller's Horse Rasps.	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28		
List 12 13 14 15 16.	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.	300 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		
Japaned Tinware.	20 & 10		
Iron			
Bar Iron.	2 25		
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 Found.	6 00		
Levels			
Stanley Rule and Level Co.'s.	dis		
70			
Mattocks			
Adze Eye.	\$17 00		
dis			
65			
Metals—Zinc			
600 pound casks.	7 1/2		
Per pound.	8		
Miscellaneous			
Bird Cages.	40		
Pumps, Cistern.	75 & 10		
Screws, New List.	85 & 20		
Casters, Bed and Plate.	50 & 10 & 10		
Dampers, American.	50		
Molasses Gates			
Stebbins' Pattern.	60 & 10		
Enterprise, self-measuring.	30		
Pans			
Fry, Acme.	60 & 10 & 10		
Common, polished.	70 & 5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.	10 80		
"B" Wood's patent planished, Nos. 25 to 27.	9 80		
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.	40		
Scotch 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		
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 1/2		
Manilla.	15 1/2		
Sand Paper			
List acct. 19, '85.	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	3 90	
Nos. 25 to 26.	4 20	4 00	
No. 27.	4 30	4 10	
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		
Solder			
1/4 @ 1/4.	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..			
14x56 IX, for No. 9 Boilers, }			13
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.		50	
Coppered Market.		50 & 10	
Tinned Market.		50 & 10	
Coppered Spring Steel.		40	
Barbed Fence, Galvanized.		3 25	
Barbed Fence, Painted.		2 95	
Wire Goods			
Bright.		80	
Screw Eyes.		80	
Hooks.		80	
Gate Hooks and Eyes.		80	
Wrenches			
Baxter's Adjustable, Nickeled.		30	
Coe's Genuine.		30	
Coe's Patent Agricultural, Wrought.		30	



Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 16, 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.

BEST GOVERNMENT ON EARTH.

This country has so recently become the general subject for the rest of the world to talk about that we experience considerable of a setback when we find that we are not so extensively known as we have fancied. An American teacher in the Philippines not long ago said that many geographies distributed throughout the islands represent Spain as the largest country on the map, and that it is almost impossible to change this impression. Many of the native teachers returned the recent maps and books declaring that they are all wrong because the United States is made to appear larger than the Philippines or even Spain.

The statement leads easily to the exclamation, "Poor old deluded Spain!" and yet it is well enough for us to understand that ignorance of this country from every point of view is the general condition of the rest of the world in regard to the United States. It is easy to suppose that Spain would have known better than to do as she did when a difference arose between the two countries; but, hidebound as the Eastern hemisphere is, she could not attain to what was found to be an alarming fact—supremacy in every particular. It is needless now to recall that country's insolence; but, based as it was upon what was at that time known in Spain of the United States, nothing else was to be expected. The Spanish Armada left Spain with no more assurances of success than did the fleet of Cervera and—let us be honest—we felt it, too. When, however, the new Armada yielded to the same fate as the old and this was strengthened by the Spanish defeat at Manila, it seemed plausible that all the world had heard of us exactly as we are.

That statement, however, is not true. Spain is not the only country in that

condition. The one idea of territory is no more tangible to the mind of the average European than is that of a hundred billion to the handler of cents—it is beyond him. The Englishman, as we find him at home, has no distance to enable him to comprehend the United States. He is whirled from Liverpool to London in a few hours and that is his unit of measure. He can multiply it, but when the result tells him that at that rate it would take him a week to go from New York to San Francisco he laughs and wants no other proof that figures lie. The average German has to come to this country before he really believes anything about the United States. He has traveled little. Like the child in the nursery, he believes his Fatherland is—if not the only land, anyway the largest one on the face of the globe. He knows the river of his country and he knows just as surely that there is only one Rhine—for once he is right—in all the world. In a general way his "ja" will be hearty enough when told that the country extends from the Atlantic Ocean to the Pacific, but he thinks, when told that seventeen Germanies could be put down in the United States proper and have enough left for a good-sized kitchen garden, that his own Baron Munchausen is still alive; and he looks his thought. Each nationality has its own method of expressing credulity, but it will be found that the Spanish idea of the size of America and the United States is the prevailing one abroad.

That the matter of size is not the only one that includes ignorance of this country can be easily ascertained by even the slightest test. The traveled European has learned something of our territory, but he has learned little beside that. His national ideas and ours are not in harmony. He has no faith in "the third estate," which he pronounces with a sneer. We do not have a "leisure class." We neither believe in it nor tolerate it. Our men earn their living and are proud of it. With money enough to buy the continent, they keep at it, earning—earning!—more, and openly boast of the gain they have worked for and got. We make much of manhood, strenuous manhood, and from President to hodcarrier we are a clean, wholesome race, sure of transmitting to posterity a generation of vigorous, untainted men and women. We have a queer way of telling the truth. We say exactly what we mean without intending offense and are ready to back it up if offense be taken. We can trade and we can fight and our guns and our armor-plate have been proven equal to every emergency. So much they know, but of the broad basis upon which our Government is placed, of the strong common sense of our well-educated common people—their earnestness of purpose, their indomitable will, their well-balanced self-respect and intelligence and the thousand and one characteristics which have made this country what it is—not one of them, from Spain up, has what may be considered a fair idea. Spain could learn only by war. Let us hope that the rest of them may acquire the needed knowledge by the gentler arts of peace, beginning with the extent of our territory and ending by a faithful copying of the Best Government and people which are to-day leading the world.

Some writers are famous for the books they have written; others for the books they ought not to have written.

BOY WANTED.

There has been a man in here who wants a boy. He is at the head of a firm and after repeated trials has become convinced that the only way to get what he wants without subjecting himself to the inundation sure to follow an advertisement in the Want Column is to appeal to every man he knows and after that trust to a kind Providence to furnish him with the much-longed-for and much-needed article. What he is after is a boy to learn a trade which he affirms with much earnestness is a manly, cleanly, desirable occupation. He says, however, that it is a trade requiring four or five years of steady work and attention to business and he is on that account afraid that his boy is not forthcoming.

From some little experience in the same search there is every reason to believe that the man's conclusions are well based. He wants what the markets of the world are not able to furnish. The fact is it is an old-time want and none of the old-time stock is left over to supply it. With the new notions that modern life calls for, it has slipped the attention that anything pertaining to the ante-machine age may have a commercial value and this want of a boy in the old sense of the term has been overlooked. At one time it was supposed necessary for the seeker after success worth working for to begin at the bottom and work up. The phrase has not wholly dropped out of print. Up-to-date investigation has found out that that is another delusion of the past. "It has been proven" that it is just as easy to start in at the top and so get rid of all the humiliating drudgery always encountered at the bottom. Another fact finding great favor with the boy of the day is that the short cut to soft snaps is worth all the beginning at the bottom in Christendom. "We do not do that way now." To start with, an "old man with a pile" is an essential. An old woman—"the old woman," who can not bear the thought of "our John's" working in that dirty place with the class of workmen found there—is the second great need and the young fellow manages in some way to get both. So John does not dirty his hands, he begins at the top and life is a roaring success—until he and the business go to the dogs together. Oh, it is quite certain, under the circumstances, that the head of the firm will not find his boy.

That matter settled, there are a few facts in the same connection that may as well be looked squarely in the face. The first is that the world, especially the business world, is looking for skilled men, and that hits the common, everyday John hard. More than that, it does not intend to be bothered with him. It is in business for the money that is in it, not for the purpose of carrying along any foolish old folks' John. That has been tried time and again, always with the same old result: He is a failure from the start. A boy, not the old man's money, is wanted, and the want remains unfilled.

If there is any comfort in the thought the head of the firm is assured that he is not the only one in want of a boy. A recent wandering through the limitless farms of Nebraska discloses the same pitiful condition. Already the wheat fields are presenting to the farmer of the Middle West a problem which is wrinkling his forehead. As the papers headline the thought Nebraska promises her highest notch, and the farmer wants not one boy but an army of them.

Where are they coming from? Had the want been a clerk or a bank officer or a doctor or a dentist or a railroad president or an express company manager or a president of the United States or an office boy, the road to his Nebraska farm would have been black with eager applicants; but it is a man with a stout back and a stout pair of hands that is needed and not a footprint is pointed that way, although "the prospects of being paid ten dollars a day and found" ought to be an inducement to the splendid army of brawn that all summer will be going to waste in golf and lawn tennis.

The head master of a prosperous school was looking the other day for a boy who for his living and schooling would do a certain amount of work. The want has been advertised for weeks but the boy has not yet presented himself, and he will not. Boys nowadays are not caring for that kind of a job. When a fellow goes to school he does not care to put any of his spare time into that sort of thing. The diamond and the gridiron and golf are taking the place of the old-fashioned industries. It should be remembered, also, that the leading features of the curriculum now are the bat and pigskin. The oar in its season does fairly well for a change, but the old idea that a boy would do chores for the sake of going to school is as unsound as it is absurd! The head master must content himself with the common everyday workmen or do his own chores.

In the meantime these men want a boy and the world at large wants one. Not a business man nor a professional man can be found who is not on the alert for this rare article. There is not a round in life's ladder but has ample room for him, and yet he is not. The schools are crowded with something resembling him, not a race course is free from his presence, the pool table has no need to advertise for him, the tobaccoist's stall is never free from his presence and Carrie Nation found him in numbers as she went the round of the saloons with her hatchet. Only one place he shuns—where good, honest, respectable work with hands is wanted—and there nor love nor money can lead him.

Wanted, a boy! Who will supply the world's great need?

It would not be a bad idea for economists who insist that cheapness is the mainspring of prosperity to concentrate their intellects on the study of existing trade phenomena. Last year the country produced 15,878,354 tons of pig iron, and still the people cried for more, although the price largely exceeded the rate at which the same commodity ruled five or six years ago. In fact, the dearer pig iron gets the more it seems to be in demand. In the years immediately following 1892 exactly the opposite was witnessed. The producers of pig iron could hardly give it away. Although they offered it at ruinously low prices, the consumption fell off nearly 33 per cent. and continued to decline until prices showed a sign of firmness. Ever since the demand has been almost insatiable, and the consumption has increased nearly two and a half fold over that of the years of low prices.

Three hundred trusts have been organized in Germany during the past few years. The policy of the government of that country is to encourage such combinations, the assumption being that they stimulate production and that the consuming population benefits in consequence.

Quintette

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

Putnam Candy Co.

Grand Rapids, Michigan

Grand Rapids

Bark and Lumber Co.

Hemlock Bark, Lumber, Shingles, Railroad Ties, Posts, Wood. We pay highest market prices in spot cash and measure bark when loaded. Correspondence solicited.

W. A. Phelps, President
D. C. Oakes, Vice-President
C. A. Phelps, Sec'y and Treasurer

Michigan Trust Building
Grand Rapids, Mich.

MICA AXLE GREASE

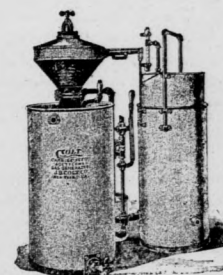
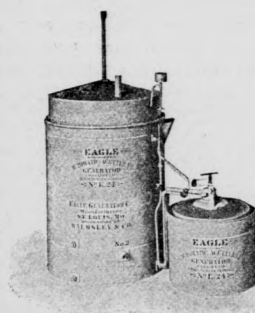
has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

**PERFECTION OIL IS THE STANDARD
THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.



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.

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—The nature of the business transacted in the staple cotton goods end of the market has been of ordinary character expected at this time of the year. Buyers do not seem to desire taking anything but small quantities, after considering the present very strong condition of the market. The reports, however, from some sections seem to show that these small orders amount to a considerable aggregate. This is particularly noticeable in some lines of bleached cottons where orders for several cases have sometimes been placed. In all leading tickets, prices appear to have a hardening tendency and advance may be expected at almost any time. The home consumption, brown sheetings and drills, are at present rather backward and there is but small enquiry noted for forward deliveries. Wide sheetings show no new feature. Business in ducks has been quiet in all weights and osnaburgs are dull as far as new business is concerned, but firmly held. All coarse colored cottons, including denims, ticks, checks, etc., are now more quiet and prices remain unchanged.

Cotton Dress Goods—The demand for printed dress goods shows no special changes this week and the reorders that have come to hand during this period have been but small. Although this business is of small proportions, prices remain very firm at last quotations, and specials are to be found in only limited quantities.

Fine printed goods remain about the same as a week ago. Dark flannel effects are quiet, but some lines have sold very well for next fall. General business has been rather indifferent, although prices are steady. Dark dimities are well conditioned and on the leading tickets a good business has been transacted. The sale of staple and dress ginghams has been moderate, but small supplies have kept down the total business.

Linings—There are few features in the lining end of the market that are changed from our last report, although in some cases the amount of business transacted shows a slight increase. The general demand has been for very limited quantities in both plain and fancy linings. Both fast black and colored percalines are well sold up, and some agents have been obliged to refuse business on account of inability to promise deliveries within a reasonable time. Silecias have found a small new business and the stiff attitude of sellers has restricted trading, although no open price changes have been made. Sellers are very firm and expect advances at almost any time. In fine grade goods of special finishes better sales are reported than previously, particularly for fully mercerized lines. The clothing trade has been buying on a limited scale and cotton Italians, twills, Alberts and similar goods show no changes in price. Italian mobairs, etc., and other fabrics used by the clothing trade are firm.

Woolen Dress Goods—The developments of the week in the initial market are of an unimportant character. With each succeeding week the volume of business under way shows a steady shrinkage. Naturally as the initial purchases of the trade approach closer to completion, the interest of the buyer lessens. The responsibility now rests

with the manufacturer. The selling agent has done his part and it now remains for the manufacturer to see that the delivery engagements are lived up to. Interest is now shifting to the jobbing trade, for the latter are sending out their salesmen, and in a great many instances have had them out for ten days or more. Naturally the fact that the retail spring season is in its infancy and that, as a consequence, the movement of spring goods in retail circles has not attained any considerable volume, is not calculated to induce the retailer to give much consideration to his probable fall requirements, therefore, the business falling to the lot of the jobbing fraternity just now has more reference to spring business than fall weights. At the same time, however, instances are reported where the retailer has taken some cognizance of his fall requirements along the line of staple goods principally. Such business as has come forward in the primary market during the week has run to the same classes of goods as during the previous weeks. Sheer fabrics and waistings continue to be strong factors and, of course staple dress fabrics are also selling. Prices are well maintained in all directions.

Underwear—The jobbers have had a poor week as far as the underwear part of their business is concerned. The uncertainty in regard to prices has restricted the desire to do any trading apparently, particularly in conjunction with the frowning weather which overshadowed the eastern part of the country. Advances of 5 per cent. were made during the week on spring lines following the advance named on fleeces a little earlier. It was expected that the rising market would instill life into trade, but on the contrary and much to the surprise of agents, it has seemed to stop what little trading there was. In the face of probabilities of still further advance at almost any time it would be good business policy for buyers to place whatever orders they may need within a short time at once so that they may avoid paying more. The strike at the yarn mills will, if not speedily settled, have a very far-reaching effect. Even when the yarn mills were working full, there was no surplus of yarn and any curtailment means a serious handicap for the manufacturers of knit goods. Naturally this will be used as an excuse by some manufacturers to cancel some of the orders they took at very low prices and on which they may lose money or at best but exchange an old dollar for a new one. This is far from satisfactory, and as a number of mills according to their own reports are heavily oversold, it is only reasonable that they would welcome any legitimate excuse for canceling some of the orders taken at minimum prices. No doubt some of them would not be delivered anyway, but even in a case of that kind a good excuse is preferable. In the retail end of the business, trading has been slow as far as underwear is concerned, for while we have had some warm weather, it has not been steady or indeed marked enough to induce any one to make changes except in the Southern States. In fact, in the Northwest and the Northern States, there has been much cold and snow. Naturally lightweight underwear is the last thing the consumers are considering at the present time.

Hosiery—Just now every one interested in the hosiery end of the market is watching for the promised advances. There are several factors that seem to

The Painter and Decorator



Do not require as heavy overclothes as other workers, but to get good results their garments must be a good fit—such as will afford freedom of movement in every direction. All painters that have worn "Empire" overalls concede that they are better than any other sold at a similar price. We have them with or without bibs and coats to match. Will readily sell at 50 cents retail. Why not try a sample lot?

Grand Rapids Dry Goods Company

GRAND RAPIDS, MICHIGAN.

Formerly Voigt, Herpolsheimer & Co.

Exclusively Wholesale

STORE DUST

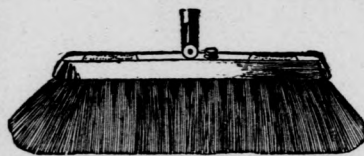
What destroys more merchandise than dust? How much is your loss annually on account of dust?

Reduce Your Loss 97%

by using the

World's Only Sanitary Dustless Floor Brush

It reduces dust 97% and makes dusting unnecessary. We want live merchants in every town to represent us.



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

CAPSHEAF
THE MODERN
SAFETY PIN
Highly Endorsed
by TRAINED
NURSES

Made in all
Sizes

Will
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**STIFF
STRONG
COILLESS**

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

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

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

AWNINGS

FOR STORES AND HOUSES



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

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

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

warrant and even demand advances—the higher cost of yarns and the probable shortage on account of strikes. Advances were expected before this and now they may be made even before this reaches the eyes of the readers. The hosiery market is, except for prices, in a splendid condition. Practically every mill in the country is running full time on orders, with plenty of orders ahead, and the jobbers have received an excellent reorder business. If one attempts to say just what patterns of fancies are going to be worn this warm season, one must make a list of several thousand that are on the market if guided by the purchases that have been made. Those who are in a position to know say that the diversity of styles that have been made and sold never in any previous season approached that of the present. And the end is not yet for even now new patterns are appearing on the market and find ready sale in early every instance. Enquiries in regard to this show that practically all designs, except the very pronounced plaids, have been sold and are likely to be worn more or less.

Carpets—The carpet situation has shown but little change during the past week. The enormous production continues on apace with every loom in motion in the hopes of cleaning up the business now placed before the opening of the new season. All the business, practically, speaking, for the current season is in the hands of the manufacturers, and what orders have not been placed it will very likely be found difficult to get filled, so as to secure deliveries this season. Manufacturers, the three-quarter, as well as four-four goods men, are all sold up beyond their capacity and many are refusing business to-day. The situation is a healthy one with no prospects of any immediate change. The three-quarter goods mills are worked hard these days in getting out their full quota of business, besides preparing the samples to be shown at the new opening in May. Not very much more business can be expected until the new season opens, and consequently the salesrooms of the different mills are well filled with the traveling men, who will soon again be on their tours through the country in search of business. The new samples are coming slowly in from the mills, not so quickly as in previous years, as the large orders are causing them to be somewhat neglected. The most of them are in, however, and while of course they are on a very much different line than that in the jobber's hands to-day, the difference is not perceptible as compared with lines of previous seasons. The patterns run more to one color, and the coloring might be said to be rather more striking than this season's samples. Old gold for a background is to be a popular color, if the numerous designs based on that color, count for anything. Greens and reds will also be prominently displayed when the season opens. In Wilton rugs the new lines are not likely to show much of a change. The Oriental designs will be largely adhered to. The Philadelphia ingrain mills continue exceptionally busy and a passerby in the Kensington and other mill districts would be greatly impressed at the constant whirl of the looms, and the exceptionally active appearance of everything. Manufacturers have been so actively engaged in their efforts to increase their production on an equal footing with their orders, that the usual time allowed for making up

designs has been somewhat delayed. On account of this, it is probable that some mills will be a little late in exhibiting their full lines. Within the past week or ten days a number of ingrain manufacturers have notified the trade that a $2\frac{1}{2}$ c advance would immediately go into effect, and since then this advance has been made by nearly all those connected with the ingrain trade. This was induced by the advance in yarn values, the spinners paying more for the raw material. There is no doubt of the advance going into effect. The ingrain situation is in a too prosperous condition for jobbers to induce them to accept business at the old rates. These prices will hold out, no doubt, until the beginning of the new season, and whether a further advance is made then, which no doubt is justified, remains for the future to tell. The outlook for the beginning of the fall business is exceedingly encouraging just now for all concerned. There is a continuous demand for goods of all grades from the all-wool ingrain to the cotton and jute ingrain. The C C supers and the standard grades of the cheaper lines are well sold up.

Some Useful Points on Patent Leather.

The real trouble is that shoe merchants do not appreciate what a delicate stock patent leather is and are not willing to use the judgment and consideration necessary to keep it perfect. In shoe factories, during the winter time, when a case of imported patent leather comes in (these, by the way, being shipped in zinc-lined boxes), the manufacturer would not presume to handle same until the case and its contents have been thoroughly heated. Afterward it is taken out and placed in the regular stock bins, and if the room is any way cold it is never sorted or given to the cutters before it has been thoroughly heated.

If it is necessary for a manufacturer to be so careful in handling stock, how much more necessary must it be for the retailers to handle shoes after they are made up, because the shoes have been lasted, the stretch taken out of them, and they are much more liable to break after their long trips on railroad trains and the rough handling in the various parts of the factory outside of the cutting-room than before the uppers were stitched. The rules laid down by the manufacturer hold good in all cases, and patent stock of every class and character will be all the better for it if it is handled after that method.

Another thing very necessary in the handling of patent leather shoes in the store is to see that they do not sweat. It is also most important that previous to laying them in cartons a layer of cotton batting or wax tissue paper if possible should separate each shoe. If not possible the ordinary tissue paper should be used.

Where the stock is allowed to rest one against the other it will stick, and if it does not peel the bright luster will be removed, and there is no way of replacing it. It is true there is a patent liquid for brightening up patent leathers and replacing the enamel, but it can not be done with such dexterity that it will not be recognized on new shoes. Customers do not care to have patched goods, especially when they pay the price which is usually asked for patent leathers.—Shoe Retailer.

When a policeman marries, he soon begins to wonder where he can hide his club so that his wife can't find it.

STRAW HATS

ORDER NOW WHILE OUR STOCK IS YET COMPLETE

Men's from 50c per dozen to \$4.50.

Ladies' from \$1.75 per dozen to \$3.00.

Boys' and Girls' from 45c per dozen to \$2.25.

Also a complete line of Men's and Boys' Felt Hats.

Mail orders will receive the best of attention.

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

We believe there are a good many people in every community who want the best flour they can get—even though it costs more. CERESOTA is the best bread flour in America.

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

Distributors for Western Michigan

SENT ON APPROVAL!



THE STAR PEANUT VENDING MACHINE

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

Manufactured by

W. G. HENSHAW, Kalamazoo, Mich.

38 HIGHEST AWARDS in Europe and America

Walter Baker & Co.'s



PURE, HIGH GRADE

COCOAS

—AND—

CHOCOLATES

Their preparations are put up in conformity to the Pure-Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality. In writing your order specify Walter Baker & Co.'s goods. If OTHER goods are substituted, please let us know.

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

Established 1780

WE WANT YOU TO KNOW

that for years we have had the reputation of manufacturing the best line of sweet goods in the United States. We are an independent concern—do not belong to a trust—and our output is personally supervised by men who know the business from a to z. We guarantee our goods to be just as we represent them. Do you not think it is to your interest to deal with a house with such a reputation? We would like to quote you prices.

E. J. KRUCE & CO.

DETROIT, MICH.

Shoes and Rubbers

Best Method to Pursue in Waiting on Customers.

This is a very important subject, one in which every progressive shoe salesman should take a deep interest. Three very essential features should always be borne in mind. First, politeness, then patience, and last perseverance, the key to it all. When customers step into our store we should give them a very cordial greeting, and make each one feel that they are not only welcome but we esteem it a privilege to serve them and not approach them as if it was a duty and we felt obliged to say something. A good hearty welcome often makes many sales, and in some instances lasting friends as well. This is especially true in regard to ladies, as they are very sensitive and quick to size up a salesman. How often we see clerks lose their patience after showing a fussy customer nearly every shoe they carry that would fit them, and just by a little impatience not only lose a sale, but the customer as well. I sincerely believe that to be a successful shoe salesman requires a great deal of natural ability as well as years of practical experience. Personally, I have had six years of hard grinding and nerve-racking experience. And many times when I have had customers that I could really have given a good blessing and felt very much relieved, I have always kept that feeling so well bottled up the customer never appeared to know, at least, but what I felt like smiling. And I firmly believe the most successful business men to-day are those who have the largest supply of patience. I recall an incident in my own experience where a well-known society lady came into our store one Saturday afternoon about 4 o'clock, just at our busy time, and tried on nearly every shoe we had in stock that would fit her, and finally after spending over an hour with her, besides waiting on about a dozen other customers in the meantime, she took the first pair I showed her, which she had to acknowledge fitted perfectly. It was just half past five when she left the store. As I had to have them charged I requested her to wait until the bill came over, as it would only take a minute, as our office was close by. She said she really could not wait, it was so late she had to get home. Just then the slip arrived and she took her departure, much to my relief. She was one of that class who think because their husbands hold good positions that they must appear very particular and next to impossible to fit without having shoes made for them. In this particular instance nothing seemed quite good enough for her, but she emphatically declared she would not under any circumstances pay over \$3.

One of our salesmen said afterwards that he would have let her go before spending so much time. Now if I had been a green clerk with no experience in selling shoes I could not have held her as long, and stood no show at all of selling her. In fact, one of our salesmen had lost this same customer at a previous time. From my first experience I have been able to sell her very readily, and she has developed into an excellent customer. Not long ago it came to my ears, from a reliable source, that this lady had told some particular friends of hers who had called on her one afternoon, during the conversation, which had led into an argument on a particular kind of shoe, that I was the most polite clerk she had ever met, and

when she wanted any shoes, that she should certainly give me a trial.

Now who can say I was not well repaid for all my trouble and pains? Although at the time it seemed like a thankless task, I was soon to learn it had made me a good friend as well as added a new customer to our store. I felt very much pleased with the unexpected result. That was proof enough for me. Patience certainly is a virtue. I had in reality turned what the majority of clerks would term a crank into a good paying customer. I have found by my own experience that it takes more ingenuity and tact to sell a fussy lady customer than three of the hardest men who ever darken our doors and we have a large men's trade, too. This is only one of many instances I might cite fully as trying to a man's nerves.

But with all its faults and trials I am really in love with the shoe business; it is my ideal. I am just beginning to like to wait on hard customers, and the fussier they are the more determined I am to sell them. In my own case I have had no reason to regret keeping my temper in check, and it has paid me well. I believe one of the reasons of my partial success is due to this more than any other one thing, as it has been influential in raising me to my present position. Although not yet 25 I was promoted in September to manager of one of our shoe departments. I am firmly convinced that it certainly pays to do your very best at all times. Although I frequently lose sales, nine times out of ten the customer comes back, and in a majority of cases I sell him on the next appearance. There are three words which I selected several years ago as my business guide through life, and I have tried very hard to follow them closely ever since, and they have proved a great help to me. They are tact, push and principle. Any young man who has no definite object in life or no guide is like a ship at sea without a pilot or rudder. He will just drift along with the tide of humanity—existing, but accomplishing nothing.

These three helps must go hand in hand. Every salesman must realize it takes a great deal of tact, and without push we shall be left far behind by our competitors in the race. Principle, every true man takes pride in that. Our characters must be strongly guarded at all times if we wish to be successful. And let us always remember our habits are but an index to our characters. Personally I believe in strict, temperate habits, and I would not even smoke going to and from the store or during business hours, as I believe to many ladies the breath of a smoker is very offensive, and I can not smoke without scenting my breath. When we smoke, as most of us do, it should be at night, after our labors are through, and we are not coming in contact with so many ladies who can take offense. We are free to do as we like then, as long as we keep within the bounds of propriety.

I have heard ladies make remarks about clerks who worked in certain stores that "they knew smoked because they had smelled their breath." Not long ago I went into a dry goods store to see a young man whom I knew well. Just before he reached me a lady approached him, but he had to step one side and spit out a big chew of tobacco before he could wait on her. His breath must have been very disagreeable to her, as it was extremely foul when he came over to me. He was quite young, not yet out of his teens. He laughed,

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.

The High



Cut Shoe

of good quality is superseding the once popular Creole and Creedmore for farm work. Those who wear these goods have a preference for our make—the best and the highest grade. They know they are not cheap; but are wise to the fact that they are the lowest priced when absolute utility, fit and good wearing qualities are to be considered. Do you carry them? We go anywhere for business.

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

and thought he was the real thing. I told him I would not allow him to chew or smoke cigarettes and spit around my store even if he was a customer; and any clerk who worked for our concern would get his discharge by lightning if he was caught smoking or chewing in the store. We have three large gentlemen's department stores, and not a man in any of them would care to take the chance of getting caught. Another thing which is strictly enforced is in regard to waiting on customers with our hats on.

Now I do not want any brother clerk who may read this to get the impression that I am strictly a temperance crank, as that is not true; while I would insist on strict temperate habits during business hours, there is plenty of time to use our freedom to smoke and enjoy ourselves after our labors are completed for the day. A lady expects to meet a well but not flashily dressed salesman, clean and polite, and she has a right to expect it, too. It will not take her long to find out whether he knows his business, either. One very important branch of our business, and in which we take great pride, is fitting children's shoes. We have a great many customers who send their children to us to be fitted, as they have confidence in our salesmen and believe that they will be given as good service as we would give their parents. We do take special pains not only to give them the shoes we believe will wear best, but also take time to give them a good easy fit, not large, but never a tight shoe.

One very essential thing a good clerk must strive to do. He should endeavor just so far as possible to instill perfect confidence in his customers. This takes time, but a salesman who would be relied on must do it. I am a firm believer in personal trade and have always tried to give my best effort to every customer. That I have been successful by following this rule is proved by my sales, and that I have personal trade who will not only wait for me but will take almost any shoe I select for them is positive proof that my efforts have been successful in some cases at least. Every salesman must obtain this for himself. You may have a dozen clerks who have the confidence and respect of your customers, but let a new man appear and he must cultivate this feature for himself, as he can not bank on his brother clerk's experience. And woe be to that man who loses the confidence of a customer. If it is simply a mistake he may have a chance to rectify it, but if he has misrepresented an article he is doomed to the one he deceived.

One feature in particular should be guarded against, and that is substituting something else when you have not the very thing called for by the customer.

For instance, a lady comes in and asks a clerk for a special make of shoe. She is in somewhat of a hurry and cannot stay to try on any, but wants to take home a 5 D. He looks over his stock and finds he is out of a 5, but has a 5½, so takes that out and wraps it up and says nothing. The customer takes it home and the first thing she does on arriving is to open the bundle and look for the size, and if she finds it different than what she ordered, back it will come without even being tried on, and the clerk who betrayed her confidence will find he has made a great mistake, as this customer will not allow him to wait on her again, and unless the manager or some influential salesman appears, not only is there a lost sale, but

a customer as well, who may do you a great deal of injury. Whereas, if the clerk had simply told her he was out of a 5, but had a 5½, all this trouble might have been avoided, and while she may decide to look further before taking a different size and go out, still she has confidence in what you tell her. In a majority of cases, a customer would not mind the half size and take the larger shoe and be satisfied. Personally, I would take the chance of losing a sale by telling a customer what I believed to be the strict truth in regard to a shoe.

Some time ago a lady came into the store and asked me if a particular shoe we carried was a hand-sewed or a Good-year welt, and I told her it was a welt. She said, "That is just what I thought, but a certain gentleman who used to work for a firm that carried the same shoe told me it was a strictly hand-sewed shoe, and appeared very indignant when I seemed to doubt his word." The result was she bought a pair of the shoes. Probably the average customer would not know just what you meant in either case, but this lady knew there was a difference.

The shoe business needs to-day men who dare to stand up and show their colors, to tell customers the truth, to tell them the facts as they really exist. We may occasionally lose a sale by doing so, yet in the long run we shall come out a strong, sure winner. There is altogether too much deception practiced by disreputable and unscrupulous dealers. I could name a number of instances where I have known certain shoe dealers who have at times misrepresented their goods, and in many cases to-day are crying hard times. I believe many failures are due to lost confidence in a store. You once betray customers' confidence and they have lost respect for you. There are friends who will be told about your deception and their influence is bound to cause you a great deal of harm. The merchant or clerk who continues this deception is sure to go down and out. The most successful dealers to-day are those who believe in the strictest integrity themselves, and enforce it among their clerks. One more important point about changing shoes. We are all apt to be partial to new customers, and make a customer who has an exchange wait, in some cases until their patience is exhausted. Many customers are lost in this way. Personally, I intend to take just as much pains with a customer who wishes to make an exchange as I did the first time I sold them, and if I have nothing in stock that suits them, immediately refund their money as if it was a pleasure, and I have found it to be a good paying advertisement and gives confidence to the store. In the majority of cases where the customers try other stores and can find nothing, they return and wait for us to order shoes for them. It not only makes permanent, reliable customers, but many times warm, personal friends.

Now, in conclusion, let us remember the three essential emblems of the art of selling shoes, "Politeness," "Patience" and "Perseverance." If we all take as deep an interest in our business as we should, and as it is our privilege and duty to do, we shall be an honor to our chosen vocation, thereby helping to raise the shoe business to a higher standard. I shall expect to see many essays along this line, and I shall read every one of them very carefully. I sincerely hope some young clerk just starting to master the mysteries of the shoe business will take these essential emblems as his guide.—Wilfred H. Hagar in Boot and Shoe Recorder.

**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



For \$4.00

We will send you printed and complete

5,000 Bills
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100 Sheets of Carbon Paper
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We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

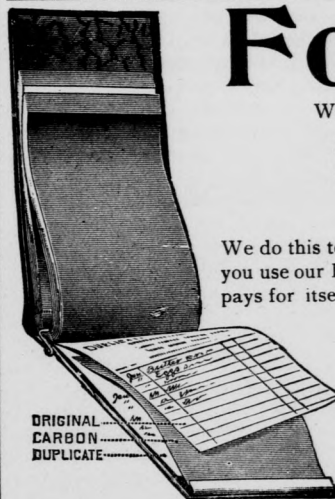
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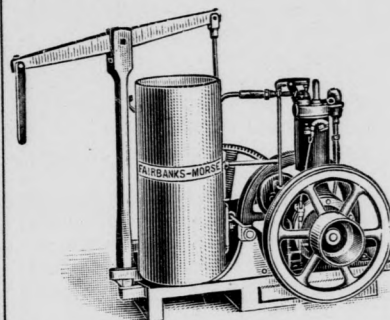
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A-Jack-of-all-Trades Gasoline Engine



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

WORLD'S BEST

S.C.W.

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

GRAND RAPIDS, MICHIGAN.

Clothing

The Correct Thing in Evening Dress in New York.

Our brilliant ball in honor of Prince Henry developed the distressing fact that there are still a number of well-meaning young men "in our midst," as the country editors say, whose ideas are sadly at variance with what is correct in evening dress. This vexed question of the cravat, which has always given rise to much argument, and which some of my club friends, fine fellows as they are, appear to be wholly unable to master, was the main cause of the lamentable "breaks" noticed. Of course I went to the ball, and I was horrified to perceive a scattering element, plainly discernible without much hunting, of black neckties. Anything more heart-rending it is impossible to imagine. The ethics of the white and black cravat have been discussed with wearisome frequency by most writers on dress. The simple proposition is that the black tie is perfectly permissible when worn in the company of men, whether with a short coat or one with tails attached to it; when it is foisted on the observation of ladies it falls little short of a barbarism. When ladies are present nothing but the white tie is to be countenanced; a black tie, on such an occasion, is as much of an atrocity as gloves with backs adorned with black stitching. A ball is supposed to be the gladdest of all glad events, calling for the gladdest of apparel. To go into mourning at a ball, even in the detail of the neck, is indefensible. It is, to say the least, a poor compliment to your hosts.

This subject of evening dress being all-important with men of education and taste, I may be permitted, I hope, the privilege of a few words in mild protest against the action of the young gentlemen of the Floor Committee who wore broad bands of scarlet and yellow ribbon diagonally across their shirt fronts. Of course it was necessary to mark the members of this committee in some way, but would not a bouquet of some distinctive pattern have answered the purpose—or even a rosette of ribbon worn in the buttonhole? In Europe, the ribbon worn across the chest is a sign of nobility of rank. We are not supposed to recognize nobility of birth in this country; to see some of our rising young men assuming the sign of it in the presence of royalty was a little disconcerting, to say the least.

A word of commendation should, nevertheless, be spoken in behalf of one young man—eligible in every respect and very passable as to morals—who appeared at the ball with a white lawn cravat of the usual pattern, but with four slender strips of ribbon, two of black and two of red, sewed vertically across the ends of the bow. He must have noticed the curiosity, to which I was too considerate to give expression, for he volunteered the explanation that the idea was an invention of his own. "Of course I know that nothing but white goes at a ball," said he gently (his white waistcoat and gloves were flawless and impeccable), "but I thought the presence of royalty afforded a little license, so I wear the German colors—unobtrusively, I hope, but still I wear them." There was nothing noisy about the wearing of the "colors" and the effect was certainly happy. A young man with such inordinate brain development as that should help us set more important fashions some day.

The jewelers have not been idle in

the matter of invention, either, and their talents have been directed towards fobs, with results very gratifying to people of delicate sensibilities and artistic tastes. On a recent tour of inspection through some of the best shops I came across some exquisite specimens of workmanship in the direction I have mentioned. One fob chain in particular, woven of thin Australian-tinted gold, in the form of a succession of Maltese crosses, offered a fine combination of richness and elegance. Another had gold links, very much after the fashion of the chain armor of the crusaders of old, and dotted with tiny centerpieces of white enamel, spotted with a turquoise in the middle. Others were of silver, cunningly wrought, and very long and flexible. Such creations are, of course, only for extremists—must one say for the extravagant?—and the prices are quite commensurate with their beauty. With the conservative the only permissible fob is still the white or black strip of ribbon, with gold mountings as rich as desired and a seal of moderate dimensions dangling at the end. It is one of the unwritten laws among the wise and discreet that jewelry worn, most of the time out of sight, may be as rich and expensive as you please. Perhaps that fact may afford the excuse for some gold (yes, and even jeweled) garter clasps that I have seen, and that are beautiful enough to excite the envy of the other sex. They are made to fit the ordinary garter of "Boston" pattern and may be adjusted to any elastic you please. It may be satisfying to know you are carrying such wealth halfway between your kneecap and instep, but the jeweled garter clasp, in the eyes of some men at least, would seem to smack of effeminacy. If you call card cases jewelry, there is a chance there for more luxury. Some that I looked at were of plain or embossed silver and gold, with a raised shield in the center for the crest or monogram. Others were of mother-of-pearl (far too pretty for a mere man to handle); there was one, also, of pure agate or onyx, I do not know just which, that I would like to have for a mantel ornament, but not to carry cards in. The salesman told me that there was a good demand for such gewgaws from men of fashion—some of them, he told me, who were old enough to know better. Are we returning to the age of jeweled shoe buckles and snuff boxes? The signs would point that way.

Of finger rings there is the usual endless variety. The plain seal ring is still the fashion—a circumstance that is pleasant to note, as it is the only ring

that men of taste habitually wear. I should not forget to mention an exquisite design in sleeve links. They consist of Mississippi River pearls, in their original pear shape, but highly polished, and hitched together with a gold bar, on the dumb-bell design. Few things in the way of wrist fastenings could be more elegant and at the same time more unobtrusively chaste.

How many of you have noticed, I wonder, how completely the tan shoe has disappeared as an article of winter wear? Happily, too, I say, for few

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

Ask to see Samples of Pan-American Guaranteed Clothing

Makers

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

We'll Give You Fits

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

MASON, CAMPBELL & CO.,

JOHNSTOWN, N. Y.

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

C. H. BALL,

Central and Northern Michigan.

P. D. ROGERS,

Northern Ohio and Indiana and Southern Michigan.

The Peerless M'f'g Co.,

Detroit, Mich.

Men's Furnishers

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

The Peerless Manufacturing Co.

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

Over Two Million and a Quarter Dollars' Worth

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

WILLIAM CONNOR, Wholesale Ready Made Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

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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.

things look more hideous than a tan shoe spattered with the winter mud of our city streets, which our taxpayers pay the city council to leave habitually uncleaned. My shoemaker tells me, moreover, that the tan shoe is not likely to recover its popularity, even in the summer. Soft kid or patent leather will rule, the roost, with white canvas, of course, for the tennis court or the yacht. The only thing left in tan or russet is the riding boot, which is proper enough, as only the footmen and grooms wear the black. The displacement of the tan glove is also complete, in favor of the gray or lavender suede. For driving, of course, the heavy leather glove in any shade you choose; suede would not permit of a healthy hold on the reins.

Another month and the overcoat subject will have become passe. Therefore a word, before it is too late, on the great vogue attained this winter by the "frock" style of overcoat. Nearly every smartly dressed man in town has had one, and it looks now as though nothing else would be worn next winter. To the Raglan style of shoulder the world of fashion has bid an indefinite and perhaps final farewell.—Percy Shafston in Apparel Gazette.

Grocer Who Lost His Trade and Died Poor.

Some good talks in the last issue about keeping on the right side of customers.

I read every word of all of them. Slept soundly afterward, too.

Happy the man who sells something people want and can not get from anybody else. He can be just as uppish and independent as he pleases and the people will still come to him because they have to.

Forlorn, on the other hand, is the merchant who sells something that a hundred other merchants sell, for he must abase himself and his independence a dozen times a day in order to keep his people from getting their dander up and going to some other store, where they can buy the same goods at the same price.

Few merchants are in the former class; all grocers are in the latter.

That is, all but one. I knew of one exception. While he lived, he was in the first class. Since he is dead, I am not sure that there are any exceptions to the general rule at all.

This one grocer had a cinch on earth, but it spoiled, like all cinches that are abused.

The town in which the grocer aforementioned did business was a place of about 1,500 people, and while there were four grocery stores there, he had the only decent one. The other three were general stores and their grocery stocks made only small features of big general stocks. They sold the usual run of ordinary stuff—sugar and tea and coffee and molasses—but nothing in the way of finer goods at all.

My friend had the only grocery store pure and simple, and he handled a very fair line of fine canned goods and bottled goods, that were not sold at the other places at all.

The town was inhabited quite largely by Quakers, who had plenty of money, as Quakers have a habit of having, and were willing to pay for good eating.

No railroad touched this town—at least not then—and connection was made from a station a mile away by stage.

The newest store in the place was my friend's grocery store. He had settled in the place from another town and had

very correctly sized up the people. The store he had established would have been nothing extra if compared with an average city store, but compared with the three little rookeries in that town it was miles ahead of them.

The people of this village who wanted certain fine groceries could not get them anywhere in the village except at this one store, and they could not get them outside the village except by going to a great lot of trouble.

This grocer was just as independent as all grocers would like to be. I think that tells the story better than any other statement. He would not do this and he would not do that; in fact, he would not do anything that he did not want to do and he did not want to do much.

I was in this man's store only four or five times. The first time I was in it I was not familiar with the local conditions and I nearly dropped dead.

A woman was buying goods. It was in the morning and she wanted them delivered before noon. It was then near noon, if I remember.

"Can't deliver them by noon," said the old grocer very shortly. He im-

pressed me as being rather glad he could not.

"Oh, dear!" exclaimed the lady. "I am having company to dinner and I have got to have them. Can not you possibly deliver them by 12 o'clock?"

"No'p; can't do it," was the reply. "My boy's out and I don't know what time he'll get back. I certainly ain't goin' to cart them goods way down to your place myself!"

My jaw dropped; I thought the fellow was crazy, but the lady seemed to take it as a matter of course. She pouted a little, but she did not cancel the order and flounce away to another store, as I expected her to do.

As I afterward learned, there was not any other store for her to flounce to.

When she had gone and I had gotten a little wind back, I said to the grocer: "My friend, I hope you will excuse me, but you are quite the most independent grocer I ever saw. I have known a lot of grocers to agree to deliver goods at a certain time and then not do it, but you are the only one I ever heard refuse absolutely to try to deliver them. If you will excuse me again, do you not find that you lose trade?"

"Lose trade!" he snorted. "Who'll I lose it to? There ain't another store in town that sells the goods that woman wanted!"

And then I began to realize the greatest grocery cinch I had ever heard of—the only one, in fact, that has ever come to my knowledge, before or since.

But it came to an end, like all cinches.

A year or so later a railroad came in there, and in its wake came other stores and competition, with the policy of accommodation that rivalry always brings.

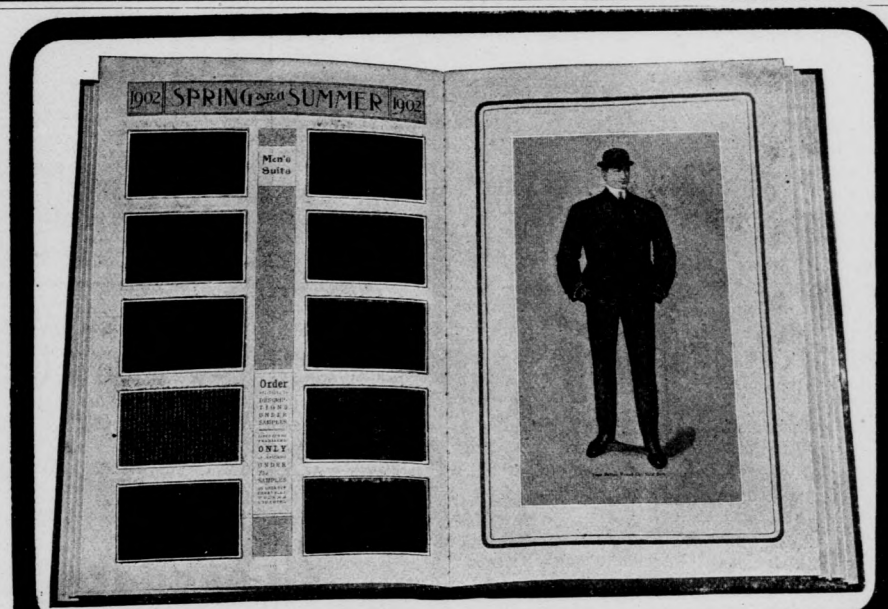
The old man who had the only good store could not accommodate himself to changed conditions. He had been curt and snappy so long that he could not sweeten up. Therefore he lost his trade and died poor.

He was the only grocer I ever knew who, while the fat lasted, did not have to conciliate customers.—Stroller in Grocery World.

The Head of the Family.

He—And now I suppose I'll have to ask your father's consent?

She—Not at all. Just ask mamma. She'll take care of papa.



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.

Hardware

Relation of the Traveling Man to the Hardware Trade.

This is a hard subject to handle on paper or as individuals. Traveling men are of varied temperaments, qualifications and physique. Some are short and jolly, some long and lean, some dyspeptic and irritable and others a happy medium—the young man on his first trip and the old veteran; the one who knows it all and others who are willing to admit that the buyer knows a little. Some know when to quit and some, like the gurgling brook, go on forever. Some can tell when their customer is in the humor for a little chat or a good story; and there are some who would tell a story when it should be easy to see that the listener's mind was on other things and his looks said plainly, "Ring off; you bore me." There are some who are always in a hurry to get through with a customer, which is commendable as a rule, for the reason that both the salesman's and buyer's time is valuable.

Oftentimes the hurry is not out of consideration for the buyer or because the salesman wants to make a train, but to meet some friend for a game of billiards or possibly poker. A salesman who is anxious to get through business to engage in some amusement will not succeed. If there is time for amusement after business has been attended to properly, it is all right; but remember the old adage, "Business Before Pleasure." If any one man possessed all the good qualifications he certainly would be a jewel. Traveling men, like men in other positions, are human and have their weak spots. When a salesman holds his position year after year with the same firm, he may rest assured that he possesses some of the good qualities necessary to be successful.

It is not a summer vacation to sell goods on the road, as some without experience think. Especially is this true with the salesmen who visit inland towns. The country is well criss-crossed with steam and electric roads, but there are still many good towns that must be made by driving. Sometimes this is a delightful change from railroad travel; but when the thermometer bobs around zero or the mud is axle-deep, driving until near midnight all alone, and not knowing what minute you will break an axle, burst a belly-band or be dumped in a ditch, is no cinch. I have had to substitute a rail for a wheel more than once, load the wheel in the vehicle, straddle a horse and go until I found a blacksmith shop, which was usually in the next town. Most all who drive much have had balky, runaway, kicky or the back-you-in-the-ditch kind of horses to deal with. I would rather have a horse go down the pike at a two-forty clip than have one back all over the road at a snail's pace. You can pull with some hopes of success, but you can not push on the lines hard enough to hold a horse straight. It is on such occasions as these that traveling men think of their mothers, wives or sweethearts. After making a long and often hard drive, if you are rewarded with a good, fat order, it eases things wonderfully, but if you drive ten or twelve miles over bad roads and are given a reception that discounts zero weather, and do not even get a chance to offer some of the wonderful bargains you have up your sleeve, you are liable to think harsh things.

Some merchants do not appreciate traveling men as they should. Good

salesmen are always gentlemanly and courteous, and it does not cost anything for the merchant to be equally so. I might add that it always pays any merchant to treat a salesman who is a gentleman with consideration, and at least have a talk with him even if he does not know of any goods he is needing. Traveling men must be well informed about the goods they sell. They must be posted on the market and are often posted as to the future prospects of the market. They are always ready to impart any information to a customer that they think will benefit him. I am well aware that merchants can not always give an order, but they can treat the salesman so he will go away with a good friendly feeling. Cold-blooded merchants soon become known to the traveling fraternity and many a time they miss a good thing because the traveling man does not love them. If the list of hardware items was short as it was in the early history of our State, it would not be necessary to have representatives visit the trade.

In those days, the local blacksmith made the hasps, hooks and staples, eye-binges and many other articles in the hardware line, but now the hardware dealer sells anything from a harness needle to an automobile, and new goods, new designs and new finishes of hardware are of monthly occurrence, and it is necessary for the merchant to know of these goods. He can not always come to an intelligent conclusion by reading a description from a circular, but must see samples or talk with someone who can inform him of the merits of the article. It is much less expensive to have one man call on hundreds of merchants than for the numerous merchants to visit the manufacturer or jobber. Hence, the necessity and economy of the traveling man. I recall a story of a merchant who went to the city to buy some goods. Naturally, the jobber was glad to see him and wanted to show him that he was a good fellow, so he offered him a cigar. The visitor asked the price of the cigar and was informed. He then asked the price of gimlets and when he got the price he said: "Well, seeing it is the same to you, I will take gimlets." That man had an eye for business.

Traveling men are expensive. Some a great deal more so than others. This has been and always will be a serious problem with employers. Sometimes a salesman stops at a \$4 per day hotel when there is one as centrally located and as good, but not so stylish, for a less rate; sometimes they ride a few blocks when walking is good; sometimes they smoke ten-cent cigars, while the employer smokes stogies; they drive two horses and take a driver, when one and do their own driving is cheaper; there is a town fifty miles away where the hotel is better, or possibly they have a best-girl, and it only costs a few dollars extra, and they can get back the next morning early, and so they go and the firm foots the bill. I am glad to say that all of our salesmen are married and do not make these side trips, but I have known some who did. I am personally acquainted with a man who travels in the same territory in Michigan that I made some years ago, who made a uniform charge of fifty cents for all meals. Other men traveling for the same firm had meals charged at prices ranging from 25 to 50 cents. The manager of the house called the "Fifty-Cent Man" to account and wanted to know whether he always had to pay 50 cents for his meals. He said, "No, I often

get a meal for 25 cents, but it is worth 50 cents to eat it." The manager had nothing more to say.

A firm is judged largely by its representatives and to a great degree is dependent on them. If a salesman misrepresents an article or willfully misleads a customer his employer is the one who suffers. A salesman of experience would not do a thing of that kind, but some new, ambitious youth sometimes only thinks of the one order in sight. I think I can say without fear of contradiction that hardware salesmen, like hardware merchants, are as a rule of the highest type of business men. There is no more elevating or honorable business or one where it takes men of large caliber to make a success than the hardware business. A great many men think they are well qualified to sell goods on the road, but it oftentimes takes but a short

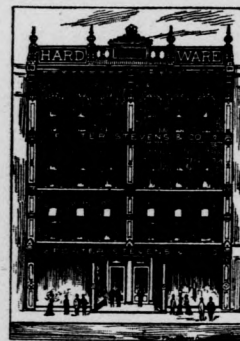
That's the One!!

The Ann Arbor Quick Lighting Gasoline Lamps

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

The Superior Manufacturing Co.

20 S Main St., Ann Arbor, Mich.



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

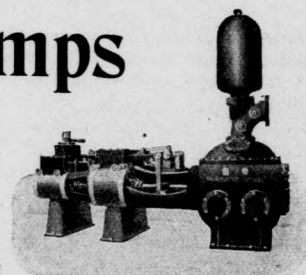
Fairbanks=Morse Steam Pumps

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Fairbanks, Morse & Co.,

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PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

while for them to find out that they can not make expenses. I heard of such a man, who got an idea that it was easy. He started out with samples and a good supply of expense money which soon disappeared. He had to send for more money, but had no orders. The firm sent him more money and told him they expected some orders. After he had been out for two or three weeks, and still had sold no goods, he wired for more money. The firm wired him to send his samples home. He sent the samples and then wrote them to know how he was going to get home as he was out of money. They wrote him, saying, "Enclosed find some feathers, make yourself wings and fly home." I hope no hardware salesman will have to resort to wings, because it is hard to get the right flop.

The iron industry which includes hardware, is without doubt the most important industry of the present age. It is the barometer that indicates the condition of the industrial and financial world. When the iron industry is in a healthy condition every other branch of trade flourishes, but let the iron market slump and it is certain that every other industry will almost immediately suffer. Reports from the iron producing sections show a most healthy condition at the present time. Every mill is sold up for at least six months ahead and some for the year. Hardware dealers know how hard it was to get goods the past year, and I anticipate a shortage in a number of lines this year. Many manufacturers have been behind on orders for nearly a year, and are still unable to make prompt shipments.

J. H. Smith.

Will the Bicycle Regain Popularity?

In view of the well-known fact that bicycling during the past three or four years has declined greatly in popularity, and also of authentic statistics showing that the cycle trade, both domestic and foreign, has been in that period unprofitable to American manufacturers, evidence of the most decisive character is required to prove that the wheel has regained, or is soon to regain, in this country its former distinction among outdoor vehicles.

Is such evidence at hand? It is, if we may accept as trustworthy the newspaper reports from almost every part of the United States as to the number of wheelmen to be seen nowadays on the highways; the accounts of extensive preparations made by the cycle clubs for races and club runs; the reports of agents as to the unusually large advance orders for wheels which already have been received from dealers in the principal towns and cities of the country, and the figures which indicate a remarkable increase this spring in our bicycle exports.

Signs of renewed activity among the cyclists of New York have been many. On every fair day since the 1st of March our streets and avenues, which, last year and the year before, were comparatively destitute of bicycles, have presented much the same appearance as they did in 1896 and 1897, when the wheelmen were legion. But it is not necessary to judge exclusively of the extent of the present interest in cycling from appearances in the metropolis. From all through the East and West even from California and Oregon, it is reported that the wheel is again resuming its former place in the affections of old and young.

As to the automobile, it has been

shown conclusively during the past two years that that vehicle not only does not interfere to any appreciable extent with the bicycle, but that the success of the former serves to increase the reasons why the latter should continue in favor. The presence of a large number of automobiles upon the highways impels and invites the users of other vehicles to share the pleasure of riding in the open air and the particular means of propulsion involved in such exercise has less to do with the matter than one might suppose.

Aside from this, however, the automobile has encouraged cycling by reason of another and possibly a more important circumstance: It has practically assured the improvement of the highways of the country. The automobilists among whom are many wealthy and influential persons, have joined hands with the wheelmen and the horsemen for the prime purpose of prosecuting the good roads movement with a zeal and determination never before shown, and the successful result of this combined effort has been witnessed in more states than one. In the Empire State the power of such co-operation, whether actual or implied, has been strikingly illustrated.

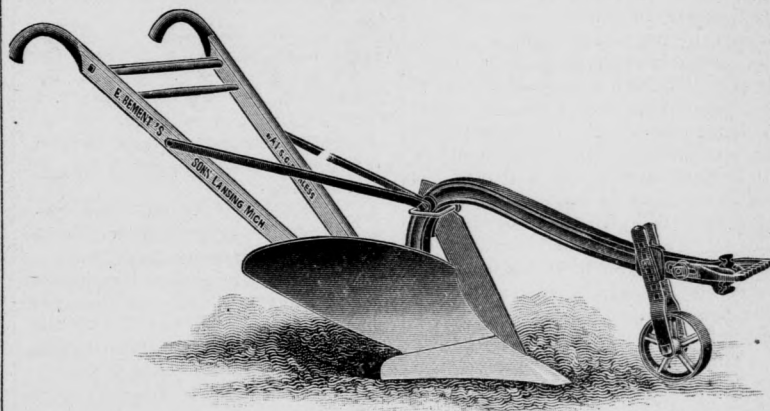
But the reasons of the renewed interest in wheeling are by no means wholly indirect. The cycle industry itself has in the last few years undergone a great transformation. Seven or eight years ago the business of the bicycle manufacturer was a "gold mine." As in the case of other enterprises, it was invaded by a horde of hasty and unscrupulous and irresponsible speculators and investors whose sole aim was to profit by the "bicycle craze" while it lasted; and as might well have been expected, the operations of those individuals and of the concerns they represented brought grief to the legitimate bicycle trade. Their product was not only grossly inferior to that of experienced and conscientious makers, but it was practically worthless, and the effect of its sale was to rob cycling of all real enjoyment. Happily, the day of the "bicycle boom" has long since passed, and there is absolutely no similarity between the conditions existing in the cycle industry to-day and those which existed when the "boom" was in progress.

Here are some figures which show the great increase in our bicycle exports for the eight months ending with February, 1902, over those of the corresponding eight months of the year before. The value of the wheels exported to the United Kingdom during this period preceding February, 1901, was \$165,644, while the value of those exported to that country in the eight months preceding February, 1902, was \$248,123. The value of those shipped to France during the eight months ending with February of this year was \$146,261, as against \$56,732 for the corresponding period in the year before; the value of those shipped to Germany last year was \$201,099, as compared with \$85,128 the year before; and the value of the shipments of bicycles to other parts of Europe was \$206,716 last year, as compared with \$242,325 in 1900. And more recent reports show that these exports are still increasing.—N. Y. Sun.

Take Time by the Forelock.

"If you were I," she said to her dearest friend, "would you be married in the spring or the fall?"
"If I were you," was the unhesitating reply, "and had actually secured a man, I would set the wedding for the earliest date possible."

E. Bement's Sons Lansing Michigan.



Bement Peerless Plow

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

Bement Plows
TURN THE EARTH.

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

E. Bement's Sons

Lansing Michigan.

ALL GENUINE BEMENT PEERLESS REPAIRS

BEAR THIS LABEL

BEWARE OF IMITATIONS!

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

Butter and Eggs

Observations by a Gotham Egg Man.

As we get on into the storage season the speculative strength of the situation seems to harden still more. A gentleman who has lately returned from the West, where he came in contact with egg packers in various sections, remarked to me that he found a remarkable condition of affairs in the interior. He said: "I did not meet one packer of eggs who did not regard present values as dangerously high; I did not meet one who did not believe they would be still higher; and I did not meet one who was anxious to make considerable contracts to supply goods at present prices." Yet, he stated further that among the packers there was a general disposition to refrain from storage on their own account and although all were free sellers of their current pack there were plenty of outlets.

* * *

In spite of the very high prices ruling there are indications that the actual accumulation of eggs in cold storage up to this time has been moderate for the season, indicating either a lighter production or a larger consumption than usual. It is possible that both of these causes are operating. Certainly the testimony of packers in the more Southerly sections of the West indicates smaller collections than usual, and although the production in more Northerly districts appears to be more nearly normal it is doubtful that the reduced yield in the Southwest is being made up. Further, the unusually high prices for meats are probably causing a relatively large consumption of eggs throughout the country. At all events the prices being paid on track in the West are evidently making a higher cost accumulation than was formerly expected and the surplus has not yet reached a point beyond the willingness of the high-keyed operators to store. We hear of 12½¢ being paid for loose eggs in the Southwest, \$4 per case for goods packed without selection in the Far West and as high as 13½¢ for loose eggs in the more Northerly sections.

* * *

The storage basis at Chicago seems to have settled at about 15¢ for fancy packings and in this market, while some have been obtained at 16¢ net delivered it has lately been difficult to buy fine marks under 16¼¢ net. Some packers are demanding even 16½¢ for closely selected stock. Occasional lots have been purchased by local jobbers in the country at prices equal to 16¼¢ laid down here, and we hear of occasional sales to out-of-town trade at the same figure together with a few special marks of very closely selected at 16½¢.

* * *

Naturally the strength of the market for storage eggs is reflected upon the regular packings. Dealers who have a fine trade to supply want fancy eggs now as well as later and selections that are good enough to store are none too good for present use in the best channels. Buyers of fancy goods for current use do not care particularly for the storage packings and eggs that are selected as most operators want them for storage will now bring almost as much even when not storage packed. Most of the regular packings arriving, however, are not graded closely and sell fully ¼¢ below the value of fancy storage packings.

* * *

The supply of dirty eggs seems to be

comparatively light and they are meeting a very good demand, largely from the Jewish trade. The comparatively full prices obtained for seconds make it more profitable to grade stock closely than was formerly the case and as the season advances the difference in value of graded and ungraded eggs will probably grow wider.—N. Y. Produce Review.

Recent Changes Among Indiana Merchants.

Abydel—J. A. Wells succeeds H. E. Wells & Co. in general trade.

Bluffton—Ashbacher Bros. have retired from Walmer, Engeler & Co., dry goods dealers.

Decker—Daniel L. Lane has purchased the interest of his brother in the flouring mill business of Lane Bros.

Deer Creek—The general merchandise stock of Bruce F. Newer was consumed last week by fire.

Greentown—Ocheltree Bros., bakers, have sold out to T. F. Jones & Co.

Hamilton—Chard & Howard is the style of the new firm which succeeds Wm. Chard in the lumber and implement business.

Indianapolis—Wm. R. Cooper has been admitted to partnership in the Indianapolis Blue Print Co.

Lake—Parker & McCoy have purchased the grocery stock of J. E. Singleton.

Monroeville—F. D. Sheefel has removed his general merchandise stock to Convoy, Ohio.

Odon—Asa Haig has purchased the grocery stock of Tolliver & Cooper.

Peru—Smith & Shelton, grocers, have dissolved partnership. J. A. Shelton continues the business in his own name.

Petersburg—Henry Read, hardware dealer, has taken a partner under the style of Read & Snyder.

Plainfield—Mablon L. Creed succeeds F. J. Lipps in the bakery business.

Raber—Wm. Crowell, grain dealer, is dead.

Ramsey—Paine & Davis is the style of the new copartnership which succeeds T. E. Paine in the dry goods business.

Rivervale—Al. Andrews has purchased the general merchandise stock of J. T. Andrews.

Westphalia—Buescher & Schultz, dealers in hardware and implements, have sold out to Bageman, Seitz & Co.

Williamsport—Jas. Armstrong has purchased the interest of his partner in the drug firm of Armstrong & Swank.

Worthington—Heaton & Roberts succeeded C. F. Rude in the grocery business.

Fort Wayne—Lorenz Haiber, dealer in groceries and meat, has filed a petition in bankruptcy.

Decker—Wm. Humphrey has purchased the general merchandise stock of O. E. Thorn.

How Wine Judges Keep Sober.

If you have ever gone into a wine merchant's office and sampled different vintages you will have observed that the dealer never swallows the wine he puts into his mouth, but holds it there for a time while he lightly breathes through his nose. His palate tells him whether the wine is rough or smooth; but his sense of smell detects its aroma, and is largely depended on to determine its quality.

Of course, it is the brain to which the smell is communicated that is really instrumental in fixing values, and as the effect on the brain is only momentary, a great deal of wine may be sampled in this way without ill effects.

But when the wine is permitted to pass into the stomach, the fumes which arise from it continue to assail the brain as long as the liquor remains there in its original state, and if taken in large quantities results in fuddling the brain.

Butter, Eggs and Beans

shipped to Boston should go to

Fowle, Hibbard & Co.

174 and 176 State and 5 and 7 Commerce Sts.

to secure the highest market price.
Established 1866.

Fancy Eggs Wanted

We make a specialty of handling fancy eggs on commission only. We have a line of customers who come to us regularly for this class of stock and are willing to pay what it is worth. Large or small consignments handled to same advantage. All sales at mark the year round. Liberal advances on consignments. Write for shipping stencil.

Hilton & Aldrich Co.,

39 and 40 South Market and 14 Chatham Streets,
Boston, Mass.

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.

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 Which Are Not Sold by the Dozen.

A bird that can lay an egg large enough to make an omelet for a whole boarding house and can haul a man a mile in less than two minutes and a half is somewhat out of the usual line. But these are only two of the desirable qualities of the ostrich. It bids fair to become a rival of not only the horse, but the automobile, for the long, bony legs have a natural pacing gait which puts the average horse in the shade when it comes to a contest of speed and endurance. Then the owner can pluck enough feathers from his bird yearly to more than pay for the cabbage leaves, gravel, shells and other things on which he lives.

Most persons are familiar with circus ostriches—the two or three birds confined in cages until half dead. They arouse curiosity merely because of their size, while the attendant may say that a kick from one of their great claws would knock a man senseless. Show ostriches differ decidedly from the species which are now being raised in California and Florida. In these States, ostrich farming has made such progress that it is no longer an experiment, and proves that the birds can be grown as successfully and profitably in the United States as anywhere else in the world. The average ostrich over a year old has such fine plumage that the annual crop of feathers is worth from \$30 to \$40 after plucking. Made into boas, collars and other adornment for the fair sex, the plumage of a single bird will retail in the large cities at \$100 and over. If a man has a flock of one hundred adult birds he is sure of a comfortable income from the plumage alone. But there are several other products which are also profitable. The average egg weighs from two to four pounds, and is actually more palatable than the ordinary hen's egg. Those which have been made into omelets and served in other forms are pronounced by epicures to be of delicious flavor. Only the rich, however, can dine off ostrich eggs, as they are worth from \$5 to \$10 apiece, fresh laid, for the reason that they can be hatched either in the natural way by the birds or in incubators, and very few are unproductive.

When it comes to hatching and raising chicks the ostrich can give the barnyard fowl many points. In the first place the male bird does a large share of the work, sitting on the nest from ten to fifteen hours out of the twenty-four, giving his consort a chance to get some rest and scratch around for something to eat. Although when full-grown they weigh from 275 to 400 pounds each, they balance themselves upon twenty or thirty eggs, which are half buried in sand, in such a way that rarely is a shell broken. Their long legs form huge springs, which keep them just near enough to the eggs to maintain an even temperature without pressing down too hard. Almost as regularly as the clock strikes the hour, the male ostrich comes to the nest at noon and again at sundown to relieve the female. The first "watch" usually lasts only an hour or two—then he takes the afternoon off. From sunset until nearly dawn, however, he again goes on duty until relieved by the female bird. Thus they take turns day after day until forty days have elapsed, when the chicks begin to appear.

There is nothing retiring or bashful about the average ostrich chick. It begins to eat almost before it leaves the shell, and its little beak nips away at the grass and tender leaves which may happen to be around. It is especially

fond of bran, and one can almost see it grow upon this diet. After the first week it wants something more solid, and begins to take in gravel and pieces of shell with its other food. This goes into the long bones which make up its legs and gives it kicking and running power. It is a fact that the average bird will grow at the rate of nearly a foot a month after the first three months, so that when it is a year old it can stretch its head seven or eight feet above the ground. It generally attains full growth by the end of a year, and then is ready to have its plumage plucked, to begin to sit on the nest, and can be broken to harness or the saddle. Ostrich riding may rival horseback riding when people realize how easily one of these creatures can be guided by the rein and the endurance they have.

The first lot of ostriches imported to this country came from South Africa, and were placed in California. Most of them died, but from the twenty which were left over one thousand have been bred already. They are very vigorous, and when full grown are not afraid of a man or a horse. During breeding time they are especially vicious. While the eggs are being hatched they are generally examined two or three times to see if any have been damaged by the cold weather or by accident. The only way to do this is to go to the nest when the birds are changing. Two or three men hold the pair of birds away with forked sticks while another looks at the eggs, but it requires the strength of a powerful man to keep off an average sized bird until the examination is completed. Frequently the men are knocked down in this work, and recently much of the hatching has been done with incubators, which are similar to those used in hatching ordinary chickens, but on a much larger scale.

They Agreed.

An amusing incident occurred the other afternoon in a Monroe street furnishing goods store, when a customer came in to purchase a hat. He tried on several, and was evidently hard to please, the counter becoming covered with the rejected. At last the salesman picked up a brown felt bowler, brushed it around with his arm and extended it admiringly.

"These are being very much worn this season, sir," he explained.

"Are they?" said the customer, thoughtfully surveying himself in the mirror, with the hat on his head. "Do you think it suits me?"

"Suits you to perfection, sir—if the fit's right."

"Yes; it fits very well. So you think I had better have it?"

"I don't think you could do better, sir."

"No, I don't think I could; so I won't have a new one."

The salesman had been pushing the old hat.

The Camphor Habit.

The camphor habit is said to be the latest fad among fashionable women. Object—to improve the complexion, the idea being prevalent that the gum taken in small quantities will impart a peculiarly clear creaminess to the skin. Whether this is true or not science fails to tell us. It is enough that the idea prevail and among the fashionable. The habit is by no means healthy, however. Where large doses are the rule it degenerates into slavery, and at no time is it to be recommended. Camphor eating, whatever its effect upon the complexion, tends to extreme weakness, lassitude and an ever-present longing for sleep. So even if your skin may improve, your wits are likely to suffer through the camphor habit.—New York Press.

I Want Large Quantities of Eggs, Butter, Potatoes

I want Eggs. No quantity too large or too small to receive my prompt attention. I am in the market the year around for Spot Cash or to place for your account.

Whenever you have any to sell, consign or store wire me. I am at your command, but kindly remember I want nothing in the egg line except fancy goods.

I am in touch with buyers all over the East and can place goods to advantage; no shipments too large.

Liberal Advances

when requested, on consignments. Ship me your butter and eggs. Write or wire me and I will give you full particulars. I handle more eggs than any other man in the State of Pennsylvania.

C. B. CLARK

Produce and Commission Broker, Second Nat'l Bank Bldg.

PITTSBURG, PENN.

References by permission: Diamond Nat'l Bank, U. S. Nat'l Bank, Second Nat'l Bank, Bank of Pittsburgh, Liberty Nat'l Bank, Pittsburgh.

E G G S !

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.

Woman's World

Assuming the Awful Responsibility of Stepmotherhood.

The old prejudice against stepmothers is likely to be revived—if it has ever died—by the case of the woman in New Jersey who for the past two weeks has been on trial for her life for murdering her little stepchild. The circumstances surrounding the case were peculiarly atrocious, as the child was a mere baby—only 2 years and 9 months old—and every proof pointed to the fact that it had not only been killed, but tortured to death, as the little body was found covered with bruises, the nose was smashed flat with the face, the lip was cut open to the gum, the ear was torn almost from the head, the cheeks were lacerated, and there were fearful wounds on the head, from which the child had died.

Neighbors told of hearing the child's piteous cries as it was daily beaten; a visitor testified to seeing the stepmother knock the little thing down and then kick it in the face, and that it was given red pepper water to drink when it cried for water, because the woman was angry at being disturbed; a servant swore to having witnessed untold cruelties practiced upon the little one, and so horrible was the story told in court of the sufferings of this little creature, whose life history was bounded by a span of less than three years of misery, that women wept as they listened.

Fortunately for the world, there are not many people capable of inflicting actual physical torture upon a helpless and defenseless little child, but there can be no doubt that the lot of the average child doomed to be raised by a stepmother is an unfortunate and pitiable one.

It may never be cruelly treated. The stepmother may even be a good and conscientious woman who is trying to do her duty according to her lights, but in the sacred relationship of family life, conscience can not take the place of inclination, nor duty become the substitute of love. The wife who is a good wife only because it is her duty to be is false in her heart to her husband, and the woman whose only mothering of little orphan children is prompted by her conscience is no more like a real mother than an incubator is like the brooding hen who gathers her offspring under her wings with little inarticulate cries of affection. In both cases the young ones may grow up with every material want supplied, but they have never known a mother—they have been fed on husks instead of the bread of life.

I have felt my heart bleed many and many a time for a forlorn little child whom a good woman stepmother was honestly endeavoring to bring up properly. People always raise their stepchildren much more accurately than they do their own. They work all their theories off on them, and I have seen quiet, little stepchildren who were drilled and trained like soldiers, who always ate just what was good for their little tummies and never were allowed to sit up at nights and did not get dirty and messy like other children, and everybody said what a good thing their stepmother was doing for them.

But by and by, if you came to know these children well, you saw that they were very old, and that they had queer, unchildish ways of hiding their troubles, and when you noted, as their lips began to tremble, that instead of flying to

sheltering arms and weeping their little woes out on a woman's breast, they went off alone, you knew the whole story of discipline and repression and tyranny that worked itself out upon these hapless and helpless little ones.

Many a boy escapes from such a home to the freedom of the street and the society of wild companions; many a girl literally jumps from the frying pan into the fire by marrying the first man who asks her, whether she loves him or not or he is suitable or not, just to get away from her stepmother. Many a man and woman, looking back upon their starved childhood, without love, without sympathy, without comprehension, knows it warped their natures and robbed them of that which life can never restore.

If there is pity for the child, however, there should also be pity for the woman. The task of the stepmother is one of the hardest and most thankless on earth. One's own children are seldom appreciable of the sacrifices a mother makes for them, and the stepchild is still less grateful for care it does not even understand.

We are all fond of talking of children as little angels who go about diffusing radiance and light and joy. The truth is that from the time one is born it is a never-ceasing worry and care. There are colic and measles and teething and whooping cough and tears and dirt and noise and a million other juvenile afflictions to be borne with, and in nothing else is almighty wisdom more signally displayed than in the fact that when God sends a woman a baby he gives her the grace to endure the trouble it brings.

But when a woman takes upon herself vicarious motherhood Heaven works no miracle in her behalf. She is flying in the face of Providence and it leaves her to work out her own salvation. Just how hard her position is we do not sufficiently appreciate, for hers is the portion of labor, without the love that sweetens it. She must bear with the faults of children without the mother tenderness that binds her to them; she must sacrifice herself without the affection that makes self-abnegation a joy, and being only human, it is no wonder she often falls short in her duty.

There is also another reason for her failure—the ineradicable animosity that the child feels for the woman who takes his mother's place and the bitter jealousy that almost every second wife feels toward the first and toward her children. In her affections, the best woman in the world is selfish. If she loves her husband, it is a matter of life and death with her to be first in his heart and there is but one person she will share it with, and that is her own child.

There is not a second wife in the world who would admit this, but it is true nevertheless. She would be horrified if anyone would even suggest to her that she was trying to wean her husband away from his first children, but insensibly, insidiously it is being done in many and many a home, and before they know it the elder children have been pushed out of the nest. Whenever there are two sets of children in a family, it is a notorious fact that the younger are almost invariably more indulged, have more money spent on them, and better advantages given them than the elder ones received. When it comes to mine and thine, not one woman in a million can be just or even honest.

I would not be thought to be arraigning stepmothers as a class. The mere act of maternity does not constitute be-

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1902 Souvenir Glassware

Engraved with the name of your town on each piece.

12 dozen articles for \$14.40.

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| 20 cent Flyers | 15 cent Flyers |
| 2 dozen 6 inch Vases | 2 dozen Salts and Peppers |
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Cost \$14.40. Retail \$25.20. Profit \$10.80.

Could you ask for more? Our travelers will tell you all about it.

GEO. H. WHELOCK & CO., South Bend, Ind.

ing a mother in the highest sense of the word. There are women whose province in life it is to mother other women's children and there are stepmothers who are real mothers in the noblest acceptance of the term and who give to their husband's children a love and tenderness and an inspiration that the children's own mother would have been incapable of. I know intimately two such women as this who married widowers with half-grown families of boys and girls and raised them up to be useful men and women and whose stepchildren adored them while living and bless their memories, now that they are dead.

To fill the role of stepmother rightly takes a woman of great heart and great head. She must have tact and diplomacy and wisdom to know when to yield and when to be firm; the executive ability to guide and a patience that nothing can exhaust, and above all, that love without which every other quality, in dealing with a child, becomes as sounding brass and tinkling cymbals.

When you think of how difficult is the part the stepmother essays and how tragic and far-reaching her failure must be if she does not succeed, you are filled with two-fold wonder: First, that any woman is bold enough to attempt it, and, second, that men show so little thought and common sense in the selection of the women they put over their children.

When a man has only his own happiness to consider, if he makes a mistake it is a misfortune; but if he has little children he commits a crime if he fails to choose wisely. Yet look at the way widowers marry! When they start out courting they always apologize for it by saying, "My children need a mother," and then they go and pick out the youngest and the silliest and the giddiest girl they can find and tender her the job. That men old enough to be fathers and having had experience of the vicissitudes of married life should view this matter so lightly is one of the insoluble mysteries nobody can explain. Yet every day we see men who would not think of putting an ignorant and flighty boy in charge of a single department of their stores who will intrust their children's immortal happiness and welfare to a stepmother without ever taking the trouble to see if she has one single quality to enable her to deal wisely and well with the most difficult problem that ever confronted a human being.

Sad to say, women assume this awful responsibility of stepmotherhood with such a little sense of its seriousness, and when they find its cares irksome and its burdens heavy, they shirk their duty, and, in consequence, there are thousands of little lonely children crying in the night because they are motherless and thousands of oppressed little creatures ground down beneath the tyranny of peevish and exacting stepmothers.

When a woman become a mother she assumes a high and holy charge, but when she takes upon herself the responsibility of mothering another woman's children it becomes doubly and trebly solemn and binding on her. Woe unto her if she fails in fulfilling her duty to the last jot and tittle! Dorothy Dix.

Some of the Tricks of Dressmakers.

Women who succeed in getting gowns made with unusual promptness have more grounds than they sometimes know of for suspecting the source of their garments. The gowns do not always come from the persons to whom the orders are

given and by whom they are supposed to be made.

It was an accidental discovery made in the South a few weeks ago by a New York woman that opened her eyes to the deception that her own dressmaker had practiced on her. She was to go South about a month ago, and ordered a lightweight coat and gown which she thought she would need there. Being in a hurry, she gave her regular dressmaker just thirty-six hours in which to get the gown ready.

It arrived on time. The only fitting took place the day before the owner of the gown took the train for the South. The few alterations that were necessary were made, although the suit was quite completed.

It was as satisfactory as she could expect under the circumstances, and it took its place among her possessions. She wore it some in the South. One day it became necessary to have a change made in the belt.

Her maid took the jacket to make the changes, and began by removing the belt. To her astonishment there was another belt under the lining of the waist. It bore the name of a well-known firm that deals in women's ready-made dresses.

The discovery gave her mistress a shock, especially as the gown had cost a little less than \$200. It also injured her faith in a woman to whom she had paid large sums of money in three years.

But nobody else at the hotel knew that the suit had been bought ready-made, and she wore it continuously for the remainder of her stay there. It was only when she got back to New York that she expressed her opinion on the subject, and that was to the person who might be supposed to take most interest in it.

The dressmaker began by denying that such a thing could be true, and was convinced only when she saw the name on the belt that the whole thing was not the result of some trick of the maid's. But she ended by taking \$50 off the price of the dress, and when her former customer left her that day it was for the last time. Their relations were not renewed.

A newspaper reporter asked a manufacturer of ready-made clothes for women if it were true that his customers frequently included fashionable dressmakers who found themselves compelled to make gowns in a hurry and came to him for assistance. He said that he had many customers of this kind and there was not an establishment of the kind that did not have its regular customers among the dressmakers.

"Only yesterday," he said, "a woman came here and said that she had been recommended to us by a friend of hers who has a large dressmaking house near Fifth avenue, in one of the thirties. She wanted two gowns for a customer who was going away and found that her stock was not sufficient. The customer will, of course, never know that the two dinner gowns came from a ready-made establishment unless the dressmaker makes some mistake like the one you speak of and leaves on a tag of our place."

"The dressmaker will put on a little trimming or take off some, and give the gowns what she thinks is her own particular look. That is always done. Then she will charge the customer about \$100 more than she paid us, and that will have been on the whole a pretty good piece of business."

"They come often for cloaks and all

kinds of wraps, as they are easier to fit. I suppose that there is no real cheating about it. The fit is likely to be nearly as good, the quality is quite as good, and there is no extra pay for the hurry with which the dressmaker is supposed to do the work."

"Her taste is exercised by whatever changes are made in the garment, and, altogether, it is in a way her handiwork. So I suppose that nobody is very much the loser; anyway, it would sometimes be impossible to do the work in the time that the women demand it."

Cora Stowell.

No Holidays.

Jaggles—What's the great objection to having one's mother-in-law live with him?

Waggles—You can't send your wife away every once in a while to visit her.

If You Are In Need

of a good harness write us. We make them to order according to your own idea and taste. Expert workmen.

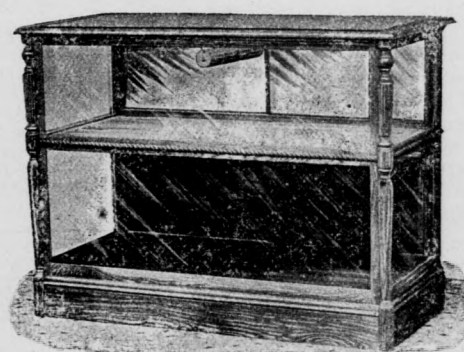
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Shipped Knocked Down

Takes First Class Freight Rate

Michigan Lime Co.

Successors to H. O. ROSE.

Original and only manufacturers of

Petoskey Lime

We guarantee that PETOSKEY lime will make more mortar, lay more brick or yards of plaster than any lime burnt in Michigan.

MICHIGAN LIME CO., Petoskey, Mich.

A Perfectly Roasted Coffee

Is the only basis for a perfect cup of coffee. We have perfection in roast. Cup quality the best.

TELFER COFFEE CO., Detroit, Mich.

Poultry

Peculiarities Pertaining to the Handling of Poultry.

Shippers should be particular regarding packages. Just now many buyers are giving a preference to dry-packed poultry in boxes. Iced poultry always carries better and sells better in barrels and dry-packed poultry in boxes, especially just now when the stock does not carry well owing to the moderate weather which is too mild for dry-packing and too cold for ice-packing—standard packages should always be used as buyers prefer them. The sized boxes most used are shown by the following table which gives the inside measurement in inches:

	Length.	Width.	Depth.
Broilers	16	16	4
Broilers	14	14	4
Fryers	22½	15½	6½
Roasters	36	18	7½
Chickens	32	16½	10½
Turkeys	34	26	12
Ducks	30	20	7½

The boxes should be five-eighths of an inch thick on the ends for broilers and ducks and three-quarters of an inch thick for other grades of poultry, with the sides, tops and bottoms of all three-eighths of an inch thick. The ends and sides of the boxes should contain one piece only, except turkeys, which can have two pieces and the tops and bottoms from two to four pieces of lumber.

* * *

Most of the poultry merchants also handle calves and the vigilance of the inspectors in seizing "bob" veals during the past week or two has caused no end of kicking and many shippers are out the value of their calves. At this season of year the shipments of young veals unfit for food are larger and there seems to be a combined effort on the part of the inspectors of the Board of Health of the city and the inspectors of the Agricultural Department of the State with the result that hundreds are being seized almost every day. Some are taken by these inspectors at the railroad terminals, others from the express wagons while being delivered and others from the commission merchants after they have been delivered. Commission merchants making a specialty of these "bob" veals complain that the law is unjust while others would like to see it enforced. It is certain that these calves should not be sold alive if they can not be sold dressed and the inspectors should not interfere with one class of receivers more than another class. If the law prohibits the sale of this veal alive as well as dressed, it should be enforced in the live veal trade as well as the dressed veal trade and if the law is at fault efforts should be made to repeal it.

* * *

"I suppose we are going to be overstocked with common live ducks for a month or two," said a receiver. "These ducks come from Southwestern points and in the spring often run so thin and poor that they are worth very little. Shippers should buy them by the pound instead of by the pair, and even then they often sell so low that there seems to be little or no profit in them after deducting cost of transportation and other expenses." Experiments have shown that these poor ducks, also geese, can be fattened up very quickly and if shippers would shut them up a short time and fatten before shipping, it would pay them. If speculators can buy them on this market and pay freight to get them out in the country to fatten them and pay freight back again to the city and

make a profit it is evident that the shippers themselves are a little slow in not taking advantage of this profit.

* * *

Complaint is still being heard about the condition of the Southwestern poultry. Much of the stock appears all right, but seems to lack keeping properties and has to be forced to sale so promptly that buyers gain a strong advantage as regards price, and many returns have been quite unsatisfactory to both receivers and shippers.

* * *

"I wish I could get some fine heavy wild ducks of good variety," said a receiver. "The arrivals have been larger of late but the ducks are nearly all thin and poor. When they are 'on the wing,' as you say in your report, they are not only more plentiful but nearly always thin, hardly suitable for best trade."—N. Y. Produce Review.

A Sherlock in Skirts.

Mrs. A.—Why in the world do you leave that little puff of powder on your chin?

Mrs. Z.—For my husband to blow off. You know, he is such an observing man.

Mrs. A.—Is there any reason why you should wish him to blow it off?

Mrs. Z.—Yes, I can detect his breath.

A woman does not deplore the death of her first husband after she marries again, but the second husband often does.

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

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.

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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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

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.

SHIP YOUR

BUTTER AND EGGS

TO

R. HIRT, JR., DETROIT, MICH.,

and be sure of getting the Highest Market Price.

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.

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.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, April 12.—The coffee market seems to have gone from bad to worse if such a thing were possible. The low prices prevailing last week were still further shaded and at the close it would be hard to quote Rio No. 7 at above 5½c. The crop movement at Rio and Santos continues large and there are plenty of believers in 5c coffee. The receipts at Rio and Santos since July 1 have aggregated 13,332,000 bags, against 9,491,000 bags at the same time last year. In store and afloat there are 2,348,714 bags, against 1,324,682 bags at the same time last year. Mild grades, in sympathy with the stronger sorts have shown a downward tendency, also, and good Cucuta is nominally 8@8½c. Sales have been moderate as to quantity. East Indias, occupying a sort of sphere of their own, are moving along about as usual and no changes have been noted in quotations.

The sugar market is dull and unsettled. The net price of granulated is practically 4.51. The new arrangement which goes into effect next Monday will cause a slight advance, say to 4.55, or practically for every 100 pounds the cost will be 4½c more. Most of the business consists of withdrawals under previous contracts.

In teas, country green and Pingsueys attract most attention and, upon the whole, the situation shows some improvement over last week. Orders have come from widely-separated points and there are indications that stocks are running low again with the grocery trade in some sections.

Rice prices are very firmly maintained and this is about all that can be said of the market. Sales are of small lots and no disposition is shown to purchase ahead of wants. Foreign grades are steady and unchanged. Prime to choice Southern, 5@5½c; Japan, 4¼@5c.

The spice markets are generally reported as in a fairly satisfactory condition, with pepper gaining daily strength. Singapore, 12¼@12½c.

There is a fairly strong undertone to the molasses market, although sellers are doing most of the trade with bakers rather than the grocery fraternity. Stocks are not large and prices are well adhered to. Good to prime, 17@27c; open-kettle, 33@41c.

The volume of canned goods business is fair, but with the advent of much fresh stuff there is naturally a slight reaction which may possibly become more pronounced. The general situation is still in favor of the seller. Spot tomatoes are still sought for and, when found, will bring almost any figure within reason. Jersey 3s are worth \$1.37½ here and \$1.32½ at factory, Californias, \$1.30 here. Some Canadian goods have changed hands at \$1.32½. Futures have been in fair demand and Jersey 3s are worth 92½c at factory. Corn is meeting with some enquiry and future Maine is worth from 65c up to 85c.

The dried fruit situation is decidedly dull and a visit through the whole district elicits only the information of "nothing doing." Currants are, perhaps, fully as well held as previously, but sales are of small quantities.

Lemons show slight decline at auction, although on the street about the same conditions prevail as last noted. Oranges are doing a little better. California navels, \$2.75@4.50; budded, \$2.50@3; Floridas, \$2@5 for fancy. Bananas are steady at unchanged quotations.

With a pretty good demand and only moderate receipts of butter the week closes firm and in sellers' favor. Best Western creamery, 31c; seconds to firsts, 28@30½c; good to choice, 24@26c; renovated, 25@29c, latter for fancy.

There has been little if any change in cheese through the week. The demand is fair and, with moderate arrivals, the market remains fairly firm. Small size full cream, 13@13¼c; large size, 12@12¼c.

Receipts of eggs have been rather light and the market tends higher. Some fancy Michigan stock sold at 16½c; regular pack, 16c. The weather has been cold and stormy and possibly this may have something to do with keeping the market so strong.

Little if any change has taken place in beans and general conditions are rather dull. Prices are practically as last noted.

Frogs' Legs in Storage.

"Few persons realize the extent of the edible frog business in the United States," says Cold Storage. "The food commission estimates the annual catch in this country to be in the neighborhood of 2,000,000 frogs. During the height of the frog season it is estimated that not less than 500 pounds of frog meat is sold daily in the New York market alone. When the season opens in the early spring New York receives its supply from the West. During the summer most of the legs come from Maine and Canada, already dressed, as it is difficult to ship live frogs in large numbers. Canadian frog meat comes South in great quantities during the summer, and the dealers buy when the price is low and put the legs in cold storage, paying as low as 25c per pound. In the Fulton fish market large frogs brought in November 75c per pound. As the winter advances the prices go higher until they reach in the neighborhood of \$1 per pound. Thousands of pounds are now frozen in cold storage, where they have been held since the spring and summer. The legs of a large frog will weigh about one-fourth pound, although occasionally some weigh one-half pound.

In the early spring the frogs leave the mudbeds under the pond, where they have been lying torpid during the winter, and it is then that they become a prey to the hunters, who either spear them at night by the light of burning torches or trap them alive in nets. Live frogs are not sold in the New York market to be eaten. Every year about 5,000 are sold to Columbia college and to the laboratories of schools for dissection. Live frogs for this purpose bring from 15@25c apiece."

Brother Thompson's Operation in Umbrellas.

It was a dark, rainy Sunday night, yet the African Methodist Episcopal church was crowded to the door. Just as the old colored preacher was about to pronounce the benediction Brother Thompson jumped upon one of the benches and shouted: "Brothers and sisters, when I came in dis church to-night I had an umbrella and I laid it in one ob dese aisles an' some one dun take it away, an' I know just zactly who it am, an' if da don't bring it to ma house afor next Sunday I'll expose 'em afor de whole congr'ation."

Brother Thompson did not attend the services the next Sabbath, but it was learned from his nephew that twenty-seven umbrellas were left at his house during the week.

Her Suggestion.

Borem—Now, what would you do if you were in my shoes, Miss Cutting?

Miss Cutting—I'd point the toes toward the front door and give them a start.

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.

Bell Phone 2929 141 Canal Street
Grand Rapids, Michigan

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

C. N. RAPP & CO.

..Butter, Eggs and Poultry..

56 West Market and 135 Michigan Sts., Buffalo, N. Y.

Immediate sales and prompt returns. Highest market price guaranteed.

Onions Apples Honey

Our specialties this week are Mediterranean Sweet Oranges and Messina Lemons. Five cars just received. The finest fruit and packing we have seen this season. The quality is excellent and our prices are right. Send us your liberal orders. The Vinkemulder Company

14 and 16 Ottawa St., Grand Rapids

We want to buy your eggs; also potatoes.

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.

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.

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.

SO MUCH A WEEK.

Some Remarks on Buying Things on the Installment Plan.

Written for the Tradesman.

There are two ways of buying things in this world and age—buying them and getting them on the installment plan. The first is simple; the second impresses me as extremely so. I am ready to confess that I may not be competent to speak upon the subject, for if anyone should ask me if I ever bought anything on the installment plan I would reply with promptitude, "Not guilty."

I have known people, however, who bought things in a hurry and then paid for them in this long-drawn-out and expensive manner. They buy in haste and repent at leisure, but they do not all repent. Some of them firmly believe that buying a \$1.60 clock and paying for it in twelve 25 cent installments indicates good business acumen. It certainly does—on the part of the installment plan man, the fellow who sells the clock. He is getting a rate of interest that no bank or money lender in the country would dare to charge and, what is best of all to him, he is getting it without a murmur. If you attempt to argue the matter with him he will tell you that he is entitled to something for making the collection. He certainly is; and he is also entitled to a fair-sized income on his great American nerve.

The argument that the installment agent and his happy victim will advance to you is that, while you could hardly stand a drain of \$1.60 on your purse all at once, "you'll never notice a quarter." That is true and I have observed that the people who never notice a quarter never have to notice a coin of much larger denomination. Despite the temporary accommodation afforded them by the installment agent, they never get \$1.60 ahead so that the next time they have to buy a clock they can buy it on a cash basis. They are too busy paying 25 and 50 cent installments on this and that to lay up any \$1.60 for a rainy day.

The life of the installment plan victim to him is happy and to the public is interesting. His home always presents a variety to the visitor—a variety of coloring and of quality. There is a delightful uncertainty about his furniture. You call one evening and find his daughter strumming a beautiful upright piano. A month later you call again and the piano has disappeared. You feel as if you had strayed back to your native village and were experiencing that odd sensation of fear at asking some old schoolmate you have not seen for thirty years about his old-time sweetheart—fear because you do not know but what she may have died or married him. You look at the aching void where stood the piano, but you dare ask no question concerning the piano's sudden taking-off.

It is true likewise of the carpets and the rugs and the range. If you spend the night, ten to one you will find an unfamiliar bed and even the wall paper may look different than it did a month ago. When you come upon your friend suddenly you find him studying an almanac. Anxiety about the weather? Oh, no—anxiety about the installment agent. To-morrow may be rug day or piano day or stove day or lamp day or encyclopaedia day or some other day. The installment plan victim arises each morning in summer to find falling dew upon his rose bushes. If not on his rose bushes, he is pretty sure to find something falling due on some article around the place. He counts that day lost

whose low descending sun views in his hand no installment agent's dun.

I have said something about the high rate of interest the installment agent enjoys. He does not always get that rate of interest; sometimes, if he has good luck, he gets better. There are times when sickness or financial distress from one cause or another falls upon the installment payer. He may have his lamp or his rug about paid for, but he will find a clause in his contract which gives the agent possession of the property when he misses even one payment. After the agent has taken away the \$1.60 clock—on which he has paid \$2.25—he will find, if he is at all apt at figures, that he has been paying very good rent for the timepiece.

The installment agent is a competitor not to be considered lightly by the merchant. There was a merchant once upon a time in a Michigan town who tried to get the start of an installment agent. He considered himself quite wise enough to outwit the retailer of rugs and promissory notes, but he discovered—but it's quite a long story.

One day there drifted into this merchant's furniture store a man who had all the outward indications of being a flood sufferer or something of that kind. He had on a suit of hand-me-downs that would retail at about \$5.85 and several other distinguishing marks about him to keep him from being mistaken for J. Pierpont Morgan. He got the ear of the merchant and, having attained that, was down to business very quickly.

"I'm a little on my uppers," said the stranger, "and so I'm going into the installment business—right in this here town, too. I haven't any capital, but I'm a good talker. Now, you store-keepers kind of look upon us people as hurting your business, but we don't—we help it. The goods we sell would never be sold if it wasn't for us."

"I guess that's no lie," said the merchant.

"What I mean is," the stranger went on, "that we talk people into buying articles they wouldn't think of buying themselves, so we don't hurt the merchant after all. If we didn't sell the people the goods he wouldn't anyway, so the merchant is nothing out. They couldn't afford to buy the goods from him, but our easy payment plan makes it a snap for them."

"Well, what's this got to do with me?"

"Just this: I'm not only not going to hurt your trade, but I'm going to help you get rid of some of your shop-worn goods. As I told you, I haven't any capital; but if you will let me have a few rugs or a lamp or something I'll start out and show you what I can do. I'll pay you just what you would get for the lamp in the store; only, of course, you'll have to trust me for the goods until I can get a little start and commence to collect my second payments. I not only won't buck you, but I bet I can sell goods for you that you've had on your shelves here for years, not able to sell them to anybody."

The merchant's first thought, naturally enough, was to decline the fellow's offer; but, while he was endeavoring to think of language sufficiently torrid in which to do it, a new idea struck him—perhaps he could checkmate the first move of the installment man and discourage him enough so he would get out of town. He went to the rear of the store and dusted off a lurid looking lamp and brought it out into daylight, carefully removing the \$1.95 mark that

had been hanging upon it for a long time without avail.

"I'll give you a show," said the merchant, "and see what you can do. Now, here's a lamp that we sell for \$5. You take that out and sell it and you can have whatever you can get over \$3.50."

With a piece of rope the stranger made a sling in which to carry the lamp and started on his way rejoicing.

"Don't suppose I'll ever see him again," mused the merchant with a laugh, "but it's a good riddance of him and the lamp. He'll have a good time trying to sell that to anybody for enough to give him a profit on his \$3.50. I guess he'll be ready to give it up as a bad job."

The stranger did not reappear at the store during the day. "Well, if I could get him out of town that easy," the merchant chuckled on his way home that night, "I don't care about the lamp."

When he reached home the merchant's wife had a surprise for him. She had purchased a lamp that he sold for \$5 in his store for \$4.50 from an agent! He wanted to sell it to her on the installment plan, she said, for \$4.75, but by paying cash she got it for \$4.50. Wasn't that lovely?

The stranger has never returned, but the lamp is back at its old place in the store. It is still marked \$1.95.

Douglas Malloch.

Back Talk.

Mr. Spatz—It's not polite to yawn in the presence of company the way you did.

Mrs. Spatz—I know that, but I put my hand up to my mouth and—

Mr. Spatz—That's not sufficient. You should use something that would completely conceal your mouth.

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 Mould-
ings in the city and
our Frame-makers are
experts.

A complete Artists'
Material Catalogue for
the asking.

C. L. Harvey & Co.

59 Monroe Street,
Grand Rapids, Mich.

Exclusively Retail.

THE WONDERFUL

"DORAN LIGHT"

We Not

Are Afraid

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

ACORN BRASS WORKS, Chicago, Ills.

DICKSON, TENN., October 20, 1900.

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

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

Yours truly, DICKSON DRUG CO.

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

ACORN BRASS WORKS

Dept. W.

20 Jefferson St., Chicago, Ill.

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

Commercial Travelers

Michigan Knights of the Grip
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Sallinaw; 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.

What Constitutes a Low Down Salesman.

In this era of business strife, this period of competition, where the constant effort to secure trade necessitates the seeking it at the door of the retailer, there is engaged for such purpose a multitude of men known as commercial travelers. The revenue of our railroads and of our hotels depends more largely upon these men than all other sources combined. It is estimated that there are over two hundred thousand constantly employed in this country as traveling representatives of the different industries, and it would be but natural that in such a great army there must necessarily exist black sheep, as there are in every flock. On the other hand, there is no question but that the great majority are straightforward, upright and honorable men. A salesman who does things right, who does not lie, who never misrepresents, is the one who is always welcome, who is appreciated and who is successful. The slick, smooth "smart aleck" who promises everything, who sells at any price, who allows any terms to secure an order, is bound to come to grief, provided, of course, that his house is not as crooked as he is and does not furnish goods to suit the price and occasion; but even in such an event his success can be but ephemeral, as both house and man are eventually bound to be found out. It behooves a straight house to employ straight salesmen, representative men, who are a credit to it, not confidence men nor blackguards, who make a temporary trade by imposing upon customers and maligning competitors.

Some would-be salesmen spend more time with their trade in blackguarding competitors than in selling their own goods; this is always a weak point and shows at once the cause of the animus to be that some one else is doing the business, as no man or house can reach a high position by endeavoring to do so by making a stepping stone of a competitor. Again, some salesmen will lie about sales made to a retailer's competitor in order to induce larger orders from him. This is also a weak point, as it strikes at a man's vanity in the wrong way and antagonizes him at once instead of proving a lever to work on. But the most contemptible of all kinds of salesmen is the sort who in the past could not secure a man's trade by any means fair and square and will endeavor to prejudice the retailer who has already bought his goods from some other salesman. This person's method of procedure is as follows: He calls upon a retailer to whom he has never sold (and probably never would be able to), and learns from whom he buys his goods. This fellow then tells the retailer he has paid too much for his goods, asks to see the invoice and makes notations upon its margin of what his prices (fictitious, of course) would have been had he secured the order himself. Of course this does him no good whatever, but it makes the retailer dissatisfied

and disgruntled and inclined to put in claims for overcharges, etc., whereas the prices made by the salesman who took the order were written out and perfectly satisfactory to the retailer when the goods were bought.

This same sneak, when a competing salesman has secured an order by hard work and enterprise, takes pleasure in trying to deprive him of the commissions and expenses incurred by endeavoring to get the customer to allow him to wire in a countermand, offering to duplicate the goods already bought at lower figures. These contemptible methods characterize the "low down" salesman, the subject of this article.

Honest competition is the life of trade. Everyone needs it to stimulate him to better work and to bring out what is best in him, but that any competition should develop such a class of parasites and blackguards is to be sincerely regretted. It is said there is honor among thieves; it may be added, not among this class of salesmen (?), who would take the bread and butter from a fellow workman without benefiting himself in the least. The "low down" salesman is the scum of the business, and should be treated with the scorn he deserves by every right minded retailer whenever such methods are brought to his notice. In short, the retailer should do unto others as he would like to be done by, and any retailer who countenances such methods and is a party to them by abetting such actions is as unfair as the salesman (?) himself.

Partnerships For Clerks.

The keenest competition that merchants sometimes experience is that which arises from their own clerks who have gone into business on their own account.

It would be unwise to advise clerks not to go into business on their own account. On the contrary, it would be wise to induce them to cultivate an ambition in that direction. A young man who has no such ambition, or who has no desire to cultivate one, is lacking in those fundamentals which go to make a good clerk.

Merchants can, however, in many instances, prevent their clerks from becoming competitors by making them their partners.

It would not be reasonable for a merchant to give all his clerks an interest in his business. There are many who are not qualified for partnerships. But to the best clerk, where it is at all possible, it is only fair that an interest in the business should be held out as a reward for faithful service.—Canadian Hardware.

Misplaced Sympathy.

"Poor man!" sighed the lady reformer as she peered through the bars at the miserable convict. "Poor man! It must be hard to be deprived of light and flowers and birds and human companionship."

"It is, lady, it is," moaned the prisoner.

"I believe," mused the lady, "that I shall marry you to reform you."

Here the convict laughed heartily for some moments.

"Pardon me, madam," he said, as soon as he found his voice. "Pardon this hilarity, but I am in here for bigamy."

"My son," said the philosopher, on his deathbed, "my son, two things you should never do. First, do not endeavor to pry into the future, for if you will only wait you shall know all. And, second, do not chase after women, for if you do not they will chase after you. Farewell."

Gripsack Brigade.

R. M. Dively, traveling representative for the Musselman Grocer Co., was called to Washington last week by the death of his mother-in-law.

Owosso Times: Geo. Clark, of Vernon, who travels through this section of Michigan, has been nearly twenty-two years on this route for Phelps, Brace & Co., of Detroit. This makes him the veteran traveling man in this section and attests the fact that he is a right down good fellow.

Cadillac News: A. W. Markus has resigned his position as head salesman in the New York store, after a service of several months, to take a traveling salesmanship, beginning his duties in the latter position May 1. Mr. Markus will remain with Mr. Present until another salesman for the New York store can be engaged.

H. C. Horrator, formerly Michigan representative for the Continental Paper Bag Co., was arrested at Buffalo April 12 on a charge of passing a forged order on the clerk of the Wayne Hotel, at Detroit. Governor Bliss granted a requisition on the Governor of New York April 15 and he will be brought to Detroit to stand trial. Mr. Horrator was recently arrested on a similar charge in this city, but succeeded in securing an acquittal.

At a meeting of the Grand Council of the United Travelers of America, held at New York April 15, a resolution was adopted opposing the bill of Senator Elkins, of West Virginia, to enlarge the jurisdiction of the Interstate Commerce Commission, and which is designed to permit the pooling of railroads so far as it affects the rates on passenger and freight traffic. The resolution declared the bill to be unconstitutional and an infringement upon the rights of commercial men.

Movements of Lake Superior Travelers.

F. Y. Truscott, President of the Lake Superior Commercial Travelers' Club and an old-timer on the road, has been chosen manager of the Quincy Co-Operative Co., at Hancock. This company is certainly fortunate in securing the services of such a competent man. Mr. Truscott is thoroughly versed in that line of business on account of his experience with the Mackinac Lumber Co., at St. Ignace, Black River Lumber Co., at Black River, and later with the Dead River Lumber Co., at Marquette.

Geo. H. Graham is making his first trip in this territory for Standart Bros. Ltd., Detroit.

J. H. Richards, general agent for the Marshall-Wells Hardware Co., as far as this territory is concerned, is visiting the trade on one of his periodical trips.

Will C. Monroe, alias "Sugar Bill," with Edgar & Son, Detroit, one of the best known commercial men who visit the Upper Peninsula, has a good story he tells concerning a pretty little school teacher who is employed at one of the smaller towns of the county. It appears that the teacher had an unruly boy under her charge and that one day recently she was compelled to chastise him. The lad is the son of a foreign-born resident, and this is where Monroe thinks the funny part of the joke comes in. Monroe boarded a South Shore train in Ishpeming, taking a seat in the first-class car. Immediately ahead of him sat the teacher, and it was not long before he noticed that the girl displayed signs of nervousness. She would steal a look at him and then a blush would come over her pretty cheeks. Finally, she turned squarely in the seat and addressed Monroe, saying: "You will pardon me, but I really owe you an apology. However, I had to do it; he is such a troublesome boy and he is causing me so much trouble." "Oh, that's all right," replied Monroe. "I was awfully afraid," said the girl, "that you would be angry over it." Realiz-

ing that the young lady had mistaken him for the father of some unruly kid Monroe continued the conversation about the boy and when the girl got off the train at Marquette she was satisfied that the "old man" wasn't such a bad fellow after all. The following day the young lady entered a Marquette grocery store in company with a lady friend. Monroe happened to be there, talking sugar to the proprietor. The teacher called her friend aside and whispered in her ear that the man talking to Mr. — was the father of a Finnish youngster she had walloped a few days ago. She assured her friend, however, that it was all right, as she had apologized to him. The teacher's friend happened to know Monroe and she thought the joke too good to keep, so she insisted on introducing the teacher to the bachelor traveler.

Libel on the Fraternity.

Saginaw, April 1—That insignificant sheet, the Lexington News, recently remarked: There are evidences of approaching spring at hand—the festive drummer, the lady killer and masher. Take him at his best he is a pest to be avoided.

I'll bet the writer of that article is either a dyspeptic old fossil who in his younger days was disappointed in love and was cut out by a drummer or else at present is confoundedly jealous of the intelligent drummer and stands no show at all with the fair sex. At all events, I would rather be a "pest" than a pestiferous pimple on the spleen of a cur. Oui.

Last Party of the Season.

Grand Rapids, April 15—At the council rooms, 64 Pearl street, Saturday evening, April 19, Grand Rapids Council, No. 131, will give the last party of the season which will be strictly a card party and the committee in charge, consisting of J. H. Taylor, J. G. Benjamin and G. G. Watson, have made all arrangements for a very fine time, and it is hoped every member will make himself a special committee of one to bring along some good friend and "get in the game early." Special prizes will be awarded to those coming the longest distance; bringing the largest load from one district and for the largest and best natured family. Ja Dee.

It Is a Sin to Steal a Pin.

"What are you in prison for, my friend?"
"Stealin' a pin, ma'am."
"What?"
"That's right, ma'am. It had a diamond fastened at one end of it."

The pickpocket keeps in close touch with the public.

Why

has the LIVINGSTON HOTEL of Grand Rapids outstripped its competitors? Because it treats everybody fairly, and no one any better than the traveling man. Because this policy has gained for it the good will of the best and most influential knights of the grip and they are advertising its good rooms, good table and good service EVERYWHERE.

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HEIM, Saginaw - Dec. 31, 1902
WILEY P. DOTY, Detroit - Dec. 31, 1903
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac - Dec. 31, 1906
 President,
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Advertising by the Country Druggist.

If we may judge by the specimens of druggists' advertising which our readers are thoughtful enough to send us—and which, by the way, we should like to get in greater number than we do—it is evident that the larger part of the advertising is done by the city druggist, and comparatively little by his country brother. If this is really the fact, it argues that the druggists in the towns and country districts are strangely unaware of the great opportunity for the expansion of trade which lies ready to their hand. Advertising is an engine of great power, and has become a necessity in the business life of the time. Competition has now reached so keen a stage that a small dealer in any line is in danger of being completely buried from sight if he does not strive to keep himself and his business constantly before the attention of the public.

The country druggist doubtless does not feel this competition so keenly as does the druggist in the city, and he is therefore not spurred so urgently to resort to advertising to keep his head above water. But a man should not wait to advertise until it becomes necessary. He should not lie back on his oars until the boat begins to drift down stream. Advertising should be used not merely to save one's business from deterioration, but to develop and improve it while it is yet in no danger. It is not only a means of defense; it is also an instrument of offense; and it is for offensive purposes that it should be utilized by the progressive and ambitious druggist.

Indeed, the country druggist has a far better field to work in than his brother in the city. The possibilities with him are much greater. Advertising is done so extensively in the cities; there is such a vast profusion of advertising matter of all kinds lying about; every man, woman and child sees so much of it, that it fails to receive any large measure of recognition. More often than not it is thrown into the waste basket unread. But this is not the case in the country. The inhabitant of the smaller town, and especially of the "rural district," gets comparatively little advertising matter, or in fact reading material of any kind. Newspapers, magazines, and books do not reach him in great numbers; he is not perplexed with the thousand and one daily demands made upon the time and energies of the city denizen; he is not surfeited with advertising matter of every sort and description, and so when a booklet or circular reaches him it strikes virgin soil. He has time and inclination to read it, and perhaps after he does so he saves it and shows it to his wife; and then they and the children talk about it at dinner.

The country druggist should till this rich field before it gets overworked.

Advertising is more and more penetrating to the remoter districts; mail-order houses are springing up every day and appealing for country trade; other influences are tending in the same direction; and some fine morning the country druggist will wake up and find that his opportunity has flown while he slept. Do not wait any longer. Follow the wise initiative of your hustling and energetic brother in the city. See what schemes and plans he conceives to expand his trade. Watch the advertising matter which he gets out from time to time. Assimilate the numerous advertising ideas which the trade papers print for your benefit every month. Become a successful advertiser; keep perseveringly at it; and win the rewards which await the man of resource and determination!—Bulletin of Pharmacy.

The Drug Market.

Opium—Continues dull and weak and is tending lower.

Morphine—Has declined 10c per oz. Quinine—New York is the only brand that has advanced. The other manufacturers are likely to change the price any day.

Acetanilid—The manufacturers have reached an agreement and have advanced their price 2c.

Cod Liver Oil—Has advanced about \$3 per barrel and is tending higher.

Cocaine—Is unsettled. Manufacturers claim that the present price is below the cost of production.

Glycerine—Is very firm and tending higher.

Menthol—The market is lower.

Oil Cassia—Is in full supply and lower.

Oil Almonds—Is very firm and has advanced.

Oil Cedar Leaf, True—Is again scarce and in small supply. The market is higher.

Cedar Wood—Is unchanged.

Oil Hemlock—Is in very small supply and higher.

Oil Sassafras, True—Is very firm and has advanced.

Gum Gamboge—Is very scarce, both here and in the primary markets. Price is advancing.

Linseed Oil—Is very firm at unchanged price.

Oil of Cassia Peculiarly Adulterated.

In a paper read before the American Pharmaceutical Association at the St. Louis meeting, Lyman F. Kebler declared that it seems to be a periodical disease with Chinamen to adulterate oil of cassia with kerosene, and that it is not uncommon to find it adulterated to the extent of even 20 per cent. The manipulator sometimes makes the mistake of adding more kerosene oil than the oil of cassia will readily mix with; consequently, it has occasionally been Mr. Kebler's misfortune to find oil of cassia containing a considerable quantity of kerosene floating on the top of the cassia oil in an original package. This adulteration has not been met with during the past year, and it is believed that this is chiefly due to the fact that oil of cassia is now largely bought and sold on the basis of its percentage content of cinnamic aldehyde. It is hoped that this practice will be extended more and more in the trade for the purpose of gradually rooting out the adulterations of oils. It may not be possible to eliminate adulterations entirely by such a procedure, but it is certain that they may be minimized, and this is as much as we can probably hope to do in a great many cases at present.

They Fairly Eat Quinine.

"The quantity of quinine taken by foreigners on the southeast coast of Mexico is something simply incredible," said a resident of this city, who is interested in coffee culture in the sister republic. "There is a general belief among the Americans and English all through that region that the drug is necessary for the preservation of life, and they keep full of it from one year's end to another. The first time I visited the coast I stopped at Frontera, the first port east of Vera Cruz, and as soon as our ship tied up it was boarded by a tall, sallow man, who turned out to be an American engineer, in charge of a big sugar plant up the country. He made a bee line for the purser. 'Hello! Billy!' he said; 'did you bring that quinine?' 'Sure,' replied the purser, and diving into his cabin he came out with an armful of tin boxes, about the size of tea canisters, and japanned green. Each of them held a pound of quinine. I never saw it put up that way before, and naturally I was surprised.

"I soon scraped an acquaintance with the engineer, and made bold to enquire what in the world he wanted with such a supply. 'Are you getting it on a speculation?' I asked, with a vague idea that it might be intended for some Mexican army contractor. He laughed heartily. 'Speculation nothing!' said he; 'this all goes to our little colony of Americans back in the interior, and it won't last very long either.' With that he drew a penknife from his pocket, opened a blade that had been ground off round, like a spatula, and thrust it into one of the cans. He brought out a flaky, white mass—enough to heap a teaspoon—put it on his tongue and swallowed it like so much sugar. 'Have you any idea how many grains you are taking?' I asked in amazement. 'Only approximately,' he replied carelessly; 'a man quits weighing quinine after he has been down here a few months.'

"That was my first encounter with a bona fide quinine-eater," the coffee planter went on, "but I met plenty of them afterward. They generally keep the stuff in rubber tobacco pouches, to protect it from perspiration, and when they feel like taking a dose they dig in with one of those spatulated knives that they all carry and swallow as much as they see fit. As they go entirely by guess, it is hard to say how much will be taken in the course of a day, but I have weighed the amount that can be lifted on the ordinary knife blade and found it to range between 25 and 50 grains. You see, quinine is as compressible as cotton, and two wads of it that look about the same size will vary a hundred per cent. in weight. One would suppose, as a matter of course, that such enormous quantities of the drug would produce an intolerable ringing in the head; but, strange to say, they do nothing of the kind. The average white man down there who keeps under the influence all the time experiences nothing except a slight feeling of exhilaration—at least so I was assured by dozens of habitues. Whether the use of the stuff is of any real benefit is something I am skeptical about. I never took a grain of it myself, and I was the only man on our plantation who did not have a touch of fever."—New Orleans Times-Democrat.

A Sad Business.

"Yes," he said, sadly, and there was a tear in his eye. "Yes, my business has driven me to the wall." And he went on posting bills.

SEE OUR WALL PAPERS

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

HEYSTEK & CANFIELD CO.

Grand Rapids, Mich.
 The Michigan Wall Paper Jobbers.

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.

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.

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—Gum Gamboge, Oil Almonds, Cod Liver Oil, N. Y. Quinine,
Declined—Oil Cassia, Morphia, Menthol.

Acidum	
Aceticum.....\$ 60 8	
Benzolcum, German.....70 75	
Boricum.....24 27	
Carbolicum.....43 45	
Citricum.....30 35	
Hydrochloric.....80 10	
Nitrosum.....120 14	
Oxalicum.....50 55	
Phosphoricum, dil.....1 10 1 20	
Sulphuricum.....38 40	
Tannicum.....40 45	
Tartaricum.....40 45	
Ammonia	
Aqua, 16 deg.....40 6	
Aqua, 20 deg.....60 8	
Carbonas.....130 14	
Chloridum.....120 14	
Aniline	
Black.....2 00 2 25	
Brown.....80 1 00	
Red.....45 50	
Yellow.....2 50 3 00	
Bacca	
Cubebae.....po. 25 22 24	
Juniperus.....60 8	
Xanthoxylum.....1 70 1 75	
Balsamum	
Copaiba.....50 55	
Peru.....2 00	
Torabin, Canada.....60 65	
Tolutan.....45 50	
Cortex	
Abies, Canadian.....18	
Cassia.....12	
Cinchona Flava.....18	
Euonymus atropurp.....30	
Myrica Cerifera, po.....20	
Prunus Virginiana.....18	
Quillaja, gr'd.....12	
Sassafras.....po. 15 12	
Ulmus.....po. 18, gr'd 20	
Extractum	
Glycyrrhiza Glabra.....24 25	
Glycyrrhiza, po.....28 30	
Hæmatox, 15 lb. box.....110 12	
Hæmatox, 1s.....130 14	
Hæmatox, 1/4s.....140 15	
Hæmatox, 1/8s.....160 17	
Ferra	
Carbonate Precip.....15	
Citrate and Quina.....2 25	
Citrate Soluble.....75	
Ferrocyanidum Sol.....40	
Solut. Chloride.....15	
Sulphate, com'l.....2	
Sulphate, com'l, by bbl, per cwt.....80	
Sulphate, pure.....7	
Flora	
Arnica.....150 18	
Anthemis.....22 25	
Matricaria.....30 35	
Folia	
Barosma.....30 40	
Cassia Acutifolia, Tinnevely.....20 25	
Cassia, Acutifolia, Alx.....25 30	
Salvia officinalis, 1/4s and 1/8s.....12 20	
Uva Ursi.....80 10	
Gummi	
Acacia, 1st picked.....2 45	
Acacia, 2d picked.....2 35	
Acacia, 3rd picked.....2 25	
Acacia, sifted sorts.....45 65	
Acacia, po.....12 14	
Aloe, Barb. po. 18 20.....12 14	
Aloe, Cape.....po. 15 12	
Aloe, Socotri.....po. 40 55	
Ammoniac.....55 60	
Assafœtida.....po. 40 55	
Benzoinum.....50 55	
Catechu, 1s.....13 15	
Catechu, 1/4s.....16 18	
Catechu, 1/8s.....64 69	
Camphoræ.....40 45	
Euphorbium.....po. 35 40	
Gamboge.....po. 80 85	
Gualacum.....po. 35 40	
Kino.....po. 30.75 35	
Mastic.....40 45	
Myrrh.....po. 45 50	
Opil.....po. 4.40 4.30 3 20 3 25	
Shellac.....35 40	
Shellac, bleached.....70 1 00	
Tragacanth.....70 1 00	
Herba	
Absinthium.....oz. pkg 25	
Eupatorium.....oz. pkg 25	
Lobelia.....oz. pkg 25	
Majorum.....oz. pkg 25	
Mentha Pip.....oz. pkg 25	
Mentha Vir.....oz. pkg 25	
Rue.....oz. pkg 30	
Tanacetum V.....oz. pkg 22	
Thymus, V.....oz. pkg 25	
Magnesia	
Calcined, Pat.....55 60	
Carbonate, Pat.....18 20	
Carbonate, K. & M.....18 20	
Carbonate, Jennings.....18 20	
Oleum	
Absinthium.....7 00 7 20	
Amygdalæ, Dulc.....50 60	
Amygdalæ, Amaræ.....8 00 8 25	
Anisi.....1 60 1 65	
Aurant Cortex.....2 10 2 20	
Bergamoti.....2 60 2 75	
Cajiputi.....80 85	
Caryophylli.....75 80	
Cedar.....80 85	
Chenopadii.....1 00 1 10	
Cinnamomi.....35 40	
Citronella.....35 40	
Conium Mac.....65 75	
Copaiba.....1 15 1 25	
Cubebae.....1 30 1 35	
Exechthitis.....1 00 1 10	
Erigeron.....1 00 1 10	
Gaultheria.....2 00 2 10	
Gedonium, ounce.....75	
Gossypii, Sem. gal.....50 60	
Hedeoma.....1 35 1 40	
Juniperus.....1 50 2 00	
Lavandula.....90 100	
Limonis.....1 15 1 25	
Mentha Piper.....2 10 2 20	
Mentha Verid.....1 80 2 00	
Morruhae, gal.....1 20 1 30	
Myrica.....4 00 4 50	
Olive.....75 80	
Picea Liquida.....10 12	
Picea Liquida, gal.....10 12	
Ricini.....1 00 1 05	
Rosmarini.....1 00 1 05	
Rose, ounce.....6 00 6 50	
Succin.....40 45	
Sabina.....90 1 00	
Santal.....2 75 3 00	
Sassafras.....55 60	
Sinapis, ess. ounce.....65	
Tigil.....1 50 1 60	
Thyme.....40 50	
Thyme, opt.....1 60	
Theobromas.....15 20	
Potassium	
Bi-Carb.....15 18	
Bichromate.....13 15	
Bromide.....52 57	
Carb.....12 15	
Chlorate.....po. 17 19 16 18	
Cyanide.....34 38	
Iodide.....2 30 2 40	
Potassa, Bitart, pure.....28 30	
Potassa, Bitart, com.....15	
Potass Nitras, opt.....70 100	
Potass Nitras.....60 8	
Prussiate.....23 26	
Sulphate po.....15 18	
Radix	
Aconitum.....20 25	
Althæa.....30 33	
Anchusa.....10 12	
Arum po.....25	
Calamus.....20 24	
Gentiana.....po. 15 12	
Glycyrrhiza, pv. 15.....16 18	
Hydrastis Canad.....2 75	
Hydrastis Can. po.....2 80	
Hellebore, Alba, po.....12 15	
Inula, po.....18 22	
Ipecac, po.....3 60 3 75	
Iris plox.....po. 35 38 35 40	
Jalapa, pr.....25 30	
Maranta, 1/4s.....25 30	
Podophyllum, po.....22 25	
Rhei.....75 100	
Rhei, cut.....1 25	
Rhei, pv.....75 100	
Spigelia.....35 38	
Sanguinaria.....po. 15 50	
Serpentaria.....50 55	
Senega.....60 65	
Smilax, officinalis H.....40	
Smilax, M.....25	
Sollæ.....po. 35 100	
Symplocarpus, Fœtidus, po.....25	
Valeriana, Eng. po. 30.....25	
Valeriana, German.....15 20	
Zingiber a.....14 16	
Zingiber j.....25 27	
Semen	
Anisum.....po. 18 15	
Apium (graveleons).....13 15	
Bird.....40 6	
Carul.....po. 15 10 11	
Cardamom.....1 25 1 75	
Coriandrum.....80 10	
Cannabis Sativa.....4 1/2 5	
Cydonium.....75 100	
Chenopodium.....15 16	
Dipterix Odorata.....1 00 1 10	
Fœniculum.....70 9	
Fœnugreek, po.....34 40	
Lini.....34 40	
Lini, gr'd.....bbl. 4 1 50 1 55	
Lobelia.....4 1/2 5	
Pharlaris Canarian.....4 1/2 5	
Rapa.....4 1/2 5	
Sinapis Alba.....90 10	
Sinapis Nigra.....110 12	
Spiritus	
Frument, W. D. Co.....2 00 2 50	
Frument, D. F. R.....2 00 2 25	
Frument.....1 25 1 50	
Juniperis Co. O. T.....1 65 2 00	
Juniperis Co.....1 75 3 50	
Saccharum N. E.....1 90 2 10	
Spt. Vini Galli.....1 75 6 50	
Vini Oporto.....1 25 2 00	
Vini Alba.....1 25 2 00	
Sponges	
Florida sheeps' wool.....2 50 2 75	
Nassau sheeps' wool.....2 50 2 75	
Velvet extra sheeps' wool, carriage.....1 50	
Extra yellow sheeps' wool, carriage.....1 25	
Grass sheeps' wool, carriage.....1 00	
Hard, for slate use.....75	
Yellow Reef, for slate use.....1 40	
Syrups	
Acacia.....50 55	
Aurant Cortex.....50 55	
Zingiber.....50 55	
Ipecac.....50 55	
Ferric Iod.....50 55	
Rhei Arz.....50 55	
Smilax Officinalis.....50 55	
Senega.....50 55	
Sollæ.....50 55	
Scilla Co.....50 55	
Tolutan.....50 55	
Prunus virg.....50 55	
Tinctures	
Aconitum Napellis R.....60	
Aconitum Napellis F.....60	
Aloes.....60	
Aloes and Myrrh.....60	
Arnica.....60	
Assafœtida.....60	
Atrope Belladonna.....60	
Aurant Cortex.....60	
Benzoin.....60	
Benzoin Co.....60	
Banarides.....60	
Capsicum.....60	
Cardamon.....60	
Cardamon Co.....60	
Castor.....1 00	
Catechu.....50	
Cinchona.....50	
Cinchona Co.....50	
Columba.....50	
Cubebae.....50	
Cassia Acutifolia.....50	
Cassia Acutifolia Co.....50	
Digitalis.....50	
Ergot.....50	
Ferri Chloridum.....35	
Gentian.....50	
Gentian Co.....50	
Guaiaca.....50	
Guaiaca ammon.....50	
Hyoscyamus.....50	
Iodine.....75	
Iodine, colorless.....75	
Kino.....50	
Lobelia.....50	
Myrrh.....50	
Nux Vomica.....50	
Opil.....75	
Opil, comphorated.....50	
Opil, deodorized.....50	
Quassia.....50	
Rhatany.....50	
Rhei.....50	
Sanguinaria.....50	
Serpentaria.....50	
Stromonium.....60	
Tolutan.....60	
Valerian.....50	
Veratrum Veride.....50	
Zingiber.....20	
Miscellaneous	
Æther, Spts. Nit. F.....30 35	
Æther, Spts. Nit. 4 F.....34 38	
Alumen.....24 30	
Alumen, gro'd, po. 7.....30 4	
Annatto.....40 50	
Antimoni, po.....40 50	
Antimoni et Potass T.....40 50	
Antipyria.....25	
Antifebril.....20	
Argenti Nitras, oz.....50	
Arsenicum.....100 12	
Balm Gilead Buds.....45 50	
Bismuth S. N.....1 65 1 70	
Calcium Chlor., 1s.....9	
Calcium Chlor., 1/4s.....10	
Calcium Chlor., 1/8s.....12	
Cantharides, Rus. po.....80	
Capsic Fructus, al.....15	
Capsic Fructus, po.....15	
Capsic Fructus B. po.....15	
Caryophyllus, po. 15.....12 14	
Carmin, No. 40.....3 00	
Cera Alba.....55 60	
Cera Flava.....40 42	
Coccus.....40 45	
Cassia Fructus.....35	
Centraria.....10	
Cetaceum.....10	
Chloroform.....55 60	
Chloroform, squibbs.....1 10	
Chloral Hyd Crst.....1 35 1 60	
Chondrus.....20 25	
Cinchonidine, P. & W.....38 48	
Cinchonidine, Germ.....38 48	
Cocaine.....4 55 4 75	
Corks, list, dis. pr. ct.....75	
Creosotum.....40	
Creta.....2	
Creta, bbl. 75.....90 11	
Creta, precip.....90 11	
Creta, Rubra.....90 11	
Crocus.....25 30	
Cudbear.....24	
Cupri Sulph.....64 68	
Dextrine.....70 75	
Ether Sulph.....78 92	
Emery, all numbers.....8	
Emery, po.....8	
Ergota.....85 90	
Ergota.....po. 30 85 90	
Flake White.....120 15	
Galla.....23	
Gambler.....80 9	
Gelatin, Cooper.....60	
Gelatin, French.....35 60	
Glassware, flint, box.....75 8	
Less than box.....75 8	
Glue, brown.....110 13	
Glue, white.....150 25	
Glycerina.....174 25	
Grana Paradisi.....25	
Humulus.....25 55	
Hydrarg Chlor Mite.....1 00	
Hydrarg Chlor Cor.....1 10	
Hydrarg Ox Rub'm.....1 20	
Hydrarg Ammoniat.....50 60	
Hydrarg Unguentum.....55	
Hydrargrum.....55	
Ichthyobolla, Am.....65 70	
Indigo.....75 100	
Iodine, Resubl.....3 40 3 60	
Iodoform.....3 60 3 85	
Lupulin.....50	
Lycopodium.....65 70	
Macle.....65 75	
Liquor Arsen et Hy.....25	
Liquor Iod.....100 12	
Liquor Potass Arsenit.....20 3	
Magnesia, Sulph.....14	
Magnesia, Sulph, bbl.....50 60	
Mannia, S. F.....50 60	

Menthol.....@ 4 75	Selditz Mixture.....20 22	Linseed, pure raw... 65 68
Morphia, S. P. & W. 2 15 2 40	Sinapis.....@ 18	Linseed, boiled.....66 69
Morphia, S. N. Y. Q. 2 15 2 40	Sinapis, opt.....@ 30	Neatsfoot, winter str 43 70
Morpha, Mal.....2 15 2 40	Snuff, Maccaboy, De 40	Spirits Turpentine.. 50 53
Moschus Canton.....@ 40	Yoes.....@ 41	
Myristica, No. 1.....65 80	Snuff, Scotch, De Vo's 41	
Nux Vomica.....po. 15 35 37	Soda, Boras.....90 11	
Os Sepia.....@ 10	Soda, Boras, po.....90 11	
Pepsin Saac, H. & P. @ 1 00	Soda et Potass Tart. 23 25	
D Co.....@ 1 00	Soda, Carb.....1 1/2 2	
Pleis Liq. N. N. 1/4 gal. @ 2 00	Soda, Bi-Carb.....30 5	
Pleis Liq., quarts.....@ 2 00	Soda, Ash.....3 1/2 4	
Pleis Liq., pints.....@ 85	Soda, Sulphas.....@ 2 60	
Pil Hydrarg.....po. 80 @ 50	Spts. Cologne.....50 55	
Piper Nigra.....po. 22 @ 18	Spts. Ether Co.....@ 2 00	
Piper Alba.....po. 35 @ 30	Spts. Myrcia Dom.....@ 2 00	
Pilx Burgun.....@ 12	Spts. Vini Rect. bbl. @ 2	
Plumbi Acet.....10 12	Spts. Vini Rect. 1/2 bbl @ 2	
Pulvis Ipecac et Opil 1 30 1 50	Spts. Vini Rect. 10gal @ 2	
Pyrethrum, boxes H. @ 80	Spts. Vini Rect. 5 gal @ 2	
P. & F. Co., doz.....@ 75	Strychnia, Crystal.....80 1 05	
Pyrethrum, pv.....25 30	Sulphur, Subl.....2 1/2 4	
Quassia.....80 10	Sulphur, Roll.....2 1/2 3 1/2	
Quinia, S. P. & W.....30 40	Tamarinds.....80 10	
Quinia, S. German.....3 @ 40	Terebenth Venice.....28 30	
Quinia, N. Y.....32 42	Theobroma.....50 55	
Rubia Tinctorum.....12 14	Vanilla.....9 00 16 00	
Saccharum Lactis pv 20 22	Zinci Sulph.....70 8	
Salacina.....4 50 4 75		
Sanguis Draconis.....40 50		
Sapo, W.....12 14		
Sapo M.....10 12		
Sapo G.....@ 15		

Drugs

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

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

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

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

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

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

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED


Family Whitefish
Provisions
Wrisley's Soaps

DECLINED

Egg Case Fillers
Straw Paper
Galvanized Iron Tubs
Evaporated Blackberries
Lima Beans
Corn Syrup in Cans

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By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
B	
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	1
C	
Candles.....	14
Canned Goods.....	2
Catsup.....	3
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	15
Crackers.....	4
Cream Tartar.....	5
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Farinaceous Goods.....	5
Fish and Oysters.....	13
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Flavoring Extracts.....	6
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
G	
Gelatine.....	6
Grain Bags.....	7
Grains and Flour.....	7
H	
Herbs.....	7
Hides and Pelts.....	13
I	
Indigo.....	7
J	
Jelly.....	7
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Lamp Burners.....	15
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Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
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Mustard.....	7
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Salt Soda.....	9
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Salt Fish.....	9
Seeds.....	9
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Snuff.....	10
Soap.....	9
Soda.....	9
Spices.....	10
Starch.....	10
Stove Polish.....	10
Sugar.....	11
Syrups.....	10
T	
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
V	
Vinegar.....	12
W	
Washing Powder.....	13
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	13

1	2
AXLE GREASE	
Aurora.....	doz. gross 55 6 00
Castor Oil.....	doz. gross 80 7 00
Diamond.....	doz. gross 80 4 25
Frazier's.....	doz. gross 75 9 00
IXL Golden, tin boxes 75	9 00
	
Mica, tin boxes.....	75 9 00
Paragon.....	doz. gross 55 6 00
BAKING POWDER	
Egg.....	1/2 lb. cans, 4 doz. case..... 3 75
Chlorox.....	1/2 lb. cans, 2 doz. case..... 3 75
Chocolate.....	1 lb. cans, 1 doz. case..... 3 75
Cocoa.....	5 lb. cans, 1/2 doz. case..... 8 00
JAXON	
Royal.....	10c size..... 90
American.....	1/2 lb. cans 1 35
English.....	6 oz. cans 1 90
	1/2 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
BATH BRICK	
Arctic, 4 oz. ovals, per gross 4 00	
Arctic, 8 oz. ovals, per gross 6 00	
Arctic 16 oz. round per gross 9 00	
BLUING	
Small size, per doz.....	40
Large size, per doz.....	75
BROOMS	
No. 1 Carpet.....	2 70
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 50
BRUSHES	
Milwaukee Dustless.....	1 00/23 00
Russian Bristle.....	3 00/25 00
Discount, 33 1/3% in doz. lots.	
Scrub	
Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85
Shoe	
No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90
Stove	
No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75
BUTTER COLOR	
W. R. & Co.'s, 15c size.....	1 25
W. R. & Co.'s, 25c size.....	2 00
CANDLES	
Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wicking.....	29

2	3
CANNED GOODS	
Apples	
3 lb. Standards.....	1 10
Gallons, standards.....	3 25
Blackberries	
Standards.....	80
Beans	
Baked.....	1 00/21 30
Red Kidney.....	75 85
String.....	70
Wax.....	70
Blueberries	
Standard.....	90
Brook Trout	
2 lb. cans, Spiced.....	1 90
Clams	
Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50
Clam Bouillon	
Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20
Cherries	
Red Standards.....	
White.....	
Corn	
Fair.....	80
Good.....	1 00
Fancy.....	1 05
French Peas	
Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11
Gooseberries	
Standard.....	90
Hominy	
Standard.....	85
Lobster	
Star, 1 lb.....	2 15
Star, 1/2 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 65/21 85
Yellow.....	
Pears	
Standard.....	1 00
Fancy.....	1 25
Peas	
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60
Plums	
Plums.....	85
Pineapple	
Grated.....	1 25/2 75
Sliced.....	1 35/2 55
Pumpkin	
Fair.....	95
Good.....	1 00
Fancy.....	1 10
Raspberries	
Standard.....	1 15
Russian Caviar	
1/2 lb. cans.....	3 75
1 lb. can.....	7 00
	12 00
Salmon	
Columbia River, tails.....	@1 85
Columbia River, flats.....	@2 00
Red Alaska.....	1 80/21 40
Pink Alaska.....	1 00/21 15
Shrimps	
Standard.....	1 50
Sardines	
Domestic, 1/2s.....	3 1/2
Domestic, 1s.....	5
Domestic, Mustard.....	6
California, 1/2s.....	11/24
California, 1s.....	17/24
French, 1/2s.....	7/24
French, 1s.....	13/28
Strawberries	
Standard.....	1 25
Fancy.....	1 25
Succotash	
Fair.....	95
Good.....	1 00
Fancy.....	1 20
Tomatoes	
Fair.....	1 25
Good.....	1 30/21 30
Fancy.....	1 35
Gallons.....	3 60

3	4
CARBON OILS	
Barrels.....	@41
Eocene.....	@10
Perfection.....	@9
Diamond White.....	@12 1/2
D. S. Gasoline.....	@10 1/2
Deodorized Naphtha.....	@29
Cylinder.....	@22
Engine.....	@22
Black, winter.....	@10 1/2
CATSUP	
Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25
CHEESE	
Acme.....	2 13 1/2
Amboy.....	@
Elsie.....	@13
Emblem.....	@
Gem.....	@
Gold Medal.....	@13
Ideal.....	@
Jersey.....	@14
Riverside.....	@13
Brick.....	14/25
Edam.....	@90
Lelden.....	@17
Limburger.....	13/24
Pineapple.....	50/75
Sap Sago.....	18/20
CHEWING GUM	
American Flag Spruce.....	55
Beeman's Peppin.....	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	
Walter Baker & Co.'s.....	
German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46
Runkel Bros.....	21
Vienna Sweet.....	28
Vanilla.....	21
Premium.....	31
CLOTHES LINES	
Sisal.....	
60 ft. 3 thread, extra.....	1 00
72 ft. 3 thread, extra.....	1 40
90 ft. 3 thread, extra.....	1 70
60 ft. 6 thread, extra.....	1 29
72 ft. 6 thread, extra.....	
Jute.....	
90 ft.....	75
72 ft.....	90
90 ft.....	1 05
120 ft.....	1 50
Cotton Victor	
50 ft.....	85
60 ft.....	90
70 ft.....	1 10
Cotton Windsor	
50 ft.....	1 20
60 ft.....	1 40
70 ft.....	1 65
80 ft.....	1 85
Cotton Braided	
40 ft.....	55
50 ft.....	70
70 ft.....	80
Galvanized Wire	
No. 20, each 100 ft long.....	1 90
No. 19, each 100 ft long.....	2 10
COCOA	
Cleveland.....	41
Colonial, 1/2s.....	35
Colonial, 1s.....	33
Eppe.....	42
Huyler.....	12
Van Houten, 1/2s.....	20
Van Houten, 1s.....	40
Van Houten, 1s.....	40
Webb.....	30
Wilbur, 1/2s.....	41
Wilbur, 1s.....	42
COCOANUT	
Dunham's 1/2s.....	26
Dunham's 1/2s and 1/4s.....	26 1/2
Dunham's 1/4s.....	27
Dunham's 1s.....	28
Bulk.....	13
COCOA SHELLS	
20 lb. bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
COFFEE	
Roasted.....	
ATC 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.....	27
Supreme, Java and Mocha.....	27
F. M. C. brands	
Mandehling.....	30 1/2
Purity.....	28
No 1 Hotel.....	28
Monogram.....	28
Special Hotel.....	28
Parkerhouse.....	21
Honolulu.....	17
Fancy Maracaibo.....	16
Maracaibo.....	13
Porto Rican.....	15
Marexo.....	11 1/2

4

Dwinell-Wright Co.'s Brands.

White House, 1 lb. cans.....
 White House, 2 lb. cans.....
 Excelstor, M. & J. 1 lb. cans.....
 Excelstor, M. & J. 2 lb. cans.....
 Tip Top, M. & J., 1 lb. cans.....
 Royal Java.....
 Royal Java and Mocha.....
 Java and Mocha Blend.....
 Boston Combination.....
 Ja-Vo Blend.....
 Ja-Mo-Ka Blend.....
 Distributed by Olney & Judson.....
 Gro. Co., Grand Rapids, C. El.....
 lott & Co., Detroit, B. Desen.....
 berg & Co., Kalamazoo, Symon.....
 Bros. & Co., Saginaw, Jackson.....
 Grocer Co., Jackson, Melsel &.....
 Goeschel, Bay City.....

Telfer Coffee Co. brands
 No. 9..... 8 1/2
 No. 10..... 9 1/2
 No. 12..... 12
 No. 14..... 14
 No. 16..... 16
 No. 18..... 18
 No. 20..... 20
 No. 22..... 22
 No. 24..... 24
 No. 26..... 26
 No. 28..... 28
 Belle Isle..... 20
 Red Cross..... 24
 Colonial..... 26
 Juno..... 28
 Koran..... 14
 Delivered in 100 lb. lots.

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

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

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

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

Guatemala
 Choice..... 13

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

Mocha
 Arabian..... 21

Package
New York Basis.

Arbuckle..... 10 1/2
 Dillworth..... 10 1/2
 Jersey..... 10 1/2
 Lion..... 10

McLaughlin's XXXX
 McLaughlin's XXXX sold to
 retailers only. Mail all orders
 direct to W. F. McLaughlin
 Co., Chicago.

Extract
 Valley City 3/4 gross..... 7
 Felty 3/4 gross..... 1 1/2
 Hummel's toll 1/2 gross..... 8
 Hummel's tin 3/4 gross..... 1 1/4

CONDENSED MILK
 4 doz in case.

Gall Borden Eagle..... 5 9/16
 Crown..... 5 1/2
 Daisy..... 4 7/8
 Champion..... 4 1/2
 Magnolia..... 4 0/16
 Challenge..... 6 1/8
 Dime..... 3 3/8
 Milkmaid..... 6 1/16
 Tip Top..... 3 3/8
 Nestles..... 4 1/2
 Highland Cream..... 4 7/8
 St. Charles Cream..... 4 1/4
 Peerless Evaporated Cream..... 4 0/16

CRACKERS
 National Biscuit Co.'s brands

Butter
 Seymour..... 6 1/8
 New York..... 6 1/8
 Family..... 6 1/8
 Salted..... 6 1/8
 Wolverine..... 6 1/8

Soda
 Soda XXX..... 6 1/8
 Soda, City..... 8
 Long Island Wafers..... 13
 Zephyrette..... 13

Oyster
 Faust..... 7 1/8
 Farina..... 6 1/8
 Extra Farina..... 6 1/8
 Saline Oyster..... 6 1/8

Sweet Goods-Boxes
 Animals..... 10
 Assorted Cake..... 10

6

Grits
Walsh-DeRoo Co.'s Brand.

Cases, 24 2 lb. packages... 2 30
Sago
East India... 3 3/4
German, sacks... 3 3/4
German, broken package... 4
Tapioca
Flake, 110 lb. sacks... 4 1/4
Pearl, 130 lb. sacks... 3 3/4
Pearl, 24 1 lb. packages... 6 1/4

Cracked, bulk... 3 3/4
24 2 lb. packages... 2 50

FISHING TACKLE

1/2 to 1 inch... 6
1 1/2 to 2 inches... 7
2 to 3 inches... 11
3 to 4 inches... 15
4 to 5 inches... 30

Cotton Lines

No. 1, 10 feet... 5
No. 2, 15 feet... 7
No. 3, 15 feet... 9
No. 4, 15 feet... 10
No. 5, 15 feet... 11
No. 6, 15 feet... 12
No. 7, 15 feet... 15
No. 8, 15 feet... 18
No. 9, 15 feet... 20

Linen Lines

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

Poles

Bamboo, 14 ft., per doz... 50
Bamboo, 16 ft., per doz... 65
Bamboo, 18 ft., per doz... 80

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON
Highest Grade Extracts
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

COLEMAN'S
HIGH GRADE FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

JENNINGS' FLAVORING
EXTRACTS
Vanilla... 1 1/2 oz full m... 20
Lemon... 1 1/2 oz full m... 20
2 oz full m... 2 1/2 oz full m... 25
No. 8 fan'y 3 1/2 No. 8 fan'y 1 1/2

7

GRAIN BAGS

Amoskeag, 100 in bale... 15 1/4
Amoskeag, less than bale... 15 1/4

GRAINS AND FLOUR

Wheat... 77
Winter Wheat Flour
Local Brands

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... 3 85
Diamond... 3 85
Diamond... 3 85

Worden Grocer Co.'s Brand
Quaker... 4 00
Quaker... 4 00
Quaker... 4 00

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best... 4 50
Pillsbury's Best... 4 40
Pillsbury's Best... 4 30
Pillsbury's Best... 4 20
Pillsbury's Best... 4 10
Ball-Barnhart-Putman's Brand
Duluth Imperial... 4 30
Duluth Imperial... 4 20
Duluth Imperial... 4 10
Lemon & Wheeler Co.'s Brand
Wingold... 4 30
Wingold... 4 20
Wingold... 4 10

Olney & Judson's Brand
Ceresota... 4 60
Ceresota... 4 40
Ceresota... 4 30
Worden Grocer Co.'s Brand
Laurel... 4 30
Laurel... 4 20
Laurel... 4 10
Laurel... 4 00
Laurel... 3 90

Meal
Bolted... 2 60
Granulated... 2 80

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

Oats
Car lots... 46 1/4
Car lots, clipped... 50
Less than car lots...

Corn
Corn, car lots... 60
Hay

No. 1 Timothy car lots... 10 70
No. 1 Timothy ton lots... 12 00

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

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

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

LICORICE
Pure... 30
Calabria... 23
Sicily... 14
Root... 10

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

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

MOLASSES
New Orleans
Fancy Open Kettle... 40
Choice... 35
Fair... 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
Manzanilla, 7 oz... 80
Queen, pinks... 2 35
Queen, 19 oz... 4 50
Queen, 25 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

8

PLAYING CARDS

No. 90, Steamboat... 90
No. 15, Rival, assorted... 1 20
No. 20, Rover, enameled... 1 60
No. 572, Special... 1 75
No. 98, Golf, satin finish... 2 00
No. 808, Bicycle... 2 00
No. 632, Tournam't Whist... 2 25

POTASH

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

PROVISIONS

Barreled Pork
Mess... 216 50
Back... 217 75
Clear back... 218 25
Short cut... 217 25
Pig... 20 00
Bean... 216 10
Family Mess Loin... 17 75
Clear... 217 50

Dry Salt Meats
Beilles... 10
S P Beilles... 10 1/4
Extra shorts... 9 1/4

Smoked Meats
Hams, 12 lb. average... 21 1/4
Hams, 14 lb. average... 21 1/4
Hams, 16 lb. average... 21 1/4
Hams, 20 lb. average... 21 1/4
Ham dried beef... 21 1/4
Shoulders (N. Y. cut)... 21 1/4
Bacon, clear... 11 1/4
California hams... 8 1/4
Bolted Hams... 21 1/4
Pierlin Bolted Hams... 9 1/4
Berlin Ham pr's'd... 9 1/4
Mince Hams... 9 1/4

Lard
Compound... 8 1/4
Pure... 10 1/4
60 lb. Tubs, advance... 7 1/4
80 lb. Tubs, advance... 7 1/4
50 lb. Tins, advance... 7 1/4
20 lb. Pails, advance... 7 1/4
10 lb. Pails, advance... 7 1/4
5 lb. Pails, advance... 7 1/4
Vegetable... 8 1/4

Sausages
Bologna... 6
Liver... 6
Frankfort... 6 1/4
Pork... 8
Blood... 6
Tongue... 6
Headcheese... 6 1/4

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

Pigs' Feet
1/4 bbls., 40 lbs... 1 60
1 bbls., lbs... 7 50

Tripe
Kits, 15 lbs... 70
1/4 bbls., 40 lbs... 1 35
1/4 bbls., 80 lbs... 2 40

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

Butterine
Solid, dairy... 214
Rolls, dairy... 214 1/4
Rolls, creamery... 17
Solid, creamery... 16 1/4

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

RICE
Domestic
Carolina head... 6 1/4
Carolina No. 1... 6
Carolina No. 2... 5 1/4
Broken

Herring
Holland white hoops, bbl... 10 25
Holland white hoops, 1/4 bbl... 5 25
Holland white hoop, keg... 75 25
Holland white hoop mchs... 85
Norwegian
Round 100 lbs... 3 35
Round 40 lbs... 1 65
Scales... 11
Bloaters... 11

Whitefish
No. 1 No. 2 Fam... 3 40
100 lbs... 6 50
40 lbs... 3 00
10 lbs... 80
8 lbs... 67

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

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

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Sutton's Table Rice, 40 to the
bale, 2 1/2 pound pockets... 7 1/4

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

9



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

SALERATUS

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

SAL SODA

Granulated, bbl... 95
Granulated, 100 lb. cases... 1 00
Ivory, 10 oz... 40
Lump, bbls... 80
Lump, 145 lb. kegs... 85

SALT

Buckeye
100 3 lb. bags... 3 00
50 6 lb. bags... 3 00
22 14 lb. bags... 2 75
In 5 bbl. lots 5 per cent. dis-
count.

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, 200 lb. bulk... 2 75
Butter, barrels, 20 14 lb. bags... 2 85
Butter, sacks, 28 lbs... 27
Butter, sacks, 56 lbs... 67

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

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

Ashton
56 lb. dairy in linen sacks... 60
Higgins
56 lb. dairy in linen sacks... 60
Solar Rock
56 lb. sacks... 25

Common
Granulated Fine... 90
Medium Fine... 90

SALT FISH
Cod
Georges cured... 6
Georges genuine... 6 1/4
Georges selected... 7
Grand Bank... 8
Strips or bricks... 6 1/4 to 10 1/4
Pollock... 8 1/4

Halibut... 14
Chunks... 15 1/4

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

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

Herring
Holland white hoops, bbl... 10 25
Holland white hoops, 1/4 bbl... 5 25
Holland white hoop, keg... 75 25
Holland white hoop mchs... 85
Norwegian
Round 100 lbs... 3 35
Round 40 lbs... 1 65
Scales... 11
Bloaters... 11

Whitefish
No. 1 No. 2 Fam... 3 40
100 lbs... 6 50
40 lbs... 3 00
10 lbs... 80
8 lbs... 67

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

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

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5
Java, fancy head... 2
Java, No. 1... 2
Table... 2

Imported.
Japan, No. 1... 5 1/4
Japan, No. 2... 5

12

Jolly Tar	38
Old Honesty	44
Toddy	34
J. T.	38
Piper Heldick	63
Boot Jack	81
Jelly Cake	36
Plumb Bob	32
Honey Dip Twist	39

Smoking

Hand Pressed	40
Ibex	28
Sweet Core	36
Fiat Car	35
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
I X L, 5 lb.	27
I X L, 16 oz. palls.	31
Honey Dew	37
Gold Block	37
Flagman	41
Chips	34
Kiln Dried	22
Duke's Mixture	38
Duke's Cameo	40
Myrtle Navy	40
Yum Yum, 1/2 oz.	40
Yum Yum, 1 lb. palls.	38
Cream	37
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1 lb.	22
Plow Boy, 1 1/2 oz.	40
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. palls	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21

TABLE SAUCES



LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire.

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

TWINE

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

VINEGAR

Malt White Wine, 40 grain	8
Malt White Wine, 30 grain	11
Pure Cider, B. & B. brand	11
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 1/2 lb.	3 65
Pearline	2 65
Soapline	2 45
Soapline	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
Scourline	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

13

Mop Sticks

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

Pails

2-hoop Standard	1 40
3-hoop Standard	1 60
2-wire, Cable	1 80
3-wire, Cable	1 70
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 40

Toothpicks

Hardwood	2 50
Softwood	2 75
Banquet	1 50
Ideal	1 50

Traps

Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
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	8 95
No. 3 Fibre	7 20

Wash Boards

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

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

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	90
Trout	80
Black Bass	100
Halibut	80
Clasoes or Herring	25
Bluefish	12
Live Lobster	22
Boiled Lobster	22
Cod	10
Haddock	10
No. 1 Pickrel	9
Pike	8
Perch	5
Smoked White	11
Red Snapper	10
Col River Salmon	140
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 50
Standards	1 25

HIDES AND PELTS

Green No. 1	2 64
Green No. 2	2 64
Cured No. 1	2 74
Cured No. 2	2 64
Calfskins, green No. 1	9
Calfskins, green No. 2	7 1/4
Calfskins, cured No. 1	10
Calfskins, cured No. 2	8 1/4
Pelts	
Pelts, each	50
Tallow	
No. 1	4 1/4
No. 2	3 1/4
Wool	
Washed, fine	20
Washed, medium	23
Unwashed, fine	15
Unwashed, medium	17

CANDIES

Stick Candy	
Standard	7 1/4
Standard H. H.	7 1/4
Standard Twist	8
Cut Loaf	9
Wool	
Jumbo, 32 lb.	7 1/4
Extra H. H.	10 1/4
Boston Cream	10
Beef	8

14

Mixed Candy

Grocers	8
Competition	7
Special	7 1/4
Conserve	7 1/2
Royal	8 1/4
Ribbon	9
Broken	8
Cut Loaf	8 1/4
English Rock	9
Kindergarten	9
Bon Ton Cream	9
French Cream	10
Dandy Fan	10
Hand Made Cream	
mixed	14 1/4
Crystal Cream mix	13

Fancy-In Pails

Champ. Crys. Gums	8 1/2
Pony Hearts	15
Fairy Cream Squares	12
Fudge Squares	12
Peanut Squares	9
Sugared Peanuts	11
Salted Peanuts	12
Starlight Kisses	10
San Blas Goodies	12
Lozenges, plain	9 1/4
Lozenges, printed	10
Choc. Drops	11 1/4
Eclipse Chocolates	12 1/4
Choc. Monumentals	14
Victoria Chocolates	15
Gum Drops	5 1/4
Moss Drops	9 1/4
Lemon Sours	9 1/4
Imperial	9 1/4
Ital. Cream Opera	12
Ital. Cream Bonbons	
20 lb. palls	12
Molasses Chews, 15 lb. palls	13
Golden Waffles	12

Fancy-In 5 lb. Boxes

Lemon Sours	255
Peppermint Drops	260
Chocolate Drops	265
H. M. Choc. Drops	285
H. M. Choc. Lt. and Dk. No. 12	21 00
Gum Drops	35
Licorice Drops	75
Lozenges, plain	55
Lozenges, printed	60
Imperial	80
Mottos	80
Cream Bar	55
Molasses Bar	55
Hand Made Creams	80
Cream Buttons, Pep. and Wint.	85
String Rock	85
Wintergreen Berries	80

Caramels

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

FRUITS

Oranges	3 25
Florida Russett	2
Florida Bright	2
Fresh Navel	3 75
Extra Choice	3 25
Late Valencia	3 50
Seedlings	7 30
Medit. Sweets	3 75
Jamaicas	2
Rodi	2

Lemons

Verdelli, ex fcy 300	2
Verdelli, fcy 300	2
Verdelli, ex chco 300	2
Verdelli, fcy 300	2
Call Lemons, 300	23 75
Messinas 300s	3 50
Messinas 360s	3 50

Bananas

Medium bunches	1 50
Large bunches	2 00

Foreign Dried Fruits

Figs	
Californias, Fancy	2
Cal. pkg. 10 lb. boxes	2
Extra Choice, Turk.	14 1/4
10 lb. boxes	14 1/4
Figs, Turk., 12 lb. boxes	2
Pulled, 6 lb. boxes	2
Naturals, in bags	2
Dates	
Fards in 10 lb. boxes	2 6 1/2
Fards in 60 lb. cases	5
Hallow	5 1/4
lb. cases, new	4 1/2
Salt, 60 lb. cases	4 1/2

NUTS

Almonds, Tarragona	16
Almonds, Ivica	16
Almonds, California, soft shelled	15
Brazils	11
Filberts	13
Walnuts, Grenoble	12 1/4
Walnuts, soft shelled	11 1/4
California No. 1	12 1/4
Table Nuts, fancy	13 1/4
Pecans, Med	10
Pecans, Ex. Large	13
Pecans, Jumbos	14
Hickory Nuts per bu.	
Ohio, new	2
Cocoanuts, full sacks	23 50
Chestnuts, per bu	2
Peanuts	
Fancy, H. P., Suns	5
Fancy, H. P., Suns	5
Roasted	6
Choice, H. P., Extras	6 1/4
Choice, H. P., Extras	6
Roasted	6
Span. Shld No. 1 n'w	5 1/4

We Are the Largest Mail Order House in the World==

Why?

Because we were the pioneers and originators of the wholesale mail order system.

Because we have done away with the expensive plan of employing traveling salesmen and are therefore able to undersell any other wholesale house in the country.

Because we issue the most complete and best illustrated wholesale catalogue in the world.

Because we have demonstrated beyond a shadow of a doubt that merchants can order more intelligently and satisfactorily from a catalogue than they can from a salesman who is constantly endeavoring to pad his orders and work off his firm's dead stock.

Because we ask but one price from all our customers, no matter how large or how small they may be.

Because all our goods are exactly as represented in our catalogue.

Because we supply our trade promptly on the first of every month with a new and complete price list of the largest line of merchandise in the world.

Because "Our Drummer" is always "the drummer on the spot." He is never a bore—for he's not talkative. His advice is sound and conservative. His personality is interesting and his promises are always kept.

Have you a copy of our April catalogue? If not, why not? You can no more afford to do business without it than you can without a yard measure—one is the measure of the stuff you sell, the other a measure of the prices you pay. Ask for catalogue J406. It costs you nothing.

BUTLER BROTHERS

230 to 240 Adams St., CHICAGO

Clerks' Corner.

Case of Pumpkin vs. Squash—Which Came Out Ahead?
Written for the Tradesman.

Some old wiseacre has said that a woman slighted is a woman scorned, but when she is slighted and scorned by an individual that does not care a rap for her anyway, what is she going to do about it? That was the state of affairs over in Cragtown. The store there was the regular country trading center, only the man at the head of it was a fellow who knows how, and from the time he took it he began to pick up. With no clerk he began with himself and ended with three and it was Robert Emmet, the last one to come in, that turned the growing, hustling village upside down.

Born on a farm and bred on a farm and proud of both accidents, it did not take him a great while to get into a dispute with the other two who had had the same experience and were ashamed of it and when they called him a gawk and in other ways made fun of him they found him equal to the occasion, and by no means "put out" at the sharpest statements they could fling at him.

"Don't you bother your pretty heads about me. We all came away from the farm for the same reason—because we want the ready money the farm isn't always ready to give—and for the rest of it I'm ahead of you, for, once I make my little pile, I'm going back and am going to make a go of the only real business that is worth following. What's the use in getting into a place where you stick and can't grow? You two have been here for a little over three years and what have you got to show for 't? Just the clothes on your back and Jim's got a filled watchchain. All you think of is a collar and a new necktie and how you can manage to keep 'em clean; and the way to do it, you think, is to shirk the dirty work that comes to you. You've had lots o' fun about my tanned hands and my faded-out hair, but I'll bet a dollar I don't look any worse than either of you did when you came in here; and I'll make it five that after I've been in here as long as you have I'll have more to show for it than a head soaked in musk, a couple of hand-me-down suits and a filled watch-chain.

"That last gets me. I don't object to the chain and I like the watch—I'm going to have one myself some day—but what you want a filled one for I don't see. It's a sham, that's just what it is, and the man is a sham that wears it. You don't cheat anybody, you don't clean it often enough to make it shine and you get yourselves laughed at for putting on airs. No; you fellows better let the gewgaws go and strike in for something better. Keep your eyes open and get into something you can work up to and be at the head of. When I get to be 25 or 30 years old do you think I'm going to be somebody's hired man? Well, I guess not!"

That fixed him so far as the fellow clerks were concerned; but a good-looking, brawny, quick-witted chap like Bob Emmet couldn't come into a town like Cragtown without having the girls look at him. They started in early. Lucy Willard—who had wound the other two around that dainty white finger of hers, pulled off the coils and thrown them away—came in the very first day "just to look at the pumpkin," and partly told him so. He laughed with the others and said that for certain uses a country pumpkin was a darn sight better than a

country squash, and for some reason or other Miss Willard got red in the face and took herself off without a word. That set the whole village laughing, but Bob kept on in the even tenor of his way, saying nothing at the hateful things the clerks faithfully reported from time to time straight from the mouth that uttered them.

The store building faced the north and that left the big back yard protected from the cold north wind prevailing in Cragtown and in consequence spring always opens up there first in the village. Along in February Rob had noticed this physical feature and after a talk with the storekeeper he began to be busy in the back store early in the morning and after hours at night fussing over something in which a saw and a hammer were kept lively at work. The result of it all was found to be a lot of hotbed boxes, and March was hardly half over when the sun had got enough things started for a pretty fair-sized garden.

Then was the time the other clerks had their fun. Not a seed escaped attention and as it expanded into vigorous life it was proclaimed the foundation of the "merchant-gardener's" fortune. It was a wonder how everything grew. The lettuce started in first; but the radishes made a vigorous second and no sooner had a seed burst its cerements and got above ground where it could see what was going on than it seemed possessed with the single idea of getting ahead. With the hearty assent of the storekeeper the enterprising clerk was allowed to sell his produce and pocket his gains, and the single returns from the lettuce made Jim Haskin open his eyes. The radishes, not to be outdone, created still greater surprise, but the climax came when "the old man" turned over the entire garden lot to young Emmet, on the condition that he should help himself occasionally to anything he wanted.

Then was the time that the half-acre settled down to business, and then was the time that the hotbeds showed what they had been about. Spring had hardly shaken herself free from winter when the plants were ready for their place in the garden and once there the rest was simply a question of time, and that a short one. The result took the Cragtownites by surprise. They had heard of "garden sass" in April but had never seen any. "It was not for them, such luxuries," but when Mahit Bailey went home and told what was for sale at the store at prices that Cragtown could afford everybody went and saw and came away conquered.

That thing did not go on quite all summer. Like all country towns Cragtown's gardens came in late and until then Rob Emmet's venture paid him handsomely. He catered to the public taste in every possible way and even after the home grown stuff cut off his custom it was found that for some reason their vegetables didn't have just that delicious taste that the store's had. The lettuce was not so large nor so crisp, the radishes had something "earthy" about them, the cucumbers seemed afraid to grow and turned yellow and the tomatoes couldn't compare with what the store garden produced. The result was that the half acre of ground taken care of morning and night under the clerk's skillful management, long before the frost stopped it, netted him an amount that he was by no means ashamed of and, as if to give point to the clerks' sarcasm, did lay the foundation of the "merchant-gardener's" fortune by proving it to be the beginning of a business as delightful to the young farm-lover as it was profitable.

A feature of the garden which the

storekeeper watched with curiosity and amusement was the growing of two vigorous vines that had been planted in the same hill and tended with the utmost care. As they developed one was found to be an ambitious pumpkin and the other an equally determined squash. They seemed endowed with instinct and an almost human desire to surpass each other. Other vines might indulge in fruitless blossoms—not they. They early budded, early blossomed and early began to bear each its kind; and each made its first effort its best. Up to the middle of July it was nip and tuck. After that it was still nip and tuck, and then it began to be the talk of the neighborhood. Finally the frost stopped the race and the two—the one the biggest pumpkin and the other the biggest squash—that that section of the country had ever seen—were placed side by side on the counter in the store and everybody came to see and to admire.

Among others came Lucy Willard. She was the same tormenting bit of humanity that she always was, only that day she was far prettier than the spring had left her, and for the first time in his life Rob Emmet, looking at her, found it so. He was watching her as she looked from squash to pumpkin and from pumpkin to squash and then, attracted by his gaze, she looked at him and said, with a puzzled look on her dimpled face, "Which is which? I can't tell," and Rob, giving the monstrous squash a turn, answered, "Neither can I! But I'll tell you what, Lucy, if you'll take the pumpkin, I'll take the squash. Will you?"

She took it.

Richard Malcolm Strong.

What Became of Their Feathers.

It is the sayings of children that make men wise, childish prattle turned to profit that makes men rich. In each sweet tongued expression there is a lesson learned or an argument conclusively settled. This is particularly true of two tiny tots who toddled down the street hand in hand the other day. In a few words they decided a much mooted question, and those who believe that the human being is a descendant of the monkey and wonder what became of the hairy covering that still adorns the simian tribe can now rest in peace.

"Say," said the first, "we's Dod's 'little angels, isn't we?"

"Yeth," lisped the second, "but we hasn't dot any feathers on uth like the 'little angels my mamma showed me in a picture book."

"Well, we had once, don't oo know?" returned the first, "but Dod pulled 'em all out before Him sent us down here."

"What for did Him do that?"

"So that we couldn't fly up inter trees when our mamas want us to come in and be washed."

Right in It.

"I have been making a tour of the South," remarked a Monroe street merchant the other day. "I was greatly amused on alighting from the train, on the Georgia Central Railway in Savannah. The station is surrounded in all directions with a lot of saloons and cheap restaurants. In great illuminated letters over one of these saloons was the sign:

"Open all night."

"Next to it was a restaurant bearing with equal prominence the legend: 'We never close.'"

"Third in order was a Chinese laundry in a little tumbled-down hovel and upon the front of this building was the sign in great, scrawling letters: 'Me wakee, too.'"

Hardly Worth Mentioning.

"How many are there in your family?" enquired the canvasser for the city directory.

"Five," said Mr. Meeker. "My wife, two sons and two daughters."

"Then there are six altogether."

"No, that's all. There are no other children."

"But you make the sixth, don't you?"

"O, yes, I suppose so. But I don't count for much in this family."

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 58
Churns	
2 to 6 gal., per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. flat or rd. bot., each.	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each.	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	36
No. 2 Sun.	48
No. 3 Sun.	85
Tubular.	50
Nutmeg.	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 38
No. 1 Sun.	1 54
No. 2 Sun.	2 24
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.	1 50
No. 1 Crimp.	1 78
No. 2 Crimp.	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 85
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	2 90
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 80
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 60
1 gal. galv. iron with spout, per doz.	1 80
2 gal. galv. iron with spout, per doz.	3 00
3 gal. galv. iron with spout, per doz.	4 30
5 gal. galv. iron with spout, per doz.	5 75
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	6 00
5 gal. Tilting cans.	7 00
5 gal. galv. iron Nacefas.	9 00
LANTERNS	
No. 0 Tubular, slide lift.	4 75
No. 1 B Tubular.	7 25
No. 15 Tubular, dash.	7 25
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, slide lamp.	13 50
No. 3 Street lamp, each.	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8-inch wide, per gross or roll.	18
No. 1, 1/2-inch wide, per gross or roll.	24
No. 2, 1 inch wide, per gross or roll.	31
No. 3, 1 1/2 inch wide, per gross or roll.	53
COUPON BOOKS	
50 books, any denomination.	1 50
100 books, any denomination.	2 50
500 books, any denomination.	11 50
1,000 books, any denomination.	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.	1 50
100 books.	2 50
500 books.	11 50
1,000 books.	20 00
Credit Checks	
500, any one denomination.	2 00
1,000, any one denomination.	3 00
2,000, any one denomination.	5 00
Steel punch.	75

TELEPHONE LITIGATION.

The understanding, if not the definite contract, when a patron puts in a telephone, is that the service rendered shall be prompt and efficient. There are few things under the sun easier to find fault with than a telephone. Although it is not so very many years since they were introduced, it has come to pass that phones are expected to establish quick and satisfactory communication. Whoever seeks the attention of the central office wants it in a second and wants the connection to be so good that the conversation although over miles of wire shall be as distinct and as readily understood as between two persons in the same room. A minute waiting at the phone seems very much longer than it really is and impatience made emphatic follows fast upon delay. People are prone to forget that twenty years ago, instead of talking with some one in a distant part of the city, it would have been necessary to make a journey or write a letter, and that although there is a trifling delay, much time is really saved by comparison. The average telephone service is pretty good although there are few having no room for improvement.

A novel suit has been brought in Tacoma which will be of interest to every telephone company and every telephone subscriber all over the country. A patron of that far Northwestern system has been unable to get any communication with other people as quickly as he would like and is now bringing suit against the telephone company to recover for the time lost in trying to attract the attention of the central office. He alleges that much valuable time has been lost from his business on this account and that thereby he has been damaged to a considerable extent, which he believes the telephone company ought to make good. His contract provides that he shall have prompt and effective service and his complaint alleges that through the inattention or overworking of the telephone employees he is compelled to spend long periods of time, ranging from three to fifteen minutes, in obtaining the required communication with his patrons and business associates. Of course, the axiom that time is money is very generally approved and believed, and wasted or lost time can only be compensated for by money payment. Naturally the telephone company will put in a stiff and sturdy defense. The suit, however decided, will establish a precedent that will be either the end or the beginning of like litigation. If the plaintiff wins, other subscribers in that or other cities will be tempted to go to law. If the defendant succeeds the telephone companies will feel they have gained a decisive victory. Of course, the Tacoma business man forgets that although he is ten minutes in having a talk with some customer it would have taken him an hour to have had that talk without the telephone. This, however, is not necessarily a defense because the telephone charges a round price for furnishing this improved facility and saving the hour which would otherwise be required. It is a unique legal controversy, and, appearing to be in good faith on the part of the plaintiff, its outcome will be watched with interest.

Over fifty-three million dollars has been appropriated to carry out the scheme of coast defense devised by the Endicott board, which originally estimated that one hundred millions would be required for that purpose. The

money expended on coast defense is not wasted. The war with Spain furnished ample proof that it is possible to make a port impregnable against the navies of the world. More money spent on defensive and less for offensive purposes would be a good policy for the United States to pursue.

New York saloonkeepers are finding out how fast troubles can grow, once they are started. Since their friends, the police, have deserted them the drink dispensers are threatened from all directions. The surety companies that furnish bonds that are required of each person to whom a license is granted, announce a raise in their rates, and will refuse to furnish bonds on any terms if the building in which the business is to be conducted does not in all respects comply with the legal regulations.

There is a growing disposition to make college students pay more dearly for their pranks. Six Princeton students were fined \$250 apiece the other day for defacing property. In pleading for clemency, their counsel said that the property owners had been reimbursed for the damage sustained. It is said to have cost the parents of the young men \$3,000, in addition to the fines, to pay for their fun.

One of the candidates for Premier of the province of Ontario announces that in the event of his election he will remove from the statute books the law taxing big financial corporations. In the United States this would be considered a direct bid for defeat. Here the tendency is to lift the taxes from the people and to throw as much of the burden as possible upon the corporations.

Chinese exclusion is to continue. We love the Chinese at a distance. We contribute freely for the salvation of their souls, but Congress votes to keep them out of America, including students, travelers and merchants. No more cowardly measure was ever fathered by the small fry politicians who call themselves statesmen, but are in reality time servers.

We must strive to make ourselves really worthy of some employment. We need pay no attention to anything else; the rest is the business of others.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—40 ACRE FRUIT FARM IN Oceana county, five miles from Shelby; good buildings, well, etc.; will take good second hand sausage chopper and gasoline engine as part payment. W. H. Griffin, Shelby, Mich. 426

FOR SALE—GROCERY AND MEAT MARKET; stock and fixtures will inventory about \$700; will sell or rent building; living rooms over store. Reason for selling, poor health. W. S. Sleight, Middleton, Mich. 421

FOR SALE—SMALL, WELL-PAYING DRUG STORE, \$1,200; in a good town in Eaton county, Michigan; excellent surrounding country; very little competition. Reason for selling, business elsewhere. Address No. 425, care Michigan Tradesman. 425

FOR SALE—A WELL-ESTABLISHED RETAIL AND WHOLESALE QUEENSWARE BUSINESS; sales \$22,000 per year; will inventory about \$7,000; also nice residence near electric car line; best business point in the State. For further information write F. M. Smith, Pine Bluff, Ark. 422

FOR SALE—GRANDFATHER CLOCK (photo). Box 309, Westerville, Ohio. 419

FOR SALE—LARGE GRAIN ELEVATOR; doing profitable business; can be paid for from profits by responsible parties; owner unable to give same personal attention; might sell half interest. Address H. S., care Michigan Tradesman. 418

FOR SALE—A CLEAN STOCK OF STAPLE groceries in a flourishing railroad town of 3,500 inhabitants; complete stock and fixtures; will go at a great sacrifice. Reason for selling, death of proprietor. Address C. H. Hoffman, Executor, 715 Michigan Trust Building, Grand Rapids, Mich. 416

FOR SALE—COUNTRY STORE AND DWELLING; general stock, doing good business. J. B. Adams, Frost, Mich. 420

TAILOR SHOP FOR SALE; BEST TOWN in Michigan; only shop in town of 2,500; fixtures new and up-to-date. Address No. 423, care Michigan Tradesman. 423

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

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

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 MER-chandise 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 CROCK-ery 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. P. W. Holland, Ovid, Mich. 396

FOR SALE—MY STOCK OF DRY GOODS, groceries, boots and shoes, carpets and crockery. Stock and fixtures will inventory \$9,500; cleanest general stock in Michigan and one of the best towns of 1,200 people in Southern Michigan; last year's business, \$28,000 cash; will sell at a right price for cash; this is a golden opportunity for some good hustling merchant; the largest business in the town; brick store; rent and insurance low; reasons for selling, have larger interests north. For further information write Lock Box 17, Bellevue, Mich. 393

FOR SALE AT A GREAT BARGAIN—Stock of general merchandise in the city of Ionia, one of Michigan's best towns; stock practically new, consisting of dry goods, clothing, men's furnishings, boots, shoes and notions; a sure winner for right person. Address No. 392, care Michigan Tradesman. 392

WANTED—PARTNER IN CLOTHING business; I am doing business of \$16,000 a year; rent only \$20; best manufacturing town in Michigan; I have other business that takes considerable time; excellent opportunity for man with about \$2,000. Address A. A., 240 20th St., Detroit, Mich. 391

FOR SALE—GOOD DRUG STOCK, INVOIC-ing \$2,500; 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—CLEAN STOCK GROCERIES, queensware and shoes. Stock invoices about \$7,000; good town; good trade established. Call or address Allen Byers, Real Estate Agent, Waynetown, Ind. 379

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—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids 368

FOR SALE—DRUG STOCK AND FIXTURES. Invoking 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

SALES—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 county in the State. A. McCall, Secretary, Ithaca, Mich. 401

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

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. 258

FOR SALE—STOCK OF BOOTS AND shoes; fine location; well established business. For information address Parker Bros., Traverse City, Mich. 248

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

MISCELLANEOUS

WANTED—SALESMAN FOR MEN'S clothing houses to travel in Pennsylvania, Ohio, Indiana, Kentucky and Michigan; only such having first-class trade. Address Thalheimer Bros., Baltimore, Md. 417

WANTED—SITUATION BY A HUSTLING, up-to-date traveling salesman; well acquainted with the Michigan trade; best of references. Address J. S., care Michigan Tradesman. 424

WANTED—SITUATION BY AN EXPERI-enced 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—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



Grant's Berry Cooler

Will pay for itself in one season by the saving of decayed and spoiled berries. Keeps berries fresh and at an even temperature. Prevents them from dust, flies and samplers, besides making an elegant display. There is sure to be a wonderful demand for this cooler. The fact is, if you handle berries you want one, and this is an opportune time to send in your order. Circular free.

Folding Bath Tub Co.,
Marshall, Mich.

Manufacturers of Store Fixtures and Bath
Tubs.