

# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 3, 1902.

Number 1002

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

We furnish protection against worthless accounts and collect all others.

## William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan for the

S. F. & A. F. Miller & Co.'s

famous line of summer clothing, made in Baltimore, Md., and many other lines. Now is the time to buy summer clothing.

28-30 South Ionia Street  
Grand Rapids, Mich.

## IF YOU HAVE MONEY

and would like to have it EARN MORE MONEY, write me for an investment that will be guaranteed to earn a certain dividend. Will pay your money back at end of year if you desire it.

Martin V. Barker  
Battle Creek, Michigan

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.

C. E. McCORNE, Manager.

## Saw the Mines

C. B. Forsyth and Dr. Charles H. Bull, of this city, have returned from a trip through Arizona, California and Colorado, visiting the Union, Consolidated Oil Co., Gold Tunnel, Prosperity Group, Empire State, Express, Myrtle, Casa Grinola, El Captain and several other Douglas, Lacey & Co. properties, and found them very satisfactorily managed and the reports very conservative. There can be seen some fine specimens taken from the mines at Currie & Forsyth's office, 1023 Michigan Trust Building, Grand Rapids, Mich.

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## Tradesman Coupons

## If you could see the Oro Hondo property, you would invest

The location of the Oro Hondo property adjoins the biggest gold mine in the world—The Homestake—which promises to become equally famous and profitable. The Homestake has paid regular dividends for twenty-five years and is crushing over 3,000 tons of ore daily, and has enough ore in sight to run its enormous plant for 35 years. This ore ledge, which is 450 feet wide, traverses the Oro Hondo property. The managers of the Oro Hondo property are practical business and mining men, who bought the property, consisting of over 1,000 acres, at a cost of over \$600,000. With their own money they began the initial development work before a share of stock was offered. They erected a large hoisting plant at a cost of \$20,000, and the shaft is down over 100 feet in ore at \$7.60 a ton. They are blocking out ore sufficient to operate a large cyanide plant which will cost about \$500,000, and to do this they are offering to original investors a portion of its treasury shares at 50c per share, par value \$1. Write us for full information.

If any subscriber, upon investigation, is not satisfied that existing conditions at the mine have been understated by us, we will refund the amount subscribed.

Wm. A. Mears & Co.,

Fiscal Agents, New York

Address all communications to

Charles E. Temple,

623 Michigan Trust Bldg,  
Grand Rapids, Mich.

## Noble, Moss & Co.

### Investment Securities

Bonds netting 3, 4, 5 and 6 per cent.

Government Municipal  
Railroad Traction  
Corporation

Members Detroit Stock Exchange and are prepared to handle local stocks of all kinds, listed and unlisted.

808 Union Trust Building, Detroit

### LET ME SELL

your farm, residence, store building, stock of goods or business (any line) anywhere; I am a SPECIALIST in this line. Send two stamps for booklet and learn how. Address

A. M. BARRON, Station A,  
South Bend, Ind.

Secure the agency for the  
FAMOUS QUICK MEAL  
STEEL RANGE



Write for 1903 catalogue

D. E. Vanderveen, Jobber, Grand Rapids, Mich.

## MACHINERY

MADE TO ORDER

FROM SPECIAL DESIGNS.

Skilled workmen and right prices.

Estimates cheerfully furnished free on request. Write us.

John Knappe Machine Co.

87 Campau St., Grand Rapids, Mich.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,  
Grand Rapids, Mich.

### IMPORTANT FEATURES.

- | Page. |                          |
|-------|--------------------------|
| 2.    | Clothing.                |
| 4.    | Around the State.        |
| 5.    | Grand Rapids Gossip.     |
| 6.    | Will Go Higher.          |
| 8.    | Editorial.               |
| 10.   | Dry Goods.               |
| 12.   | Collecting Accounts.     |
| 16.   | Shoes and Rubbers.       |
| 18.   | Hardware.                |
| 20.   | Woman's World.           |
| 22.   | Butter and Eggs.         |
| 23.   | Outstripped Her Brother. |
| 24.   | The New York Market.     |
| 25.   | Commercial Travelers.    |
| 26.   | Drugs and Chemicals.     |
| 27.   | Drug Price Current.      |
| 28.   | Grocery Price Current.   |
| 29.   | Grocery Price Current.   |
| 30.   | The Food We Eat.         |

### TERPINELESS LEMON EXTRACT.

In the prosecution instituted by the Pure Food Inspector against Charles W. Jennings, the Muskegon Circuit Court has decided that the extract of lemon as prepared and labeled by the Jennings Flavoring Extract Co. violates the pure food law of the State.

The real issue in the case is a very simple one: The United States Pharmacopoeia, which is a collection of formulae prepared for the use of druggists, contains a recipe for making spirits of lemon by dissolving lemon oil in alcohol. The statutes of this State do not define lemon extract, nor do they direct that the Pharmacopoeia formula shall apply to food preparations. The Food Commissioner contends that a lemon extract is necessarily a spirits of lemon and that the Pharmacopoeia formula for making spirits of lemon must be followed in making lemon extract. Lemon oil contains a large amount of terpenes, so-called, which, after standing, give the lemon extract a bitter, disagreeable and "turpentine" taste. To remove this trouble many leading manufacturers have for several years made lemon extracts by eliminating the terpenes, retaining nothing but the flavoring substance of the oil. Terpeneless extracts are in demand as being better and as preserving more distinctly the lemon flavor than when made according to the Pharmacopoeia formula. The purity of these extracts and their superiority over the Pharmacopoeia process are substantiated by the testimony of the most prominent experts upon the subject.

Dr. Kremers, Professor of Pharmaceutical Chemistry in the Wisconsin State University, highly educated both in this country and in Germany, the managing editor of the Pharmaceutical Review, published in Milwaukee, a writer of authority upon essential oils and the author of the Pharmacopoeial articles on that subject, testified that the Pharmacopoeia formula for spirits of lemon had no necessary relation to extract of lemon for food purposes; that the Pharmacopoeia formula for spirits of lemon was retained not on account of its superiority over other processes, but because it was so simple that any druggist could use it; that terpeneless extracts were in demand and were considered superior as being free from the

bitter and disagreeable taste of the terpenes.

Dr. Vaughan, Professor of Pharmaceutical Chemistry in the University of Michigan and probably the foremost expert upon food products in the United States, testified to his analysis of Mr. Jennings' extract; that it contains the complete flavoring principle of the lemon oil, and that it is in every way superior, both for medicinal and pharmaceutical purposes, as well as for food flavors, to the Pharmacopoeial spirits of lemon. He declared that so great is the superiority of the terpeneless lemon extract for all these purposes that there is no room for comparison between the two products.

These propositions were absolutely undisputed. The Circuit Judge held, in effect, that lemon extract for food purposes must contain all the elements of the Pharmacopoeial product, thus including the terpenes, without regard to their actual desirability or usefulness, unless the manufacturer should choose to label the extract as a compound.

No claim was made by the Food Department that terpeneless extract, either in the coloring employed, or otherwise, contains anything harmful. On the contrary, it was expressly admitted by the Chemist of the Food Department that terpeneless extract contains no injurious ingredient. The real questions are thus those of science and of law. The public is not only not injured, but is actually benefited by the method of manufacture employed by Mr. Jennings.

An appeal will be taken to the Supreme Court from the decision of the Muskegon court. Should the decision of the latter court be sustained, the manufacture of the extract according to the improved and scientific method would not be prevented. The public demands a terpeneless extract and, under appropriate labels, such extract can, in any event, be sold.

It is entirely natural that there should be a comparison between the careers of Alfred Krupp, the gunmaker of Essen, and Andrew Carnegie. Both were ironmasters employing an immense number of men. Both were possessed of excellent executive ability and both philanthropists. Krupp had 43,000 men on his pay roll and he went in elaborately for labor colonies, hospitals, asylums, etc. It is said that 41,000 pieces of artillery stand to the credit of the Essen establishment, which have contributed to the efficiency of defense and in many cases actually been preservers of peace. A point of difference worth emphasizing is that Krupp inherited his establishment from his father and his grandfather. Carnegie built up and managed his own establishment, started with nothing and in comparatively few years became a multi-millionaire. That sort of thing is easier of accomplishment in the United States than in Germany. Krupp's business was turned over to him ready made; Carnegie was in at the beginning and saw it grow under his hand. One prospered by European, the other by American methods.

## Clothing

### Concerted Action to Secure Protection Against Dishonest Employees.

Several years ago twelve or thirteen of the leading retail clothing firms of New York met at the Astor House and attempted to form an association, whose ostensible purpose was protection against dishonest clerks. Among the houses who politely, but firmly, declined to participate in the proposed co-operation was Rogers, Peet & Co. They gave as a reason, in their courteous letter, why they were not interested in the contemplated organization that they had a system, peculiar to themselves, which protected them amply against the element under consideration. There was no small degree of curiosity as to what this system was. One of the merchants present at the meeting intimated to the writer that he wished he had some such system, but that every effort he had ever made, looking to a scheme that would save him from thieves and vicious help, had failed to be anywhere near perfect. The general opinion of those at the meeting was that while the average clerk was honest and gentlemanly, and a person of good habits, there were enough of the other kind to make store-keeping more or less an uncertainty, so far as help is concerned.

The system pursued by the firm mentioned is a very simple one, and there is nothing mysterious about it. For instance, anyone applying for a position is handed an application blank containing a great many questions, and each one must be answered fully and accurately. The applicant must sign his name in full, and state the character of position he is in search of. He must give his age, place of residence, and say whether he is married or single. He must also tell how long he has resided at his present address, where he previously resided, how long he resided there, how many people are dependent on him for support, and who of such people reside with him. Also whether his health is good and the condition of his sight, hearing, speech; likewise whether he uses intoxicants in any form. Where his education was chiefly obtained, and whether he is a graduate of a grammar school are questions that he must also answer. He must state what knowledge he has of the clothing, shoe and furnishing goods business. He must tell whether he had ever been discharged or suspended from another situation or engagement, giving exact particulars. He must admit what salary he has been receiving and what salary he expects.

The applicant is obliged to give accurate particulars of occupations or employments during ten years preceding his application and for a longer period of time, according to his age. The application contains a schedule which must be filled in by the applicant. If he was at school or college during the ten years he must give full particulars, with the names and addresses of principals, teachers or tutors.

In other words, his entire life, school and business, for a period of ten years at least, must be comprehensively stated to Rogers, Peet & Co. He must state length of time employed in each place, names of employers, business of employment, address of employment, and the reason why he left.

The searching character of these enquiries may be better understood when it is remembered how easy it is for an applicant to state where he was em-

# M. J. Rogan

Representing

## Wile Bros. & Weill

Buffalo, N. Y.

Will be at the

**Morton House,**

Thursday and Friday, Dec. 4 and 5

With our Spring Line of

## Men's, Boys' and Children's Clothing

Customers' expenses allowed to come and see our line.



**"Lest Ye Forget" JOSEPH SHRIER**  
CLEVELAND, OHIO  
Hats, Caps, Straw Goods, Gloves, Mittens---Season 1902-3



The best valued line that goes through Michigan. The hats you want for \$3, \$2.50, \$1.50 and \$1. The most tasty line of caps shown. The cleanest up-to-date straw goods.  
**FRED H. CLARKE, MICHIGAN REPRESENTATIVE, DETROIT, MICH.**  
Will call early, if not write us and will send him to you.

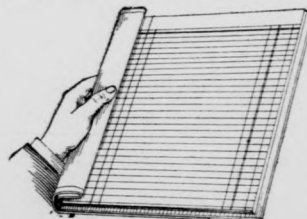
## Save Time in Taking Inventory

Loose sheets held securely in removable cover. Can be removed instantly. Many persons can work at same time.

Most Practical Scheme Ever Devised

Send for full particulars.

**Barlow Bros., Grand Rapids, Michigan**



**Lot 125 Apron Overall**  
\$7.50 per doz.

**Lot 275 Overall Coat**  
\$7.75 per doz.

Made from 240 woven stripe, double cable, indigo blue cotton cheviot, stitched in white with ring buttons.

**Lot 124 Apron Overall**  
\$5.00 per doz.

**Lot 274 Overall Coat**  
\$5.50 per doz.

Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

We use no extract goods as they are tender and will not wear.

**THE DEAL CLOTHING CO.**  
TWO FACTORIES.  
GRAND RAPIDS, MICH.

ployed and left for some cause, when, as a matter of fact, he worked for a second house in the interval. The house which he gives, as a rule, can speak well of him, not knowing that leaving them he went to work for some other house, from which he was discharged. We have already written about this subject, but the matter will stand a brief recapitulation here.

Let us suppose, for instance, that John Henry worked for Messrs. So-and-So. He was compelled, let us say, to resign his position because of poor health, and they let him go reluctantly. Recovering his health, and going to New York, he found employment with John Jones. Getting into bad company, he becomes dishonest and is discharged for stealing neckties, the firm not prosecuting him because of his very earnest pleading. The young man proceeds to Boston and applies for a position, let us say, to Blank & Blank. Asked as to where he was employed, he gives Messrs. So-and-So for reference, in fact, shows a letter from them recommending him to whom it may concern. Asked as to his connection since he left Messrs. So-and-So, he says that he has not been employed, but has been in the hospital most of the time, or living at home.

Most firms, if they wanted help, would accept this young man, and his statement would be believed without further investigation. But with the Rogers, Peet & Co. system this could not be the case, because in addition to answering all these questions, the applicant must give the names and addresses of at least five persons, other than former employers, who are well acquainted with him in the place in which he has resided during the ten years or more, and they must not be relatives. They must also be persons of respectability and good standing. In a case like the one above cited, the applicant would find it very difficult to explain the interval, because of the enquiry which would follow the statement that he had been living at home or in a hospital.

It must be admitted that anyone applying for a position to Rogers, Peet & Co. is put through a very severe course of sprouts, but if a man is thoroughly honest and has always led a good, clean life, the questions will not seem at all difficult to answer, and if the reverse is the case, he will, by reading this statement over, see that it will be impossible for him to get a place with this firm.

It will be noted that there are three classes of people whom he must give as references; his previous employers, people who know him, not related to him, his school teachers, and besides all

this he must give the names and addresses of his parents, if living, or his nearest relatives. Thus, the past and present of the applicant's history is minutely enquired into, so that his future connection with the firm will be satisfactory to all concerned.

If the applicant succeeds in getting employment there and he should, for some reason, leave Rogers, Peet & Co., it will be a comparatively easy thing for him to place himself elsewhere, because of the rigid examination which he had to pass to get there, and for the very excellent systems that are maintained throughout the departments.

**Termination of the Straw Hat Season.**

Harry Rindge, who recently spent some time in the South in the interest of Rindge, Kalmbach, Logie & Co., Ltd., sends the Tradesman a newspaper clipping, describing the manner in which the straw hat season at New Orleans is arbitrarily ended:

An interesting meeting of Captain Anthony Sambola's Anti-Straw-Hat Brigade, Department of the Gulf, was held last night. Captain Sambola presided; Adjutant W. G. E. Seelhorst was at the desk, and many members of the brigade were present. Captain Joseph Andrews, of Houston, Tex., who for fifteen years past has annually taken part in the salutes in that city, was present, and was given a seat of honor.

It was decided that the salute shall be fired in this city at certain points to be hereafter designated at noon, on Sunday Oct. 12, and at Elks' Place the 100 guns shall thunder a 1 o'clock p. m.

A procession of 300 men wearing straw hats will go through the principal streets on the eve of the celebration. As usual, donations of hats and clothing will be made to the various asylums. Captain Sambola requests that all donations be sent to George Muller, No. 610 Bienville street. Ten thousand copies of the proclamation will be printed and distributed broadcast next week.

On and after Oct. 12 any one found wearing a straw hat will be summarily deprived of his headgear.

**All in the Way of Business.**

Teacher—I was compelled to punish your son. He persisted in swinging on the gates in the vicinity of the school house, after I had repeatedly told him not to.

Parent—Really, I can't see anything terrible in that.

Teacher—It is very annoying to the neighbors.

Parent—Very likely; but I'm a dealer in hinges.

The mystery in advertising lies in the peculiarities of human nature—the man who makes a success of advertising must make a success of human nature.

He that will have no trouble in this world must not be born in it.

**The First Ice Cream.**

The first ice ever sold as a regular article of commerce was shipped by a Boston merchant named Tudor in 1805. He sent a load to Martinique.

Mrs. Alexander Hamilton had the first ice cream in the city of Washington. She used to tell with amusement of the delight with which President Andrew Jackson first tasted it.

Guests at the next White House reception were treated to the frozen mystery, and great was the fun of the initiated when they saw the reluctance of others to taste the cold stuff. Those from the rural districts especially first eyed it suspiciously, then melted each spoonful with the breath before swallowing it. The next time they had a chance they ate it with delight.

The late Senator John M. Palmer used to like to tell about the first time ice cream was served in Springfield, the capital of Illinois. At an evening party it was passed around in small saucers. In the process of freezing the hostess had gotten a little salt into the cream, and as no one had tasted it before, it was thought to be the proper flavor. An old statesman, when asked how he liked the new dish, said: "I'd like it better if it were either sweet or salty, but I don't think the mixture is very appetizing." Imagine the feelings of the poor hostess when she discovered that her much-vaunted new dessert had been full of salt, and no one knew enough to tell her about it.

**May Make a Sale at Midnight.**

The practice in large cities, now very general, of lighting up windows after closing hours is unquestionably good, and might with advantage be adopted by dealers located in small communities. Large numbers of prospective purchasers have absolutely no time until after working hours to "look in windows," and the advertising value of a well-dressed and lighted window is worth considerably more than cost of illumination.

**Ellsworth & Thayer M'n'fg Co.**

Milwaukee, Wis.



Manufacturers of

**Great Western Fur and Fur Lined Cloth Coats**

The Good-Fit, Don't-Rip Kind.

We want agent in every town. Catalogue and full particulars on application.

B. B. DOWNARD, General Salesman.

**Special Sale**

Of the entire stock of the old reliable wholesale clothiers,

**Kolb & Son, of Rochester**

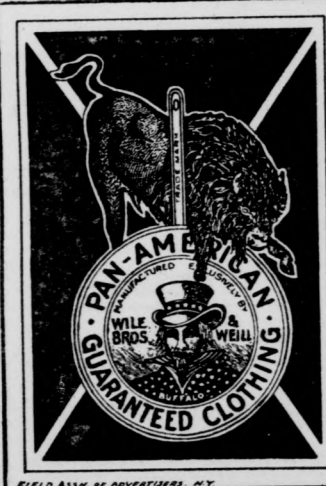
(now retiring from business)

The stock has been purchased in bulk by The William Connor Co. and will be disposed of at a great sacrifice to the retail trade.

**The William Connor Co.**

Wholesale Clothiers

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



Men's Suits and Overcoats \$3.75 to \$15.00

\$5.50 \$7.50 \$8.50

lines are extra swell

**PAN-AMERICAN GUARANTEED CLOTHING**

MANUFACTURED BY

**WILE BROS & WEILL** BUFFALO N.Y.

DETROIT OFFICE - 19 KAUTER BLDG. M. J. ROGAN IN CHARGE

Is a sure thing for all the time.

It has a record—six seasons of phenomenal success—the greatest selling and money making line of clothing in the American market.

You don't have to worry about being "caught with the goods" when you have Pan-American Guaranteed Clothing.

Salesman or samples—which will we send?

## Around the State

### Movements of Merchants.

Alma—W. J. Omans has engaged in the meat business.

Bateman—A. L. Gillhouse has sold his general stock to John Wittman.

Palo—A. B. Eaves is closing out his stock of agricultural implements.

Lenox—Chas. J. Zilk has purchased the hardware stock of Walter Bates.

Adrian—Lane & Davenport continue the tinning business of Oscar A. Lane.

Pontiac—Prentice & Brace, furniture dealers, have sold out to Archie Adams.

Flint—Beardslee & Marshall have purchased the meat market of Wm. Street.

Scotts—The Richardson Mercantile Co. is succeeded by the Big 4 Mercantile Co.

Hubbardston—H. W. Grill, dealer in agricultural implements and hardware, is dead.

Caseville—John McKinley has sold his boot and shoe stock to Arthur F. Schultz.

Rives Junction—Evan Wood has purchased the hardware stock of Edgar E. Ranney.

Clayton—E. J. Hadden has purchased the hardware and grocery stock of W. C. Fluke.

Jackson—The Bender Restaurant Co. continues the restaurant business of Bender & Schemm.

Quincy—Trott & Clark, meat dealers, have dissolved partnership, Geo. F. Trott succeeding.

Saginaw—Norman T. Fenner has removed his hardware and implement stock to Pinconning.

Reed City—W. P. Switzer, furniture dealer and undertaker, has sold out to McConnell & Pierce.

Reed City—Louis Renkenup has purchased the agricultural implement stock of Wm. Goebrend & Co.

Cedar Springs—Caywood & Joslin succeed W. C. Congdon in the furniture and undertaking business.

Alma—N. M. Larkin & Co., of Howell, have leased a store building and engaged in the bazaar business.

Flint—F. T. Hall & Co. continue the agricultural implement, buggy and harness business of S. J. Hall & Co.

Vicksburg—Chas. A. Morse has engaged in the hardware business, having purchased the stock of Jasper Cady.

Ann Arbor—W. J. Knapp has purchased the carriage, harness, trunk and musical instrument stock of Chas. Steinbach.

Mulberry—Geo. A. Pifer has purchased the interest of his partner in the general merchandise business of Fatchett & Pifer.

Prattville—O. & C. Sawyer, dealers in wall paper, have dissolved partnership. The business is continued by Orville Sawyer.

Reed City—McConnell & Pierce, furniture dealers and undertakers, have purchased the furniture stock of W. D. Switzer.

Capac—John F. McCormick, formerly engaged in the harness business at Port Huron, has opened a harness shop at this place.

Saugatuck—Mrs. Chas. E. Bird has purchased the O. B. Jerrels drug stock and will continue the business at the same location.

Eaton Rapids—W. B. Garrison is closing out his bazaar stock and will retire from trade. Mr. Garrison has been engaged in business at this place for several years and discontinues business on account of poor health.

Battle Creek—C. C. Rice and E. J. Hooper have engaged in the furniture manufacturing and retail business under the style of the West End Furniture & Upholstering Co.

Eureka—Guy Eaele has sold his grocery stock to Lewis Carpenter, who has purchased the building occupied by the stock and will continue the business in connection with his meat market.

Charlotte—M. A. Randall, who has been engaged in the hardware business at Cheboygan for the past seven years, has leased a store in the Lockard block and will open a stock of bazaar goods.

Harbor Springs—W. C. Cramer, who has been engaged in the mercantile business at this place for the past sixteen years, has purchased the grocery stock of Foster & Wilson and will continue the business at the same location.

Port Huron—The pioneer wholesale grocery establishment of F. Saunders & Co., which has been in existence for nearly half a century, has been acquired by the National Grocer Company. Albert Dixon, who has been the head of the concern, will retire from the business and it will be managed for the trust by W. J. Hoer, of Saginaw.

Detroit—Walter F. Stimpson has recently organized the Stimpson Standard Scale Co., with general offices and salesroom at Detroit. The factory will be at Milan. The company will shortly break ground for a new factory, which will be 220 feet long by 60 feet wide, with iron and brass foundry. The new company has absorbed the M. N. Rowley Scale & Butchers' Supply Co., of this city, and after Jan. 1 will be located in new quarters at the corner of Randolph and Congress streets, where a double store will be occupied, one for the office and the other the salesroom. It is expected to have the factory completed and running by Feb. 1 if there is not too much bad weather. The company will manufacture a complete line of heavy scales, such as wagon, railroad track, stock, portable truck and other types of heavy scales. The officers are as follows: President, W. F. Stimpson; Vice-President, O. A. Kelley; Secretary, J. J. Lannen; Treasurer, Geo. F. Minto.

### Manufacturing Matters.

Delray—The style of the Fischer Glue Co. has been changed to the Fischer-Hughes Gelatine Co.

Monroe—The John Wahl Paint & Color Co. has been organized with a capital stock of \$10,000.

Detroit—The capital stock of the Zenner Disinfectant Co. has been increased from \$20,000 to \$50,000.

Nashville—The Nashville Cooperage Co. is the style of a new industry at this place. The capital stock is \$12,000.

Munising—The Novelty Manufacturing & Plating Co. has been organized at this place, capitalized at \$25,000.

Detroit—The style of the Michigan Pure Food Co., Limited, has been changed to the Oxford Pure Food Co., Limited.

Manistee—The Manistee Novelty Co., manufacturer of furniture and novelties, has increased its capital stock from \$40,000 to \$50,000.

Albion—The capital stock of the Albion Creamery Co. has been increased \$1,500 for the purpose of establishing a skimming station near Rice Creek.

Hillsdale—The Kelley Shingle Co., of Traverse City, has purchased the planing mill and lumber yard of E. C. Campbell and merged the business into a stock company under the style of the Campbell Lumber Co.

Homestead—The Homestead Charcoal & Chemical Co. has been organized with a capital stock of \$25,000. The members of the new enterprise are J. L. Ford, of Fruitport; M. Crane, of Frankfort, and Nelson Rye, of Wallin.

Bear Lake—Work has begun on the Bear Lake canning factory, which will utilize the sawmill building of Bunton & Hopkins. The capacity of the new enterprise will be 20,000 cans per day, and it will probably employ about 100 people during the busy season.

Hillsdale—H. H. Hart, of this place, and Clarence P. Kite, of Bankers, who are connected with Burnap & Burnap, of Toledo, contractors and builders of butter and cheese factories, are organizing a creamery at this place and have already secured subscriptions for half of the stock.

Ithaca—The Ithaca cheese factory, under the management of J. A. Gardham, has discontinued operations and will reopen about the middle of February. This is the first season in the history of the factory, and it has turned out twenty-six cheese per day and has paid to the farmers and haulers about \$1,000 per month. It is expected to increase this output about 100 per cent. next year.

### Statistical Position of the Grand Rapids Banks.

The bank statements just published, showing the condition of the banks at the close of business Nov. 25, do not disclose any startling changes from the preceding report, dated Sept. 15. The time difference between the two reports is but ten weeks and, in the meantime, whatever may have been conditions in Wall Street, this section has had neither sudden boom nor any serious collapse.

The loans and discounts as disclosed by the statements just published aggregate \$15,117,576.77. This is \$258,527.18 more than on Sept. 15, and it may be noted that of this increase \$192,000 may be credited to the savings banks.

The stocks, bonds and mortgages aggregate \$3,843,383.39, and this is an increase of \$193,034.35 as compared with the preceding report. The national banks increased their holdings by about \$6,000 and the savings banks about \$187,000.

The due from banks is \$2,526,526.11, a decrease of \$604,926.04, and the cash and cash items are \$1,315,884.92, an increase of \$54,537.18. The total cash and immediate resources are \$3,842,411.03, and this is \$550,388.86 less than ten weeks ago.

The surplus and undivided profits are \$1,195,605.20, a gain of \$100,234.59.

The commercial deposits are \$6,754,300.34, a decrease of \$562,615.03. The certificates and savings are \$11,322,609.93, an increase of \$380,576.72. The amount due banks is \$1,529,759.72, a decrease of \$32,000. The total deposits are \$20,122,821.78 as compared with \$20,280,651.55 ten weeks ago.

The notable features in the consolidated statement are the increase in the loans and discounts, the decrease in the commercial accounts and the large increase in the savings and certificate deposits. The decrease in the commercial deposits may easily be explained by the withdrawal of money to put into business. The increase in the savings indicates that the habits of thrift are still with the people. The substantial increase in the securities other than loans and discounts held by the savings banks indicates that money is being loaned on real estate mortgages given either for building or buying purposes.

In ten weeks, as the statements show, the surplus and undivided profits have increased \$100,234.49, and in the meantime four of the banks have disbursed \$14,000 in dividends. The total net earnings of the banks for the ten weeks may be estimated at \$114,234.49, or at the rate of about \$570,000 a year. This is at the rate of a fraction more than 21 per cent. on the capital stock, or nearly 15 per cent. on the capital, and accumulated earnings. The national banks now have accumulated earnings representing 38.1 per cent. of their capital while the State banks have approximately 79 per cent. of their capital in surplus and undivided profits. The Kent Savings Bank leads all the banks in its surplus, with more than three times its capital to draw on. The State Bank comes second, with a surplus of more than two-thirds the capital.

The immense accumulation of pine and birch scraps around the big lumber mills of Maine, which were long an inconvenience and a source of danger from fire, are now being utilized by small machines, which make them into novelties. The manufacture of toys, too, is gaining considerable importance, and a method of painting them by dipping may cheapen their cost so that "Made in Germany" will not longer be read from the baby's stocking. Among novelties 500,000,000 toothpicks, 25,000,000 butchers' skewers and 250,000,000 birch spools are turned out in one year. Checkers, dice boxes, bicycle rims, tables, desks and swings add to the annual total.

### A Substitute.

"Father, I should like to try one of these systems of physical exercise that are advertised in the papers. They are cheap, and you don't need any apparatus."

"I will furnish you with one, my son, that I tried with great success when I was a young man, and I'll warrant it to be as good as any in the market."

"Could I take it here at home?"

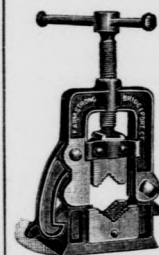
"Yes; that is one of its chief merits."

"Any apparatus necessary?"

"Yes, but it's quite simple. I'll furnish it."

"Can I take it in my room?"

"No; you can take it out at the woodpile. You will find the apparatus there all ready for you, my son."



## VISES

Combination pipe and machinist's vises

Steam Fitters' Tools.

All kinds of Fittings and Valves.

GRAND RAPIDS SUPPLY CO.

20 PEARL ST.

## Hickory Nuts Wanted

Name us price f. o. b. your station or delivered.

M. O. BAKER & CO.

Commission Merchants

119-121 Superior St., Toledo, Ohio

**Grand Rapids Gossip**

Vyn & Son have purchased the grocery stock of Martin Schram at 1161 South Division street.

Miles Chubb has sold his grocery stock at 792 North Coit avenue to C. A. Taylor and will re-engage in the lumber business.

C. E. Walker will shortly engage in the grocery business at Grand Junction. The Musselman Grocer Co. has the order for the stock.

E. M. Reed, formerly engaged in the grocery business at Coopersville, has re-engaged in the grocery business at that place. The Musselman Grocer Co. furnished the stock.

The Walden Shoe Co. has leased the vacant store in the Willard Barnhart building, known as 31 North Ionia street, and will occupy it as a sample and salesroom, making shipments from this point, instead of from the factory at Grand Haven, as heretofore. The new store will be opened for business in about two weeks.

Clarence J. Van Etten, who has been identified with D. A. Blodgett for the past twelve years, leaves Thursday for Hattiesburg, Miss., where he will spend the winter, looking after the enormous timber holdings of the Blodgett family in that vicinity. He will make a tour of the Florida resorts before returning home in May. He will be accompanied by his wife.

C. S. Comstock, in behalf of Comstock & Jones, of Boyne City, closed a deal here yesterday with M. E. Bourmann, of Newberry, for 182 forties lying north of Newberry and between that town and Lake Superior. Comstock & Jones already own eight forties in the same locality, so that their total holdings now aggregate nearly twelve square miles. They expect to complete their cut in the vicinity of Boyne City within a year, when they will remove their mill to the location of the Too Heart Life Saving Station, on Lake Superior, which will probably be their headquarters for a dozen years thereafter. The timber they have purchased is so located that it can all be floated to this port down the east branch of the Too Heart River. It comprises pine, hemlock, cedar and hardwood, which will necessitate shingle as well as sawmills.

**The Produce Market.**

Apples—The market is in a very unsatisfactory condition, due to the unfavorable weather and the large amount of poor stock, which tend to depress values. Good stock fetches \$2@2.25 per bbl.

Bananas—Good shipping stock, \$1.25 @2 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—40c per bu.

Butter—Creamery is firm and higher, commanding 28c for fancy and 27c for choice. Pound prints from fancy command 20c. Dairy grades are strong and in active demand, commanding 20@22c for fancy, 18@20c for choice and 16@18c for packing stock. Receipts of dairy are meager in quantity and only fair in quality.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—Home grown is in ample supply at 17c per doz.

Chestnuts—\$5@6 per bu. for Ohio.

Cocoanuts—\$3.75 per sack.

Cranberries—Howes from Cape Cod are strong and scarce at \$3.40 per bu. box and \$9.75 per bbl.

Dates—Hallowi, 5½c; Sairs, 5c; 1 lb. package, 7c.

Eggs—Local dealers pay 20@22c for case count and 22@24c for candled. Receipts are small and quality is poor. Cold storage range from 19@21c.

Figs—\$1.10 per 10 lb. box of California; 5 crown Turkey, 17c; 3 crown, 14c.

Grapes—Malagas, \$5.25@5.75; Catawbas, 20c per 4 lb. basket.

Honey—White stock is scarce and higher, readily commanding 17@18c. Amber is active at 14@15c and dark is moving freely on the basis of 12@13c.

Lemons—Californias, \$4.75; new Mexicanas, \$5.

Lettuce—12½c per lb. for bothouse.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Nuts—Butternuts, 75c; walnuts, 75c; hickory nuts, \$2.75 per bu.

Onions—Home grown stock is in ample supply at 60@65c. Pickling stock, \$2@3 per bu.

Oranges—Floridas command \$4 per box. Jamaicas fetch \$4.50 per box. California Navels, \$4.50.

Parsley—30c per doz.

Potatoes—The market is weak and sluggish, but buying at country points continues on the basis of 40@45c per bu.

Poultry—Turkeys are not being offered at all, as is usually the case the week after Thanksgiving. Ducks are very scarce and geese are by no means plentiful. Chickens and fowls are in plentiful supply. Live pigeons are in active demand at 60@70c. Nester squabs, either live or dressed, \$2 per doz.

Dressed stock commands the following: Spring chickens, 10@11c; small hens, 9@10c; spring ducks, 11@12c; spring turkeys, 11@13c; small squab broilers 12½@15c; Belgian hares, 12½@15c.

Radishes—30c per doz. for bothouse.

Spanish Onions—\$1.25 per crate.

Spinach—60c per bu.

Squash—2c per lb. for Hubbard.

Sweet Potatoes—Jerseys, \$3.50 per bbl.; Virginias, \$2.50.

Turnips—40c per bu.

A Kansas newspaper offered a prize for the most truthful prediction of the character of the coming winter. Hundreds of people sent in their prophecies based upon all kinds of theories and signs, which strangely enough seem capable of opposite interpretations. In the list is one scoffer who says: "There are three signs that have never been known to fail, and they have all been observed this fall. (1) When the ducks swim up river backward when the sun crosses the line; (2) when the frogs stand on their heads on the last day of September and whistle 'Yankee Doodle'; (3) when the bluejays light on the clothesline in the back yard on the first Sunday morning in October and sing 'Old Hundred'—then look out for mud."

There is a sure-enough new woman in Brooklyn. She is a washerwoman who makes as much as \$16 per week. But she does not break her back over the tubs. She has a husband she utilizes as a washing machine. On every dollar she takes in she allows him 10 cents. This arrangement has been in existence for a couple of years, and is entirely satisfactory except that the man when he has amassed a couple of dollars deliberately goes out and gets superlatively drunk, causing a suspension of washing operations. His wife had him arrested the last time, but the judge who heard the story held that it could not be expected but that the worm would occasionally turn.

A Pontiac landlord received the following note the other day from a former merchant: "Two years ago I rented a cottage of you. My wife died there and the doctors all said the situation of the house on the low, marshy grounds was the cause of her death. I married again a year ago. If you can procure me that same cottage I will pay you a good price, and myself and wife will move into it at once."

**The Grocery Market.**

Sugar—The raw sugar market continues very firm and prices show an advance of 1-16c. Holders are very firm in their views and are offering but little stock. Refiners' supplies are only moderate, and they are willing to make liberal purchases at quoted prices. The refined sugar market is very firm but quiet, demand at present being light. Not much activity is looked for now until after the first of the year as December is usually a dull month in the sugar business.

Canned Goods—The movement in the canned goods line is rather slow, there being but little doing in anything on the list. Prices on almost everything, however, are firmly held and one reason for the dulness is that most houses are getting ready for inventory and do not want to accumulate any stocks until after that is over. After the first of the new year, however, we expect a good demand on almost all lines. The tomato market shows little change and while reports continue to claim light stocks in packers' hands, there seems to be very little disposition to buy. Taking the large purchases into consideration which were made early in the season and the slack interest at the present time, it looks very much like a well-supplied trade. While no lower prices are looked for, it hardly seems possible for a much higher market to come very soon. Corn continues in moderate request, with prices very firmly held. Peas are in fair demand with no change in price. There is some demand for small fruits and some movement is noted in syrup strawberries. Salmon is in quite good demand and moving out well at unchanged prices. Sardines are quiet but prices show no change.

Dried Fruits—The dried fruit market is fairly active and in most cases prices are firmly held. While the mild weather we are still having is not good for the sale of dried fruits, a certain amount of business has to be done and this is sufficient to keep the market in good shape. The near approach of the holiday season also will aid considerably in this direction, particularly on the better grades of goods. Prunes are still firmly held with a very active enquiry for the large sizes, but which are exceedingly scarce. Stocks of the small sizes are moderate and in some cases have to be substituted for the large prunes when the large sizes can not be obtained. Raisins are firm and in fairly active demand, particularly for the seeded and fancy grades of loose muscatels. Apricots and peaches are selling well at unchanged prices. Currants remain firm, but demand at present is light. Dates continue very firm with the tendency toward higher prices, owing to depleted stocks and the expected larger demand for the holiday trade. Figs are in good demand at previous prices. Evaporated apples are practically unchanged. Prices are firm, but the demand is very light and the present mild weather is against the sale of these goods. With the advent of colder weather some activity is looked for.

Rice—The rice market is in good shape, but with no changes of note. Demand is good for the medium and better grades at full quoted prices. Stocks are moderate of the low grades, but the better grades are not very plentiful.

Molasses—The molasses market is strong and prices are firmly maintained. The volume of business during the past week was fairly large, but rather below the average at this season of the year,

due to the continued mild weather. There is a continued good demand for corn syrup at previous prices.

Fish—The fish market presents very little feature of any description. Only a moderate business is done, but this is at full quoted prices. Mackerel and codfish are both unchanged in price, but show the usual steady demand.

Nuts—In this line most all descriptions continue firm and quite active. Brazil nuts are particularly strong and show an advance of ¼c. California walnuts and almonds are both very firmly held, the former being in very short supply. Pecans continue quite active at full prices, but filberts show a slightly easier feeling. Peanuts are not strong. The offerings of new crop are liberal and are affecting the old crop.

**An Inexcusable Pun.**

Dr. Percival, the present Bishop of Hereford, is a staunch teetotaler, and in connection with his well-known views on the subject many good stories are related. Passing through a town noted for its breweries, the doctor noticed that many signs of mourning were apparent. Stopping a pedestrian, the Bishop asked: "Why is the flag half-mast high?"

"Because," was the reply, "the brewer's wife is dead."

"Ah, how sad!" answered Dr. Percival, adding, as he gazed around him, "and I see that the barrels, too, are in tiers."

The business of the Postoffice Department is very properly regarded as something of a barometer of the general business of the country. The report of the Postmaster General shows that within the fiscal year the increase of receipts has been about \$10,000,000. That there is a deficit as between receipts and expenses no one complains, because it is felt that the money thus expended is a very excellent investment. The rural free delivery service of comparatively recent inauguration has been proving exceptionally popular. The conveniences and advantages it affords are thoroughly appreciated, and there is a great demand for its extension. There are now in this country 11,650 rural free delivery routes and their number is constantly increasing. The wonder is that any rural sections will be content without it. The system is proving very satisfactory and is a most acceptable addition to postal facilities. The Postmaster General also recommends the extension of the free delivery service to places of 5,000 population or places having \$5,000 of gross postal receipts. This too will be very much appreciated if brought to pass. The convenience of having one's mail delivered at the door once or twice a day is not to be underestimated. No other department of the Government affords so much general service and no other does so much for the people as that presided over by the Postmaster General.

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

**Piles Cured**

By New Painless Dissolvent treatment; no chloroform or knife. Send for book.

**Dr. Willard M. Burleson**  
Rectal Specialist  
103 Monroe St., Grand Rapids, Mich.

## WILL GO HIGHER.

Outcome of the Jennings Persecution at Muskegon.  
Written for the Tradesman.

The recent developments in the campaign inaugurated by the State Dairy and Food Commissioner and the proceedings in the Muskegon suits against the Grand Rapids manufacturers fully justify the comments and strictures contained in an article in the Tradesman of Nov. 19.

The October Bulletin issued by the department contained numerous analyses of samples of lemon extract manufactured and sold in this State showing varying quantities of alcohol and, in most cases, no lemon oil. These products, including substantially all the lemon extract business of the State, were declared to be in open violation of the law because they were not made in accordance with the recipe in the United States Pharmacopoeia of 1890, and manufacturers and dealers were warned to remove all such goods from their shelves by Jan. 1 next. Otherwise they will be classed as willful violators. In the meantime one of the Muskegon cases, that against the Jennings Flavoring Extract Co., was tried before Judge Russell and a jury.

The food law does not provide any standard for lemon extract; in fact, makes no specific reference to it, as in case of most foods. It comes within the general provision, "That no person shall within this State manufacture for sale, have in his possession with intent to sell, \* \* \* any article of food which is adulterated within the meaning of the act." An article is deemed adulterated when any substance has been mixed with it that depreciates or injuriously affects its quality, strength or purity; if inferior substances have been substituted for it; if any valuable or necessary ingredient has been abstracted from it; if it is an imitation of another article; if it is colored so as to conceal inferiority, or if, by any means, it is made to appear better or of greater value than it was before.

The Supreme Court has held that the use in food of coloring matter that is not deleterious is not a violation of the law.

Substantially all the lemon extracts manufactured in Michigan have the flavor and odor of the lemon essential for the purposes for which they are designed and many of them have an established reputation in the trade and among consumers. No fault has been found on the part of the trade or the consumer, their test being the flavoring qualities of the products.

As stated before, the standard followed by the State Chemist and arbitrarily adopted by the Food Department was the formula in the United States Pharmacopoeia for the spirits of lemon, a simple mixture for the use of the pharmacist in the ordinary drug store.

In the Jennings case the prosecution relied entirely upon the testimony of the State Chemist, who testified that he had analyzed the extract in question and found the alcohol diluted and no lemon oil; also that the coloring matter used was lemon yellow or a preparation of coal tar dye, which he said was harmless and used only to give it the requisite color. The standard adopted was the United States Pharmacopoeia of 1890 and lemon extract must be made in accordance therewith, containing all the lemon oil in undiluted alcohol and colored with lemon rind. Lemon extract made in any other way was regarded by the

Department as a violation of law and condemned. It should be said, in justice to this young man of the State Laboratory, that when he made his tests he honestly believed that no lemon oil was used in the process of manufacturing the lemon extract examined by him. It was apparent that he had never had any practical experience or observation in the processes in vogue for manufacturing this article in the regular establishments of the State and, unfortunately, did not have the judgment and discretion to inform himself in that regard before determining the views of the Department on lemon extract. The other members of the Food Department are political appointees and devoid of practical knowledge and experience in food products.

The revelations of the defense in the Jennings case were undoubtedly a surprise to the young State Chemist and the arbitrary inspectors, but their self-esteem had to be gratified.

Under the direction of able counsel, a thorough defense was made. Several manufacturers and practical chemists testified that formerly a flavoring mixture was made by mixing a small percentage of lemon oil in strong alcohol and coloring it with lemon rind, but the product, while it possessed good flavoring qualities when fresh, was unsatisfactory and impractical as an article of commerce for flavoring foods, for the reason that a large portion of the lemon oil consisted of hydro-carbons, commonly classed as terpenes, which contained no flavoring properties and soon produced a turpentine taste, making the product rancid, while the lemon rind coloring faded by exposure to heat or light and was precipitated in the form of sediment in the bottle.

It was shown that the ingredient in the lemon oil which produced the flavoring, all that is desired in an extract, is known as citral, constituting about 10 per cent. of the oil, the other 90 per cent. being the so-called terpenes, not only useless but deleterious; also that the sole purpose of lemon rind was to color it to please the eye and cater to the popular impression that a lemon extract should be lemon color. Without the coloring the flavoring extract was water white. It was discovered that an infinitesimal amount of harmless color preparation would produce a rich and permanent lemon color.

Through laborious investigation and experiment a process was evolved by which the citral or flavoring quality of the oil of lemon could be extracted by washing or agitating in dilute alcohol and the terpenes eliminated. This preparation, containing all the flavoring of the oil and clarified by filtration, produces a rich flavoring extract which does not become rancid. The color, as in the case of clear oil and alcohol, was white and the lemon yellow gave it the lemon coloring. This extract they universally regarded as a much better flavoring article than could be produced by the old pharmacy mixture. They declared the primary purpose of this new and scientific method was to produce a superior flavoring extract, although perhaps made at a somewhat reduced cost. The diluted alcohol, which brought out the citral, was cheaper than the clear alcohol by which the oil was cut, but the increased labor and plant investment under the new process would largely absorb this saving.

In addition to this testimony was that of experts in extracts and food products,

# Exclusive Agent for Riverside Cheese

Adrian, Mich., Dec. 1, 1902.

To whom it may concern:

This is to certify that the Judson Grocer Company has exclusive sale of our Riverside Full Cream Cheese, both in regular sizes, and of the Gem Full Cream, and any cheese of said brand sold by other parties, bearing such brands, are not of our Riverside make, and are counterfeits.

BAKER & JURDEN,

Per E. L. BAKER, Salesman.

STATE OF MICHIGAN }  
COUNTY OF LENAWEE } ss.

Before me a Notary Public, in and for Lenawee County, Mich., on this 1st day of December, A. D. 1892, came E. L. Baker, Salesman of the Riverside Factory, Full Cream Cheese, and by me known to be the same person subscribing hereto, who on being sworn, deposes and says that the above statement is true in all respects.

GEORGE W. AYER,

Notary Public in and for Lenawee County, Mich.

ALL CLAIMS AT VARIANCE WITH THIS  
AFFIDAVIT ARE SPURIOUS

Dr. Kremers, of the University of Wisconsin, who has devoted many years in this and foreign countries to the study of essential oils and is probably the highest authority in this country upon that subject, testified. He was a member of the convention of 1900 which met to revise and prepare the United States Pharmacopoeia, and the Chairman of the sub-committee having in charge the preparation of these formulas, designed for the easy use of the ordinary pharmacist. This body is a voluntary assemblage of representatives of various medical institutions and bodies meeting once in ten years for the purpose named. He explained the distinction between the spirits of lemon of the Pharmacopoeia and the extract of commerce, the one being a simple mixture for medicinal flavoring and the other an article for food flavorings.

The modern tendency is toward the increasing use of lemon oil from which the hydro-carbons or terpenes have been eliminated in making flavorings for both pharmaceutical and food purposes. He explained the modern method of extracting or washing out the citral or flavoring quality of the oil by the use of dilute alcohol and declared the product to be unquestionably superior to that produced by the old formula of mixing oil and alcohol, because it contained less alcohol and the flavoring without the terpenes.

He said the Pharmacopoeia formula would be changed in the 1900 edition and that it had no necessary relation to the making of extract for food purposes.

He stated that the only purpose of using lemon rind was to color the fluid and that the lemon yellow accomplished precisely the same purpose and was fadeless and harmless.

Dr. Victor C. Vaughan, of the University of Michigan, one of the most eminent authorities in the world on hygiene and food products, also testified corroborating in every particular the statements and opinions of Dr. Kremers. He had examined and analyzed a sample of the Jennings lemon extract and stated that it was made by the modern process and was unquestionably superior to the mixture of the Pharmacopoeia for the flavoring of foods; that the citral or flavoring of the lemon oil was found in the Jennings extract, the terpenes having been eliminated, thereby improving the product, and that the coloring matter in very minute quantity served the same purpose as lemon rind, producing a more permanent color.

Prof. Doolittle, the State Chemist, did not undertake to rebut the testimony of the defense or to explain his decision that it was absolutely necessary to use the whole of the oil, of the lemon.

The issue in the case was whether the use of the flavoring properties of lemon oil by the modern process produced an extract of lemon. The manufacturer, the scientist, the dealer and the consumer think it does. The State Chemist and the politicians of the Food Department undertake to read into the law the antiquated Pharmacopoeia recipe.

Under the charge of Judge Russell that the Pharmacopoeia formula must be regarded as the standard for lemon extract in Michigan and that if an artificial coloring was used to make the product appear different than it really was, it would be a violation of the law, the jury, as a matter of course, brought in a verdict of guilty. The case will be immediately appealed to the Supreme Court.

It is a test case and important, as it

practically involves the lemon extract manufacturing business of the State. If the standard adopted by the Food Department should be sustained—which is not at all probable—it would result in changing the extract manufacturing business of the State, as now established, and the substitution, for the superior flavoring extract in general use, of an inferior article composed of alcohol and crude oil of lemon which could with difficulty be supplied for general use in a fresh, pure and satisfactory condition.

To the average practical citizen and consumer this raid of the Food Department upon the lemon extract business is simply ludicrous.

The purpose of the food laws is highly commendable and, employed and enforced by competent men, would be most efficient, but the present methods of ignorant, inexperienced men can only result in subjecting the law and Department to reproach. Onlooker.

**Their Fortunate Escape.**

They had walked halfway through the park at a smart pace, and she now sank on a shaded bench; he seated himself beside her. They were entirely alone, save for an old man at one end of their seat, immersed in a book. Their agitated conversation continued.

"Oh, it is too dreadful!" she shuddered, covering her face with her hands, as if to shut out some unbearable sight. "Fearful!" he agreed, deeply moved and mopping the profuse perspiration from his brow.

"Horrible!" she added. "I can not bear to think of it. The loss of hope, happiness, perhaps even life itself—"

"Hush!" he interrupted, gently. "Let us strive to think of it no more, or it may grow to prey upon our minds."

"Pardon me," said the old man on the end of the bench, his watery eyes distended in lively apprehension, "has there been some awful disaster? Have you been forced to look upon some awful tragedy?"

The young couple regarded each other in some confusion. Hesitatingly, the youth answered:

"No, sir. You see, we have just become engaged, and we were talking of what a calamity it would have been had we never met."

A novel project has been put forth in Wisconsin for the sale in the form of ice of mineral water, and a company has been formed to exploit it. It is proposed to dispose of the water in this form so as to save the consumer the cost of the ice ordinarily bought to cool the various mineral waters as sold now in bottles and cans. Ordinarily the ice to cool mineral waters, as kept in tanks, business offices, clubs, hotels and homes costs more than the water itself, and it is proposed to cut in half the cost of water ice and freight and distributing charges. The idea is not a new one, having been proposed several years ago when a company was almost on the point of formation to carry it out. In the first place, ice will be made of the spring water, retaining all the original mineral properties, the water melting in the consumer's tank and returning to its natural form as pure as when taken from the spring. The ice can be furnished, it is declared, at less cost than the water, as the cost of shipping ice from the Wisconsin lakes to Milwaukee and Chicago is 3½ cents a hundred pounds, while the cost of shipping water is 7 cents for the same weight. The ice, it is claimed, will be as valuable as a refrigerant as any ice, and in the home it will do service in the ordinary family refrigerator, the melting ice furnishing pure water for drinking purposes, if the ice chamber is kept clean, and for the same price as ice manufactured from distilled water.

"He knows much who knows how to hold his tongue;" he would know much more who could curb a woman's.

**Wholesale Grocers**

Invariably recommend their customers to take a membership in the Commercial Credit Co., because it protects the retailers against bad paying consumers and, incidentally, protects the jobbers against slow paying customers

**Things We Sell**

Iron pipe, brass rod, steam fittings, electric fixtures, lead pipe, brass wire, steam boilers, gas fixtures, brass pipe, brass tubing, water heaters, mantels, nicked pipe, brass in sheet, hot air furnaces fire place goods.

**Weatherly & Pulte**  
Grand Rapids, Mich.

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

**A Complete Stock**

Low Prices.  
Quick Shipments.  
These are our reasons for guaranteeing satisfaction.

We solicit your orders through our salesmen or by mail.

**WORDEN**  
**GROCER**  
**COMPANY**

Grand Rapids  
Michigan

**THE FRANK B. TAYLOR COMPANY**

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

Dec. 3, 1902.

MR. MERCHANT,

DEAR SIR:

Don't forget us when you get ready to place your order for

VALENTINES,  
COMIC, LACE, and  
BOX NOVELTIES.

Yours,

THE FRANK B. TAYLOR COMPANY.



Devoted to the Best Interests of Business Men

Published weekly by the  
TRADESMAN COMPANY  
Grand Rapids

**Subscription Price**

One dollar per year, payable in advance.  
No subscription accepted unless accompanied by a signed order for the paper.  
Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.  
Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - DECEMBER 3, 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 November 26, 1902, and saw the edition mailed in the usual manner. And further deponent saith not. John DeBoer.

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

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

**LESSON IN CO-OPERATION.**

Some persons who have not given the subject thought have confounded co-operation in business with socialism and communism.

Co-operation is in every way different from both. Communism is a state of society in which everything is in common for every member of the community. There have been several attempts to establish communism in this country, but only one was successful, and that only during the lifetime of its founder. This was the Oneida Community, set up in Madison county, New York, in 1848, by Dr. John H. Noyes, a man of high education and force of character. He assembled more than 200 persons of both sexes, who were entirely under his control, and he organized various industries in which the members were employed. They all lived together in what was called the "Unity House," in a state of what they called "complex marriage," everything being in common, and no individual having any exclusive rights in person or property. The community was under the absolute control of Noyes and after his death in 1886, it went to pieces. This is communism and it is the only instance of successful communism ever known in this country. It was confined to a very small number of persons and only subsisted for a limited period because its doctrines and practices were contrary to human nature as it appears in the great body of human beings. It does not even exist among the most savage nations.

Socialism is a state or condition in which all industries and all property are held and operated and administered by a governing power for the benefit of the whole, but there is no interference with family or family life. There has never been any considerable successful socialistic establishment, either among civilized or savage nations, and socialism has scarcely passed the theoretical state.

Co-operation is wholly different from both. It allows separate families and private property, but it requires all the population to have a joint interest in all important business affairs and interests. Co-operation has been frequently attempted, but it has never been successful in any extensive form in any country but this, and only in one single instance. That is the Mormon system. In the "World's Work" for December is an interesting account of Mormon co-operation.

In the first place, in order to maintain any sort of co-operation there must be power and authority to control it. These are possessed by the Mormon system. Mormonism is a religion which furnishes, so far as its believers are concerned, authority to act. It is also a church which gives organization and machinery through which its power and authority can be enforced. Absolute obedience to all the laws of the church are required, and failure to obey results in immediate expulsion with loss of all co-operative rights and interests.

Every member must pay a tithe or tenth of all he makes yearly to the church. Whether of wages, of crops, of the proceeds of mining or of any and every business engaged in by a Mormon, he must give one-tenth to the church. Tithing offices are established in every part of Utah where the money or the produce or merchandise that is paid in is taken, disposed of and accounted for to the head of the church.

Utah had very little of money or precious metals until the discovery of gold in Montana and Idaho, about 1865, and the people there lived and traded by barter. But after the opening of the mines the Mormons shipped their produce of every sort northward and sold it to the miners for gold dust. This source of profit enabled Brigham Young, who was then President of the Mormon church, to establish "Zion's Co-operative Mercantile Company," with branches in every part of Utah and offices in New York and London, and with a capital of one million dollars.

Brigham Young has long been dead, but the business goes on and the stock of the Co-operative Company, which has paid large dividends, is quoted at 60 per cent. above par. Then there is Zion's Co-operative Savings Bank and Trust Company, and the Utah Sugar Company, with a capital of \$2,000,000, which makes sugar from the beet. These and many other companies are under the direction of the church, with Joseph F. Smith, the President of the Mormon church, at the head of each.

Everything is co-operative, all the Mormons being interested in its success and every department of the system has careful and able supervision and the entire Mormon population is under particular supervision. All are looked after, and it is said that there are neither paupers nor beggars among them. Mormon missionaries are constantly at work in this country and in Europe proselyting, and the result is a steady stream of immigration into Utah. The problem of providing homes and employment for the new converts, and of relieving the overcrowded condition of other settlements, has been constantly before the Mormon authorities. The leaders are always on the lookout for promising new fields for colonization. Lands capable of irrigation are always in demand. Canada, Mexico, Colorado, Wyoming, Arizona, Idaho and New Mexico have all been the scene of Mor-

mon colonization at one time or another.

In the article mentioned it is noted that the habit of co-operation and of taking counsel enters into social, educational and political life quite as much as into business affairs. From the days of the Mormon pioneers the association of members into home stock companies for dramatic, operatic, concert and choir entertainment has been of much the same character as the co-operative business organizations.

Brigham Young was himself one of the most ardent patrons of amusements. In nearly every Mormon settlement there is some sort of dramatic company. Maude Adams, the well-known actress, had her first schooling in the old Salt Lake Stock Company, of which her mother, a Mormon, was a member. The present Governor of Utah was at one time leading man of the Home Dramatic Company, of Salt Lake City. Thus the paternalism of the church has attended amusements of all kinds. Presumably the Salt Lake Theater is the only theater in the world where a private box is reserved every night of the year for the head of the church, and it is usually occupied.

There are perhaps 200,000 Mormons in the United States, all holding allegiance to the church government in Utah, which is a political, social, industrial and commercial as well as a religious hierarchy, and the success with which its political and financial operations have been conducted shows that all is due to the submission of its members to the authority of the church organization. Without such power and authority no co-operative system can be carried on because it is difficult to get people to submit their private and personal affairs to such dictation and control. The same difficulty in a much greater degree stands in the way of any extensive system of socialism or communism.

British employers are complaining of a new phase of the American invasion. An American company having an establishment in Manchester, England, is offering American wages to British workmen and is, naturally, getting its pick among them. Under American direction and with the incentive of American pay it is said that British workmen do double the work they have been accustomed to perform for their British employers. The protests of the latter are not likely to excite serious consideration. They have no alternative but to adopt American methods.

A Southern Colonel saw a young lady walking alone and, in an excess of gallantry, offered his arm. The lady, who was an actress, first burst into tears then promptly knocked the Colonel down with a jolt upon the jaw. One never can depend upon what a woman will do. They generally do what you least expect them to do—at least that is what the Colonel thought as he gathered himself from off the sidewalk.

It looks as though they may get arbitration in Ireland. There is talk of a conference between representatives of the landlords, the tenants and other classes that have been at war in Ireland for generations past. All sides are apparently weary of the controversy and would welcome a settlement. To solve the Irish question without violence would be an achievement encouraging hope for the millennium.

**PROSPERITY AND ITS PROBLEMS.**

No single business probably shows the prosperity which the country is enjoying more clearly than that of railway transportation. This has increased immensely in the past two years and railway managers are now confronted with what is termed a car and power famine. It is said that the demand for cars to move the traffic of the country is 50,000 in excess of the supply and the shortage is continually increasing rather than decreasing. Conservative and expert traffic men fear a congestion and that the point will be reached when every freight yard and every freight house in the country will be blockaded with traffic. The railroad companies are reported as making strenuous efforts to provide engines and cars, but are unable to do so because all the car manufacturing and locomotive works have orders enough ahead to keep them busy for a year, working at their full capacity.

The prosperity which this state of affairs indicates is certainly gratifying and, furthermore, it shows the great strides that have been made in the development of the country. The enterprise and energy of the people are largely responsible for the favorable conditions prevailing, but it should be remembered that nature has been most generous in the past few years. However, without the close organization and the mechanical ingenuity of men, coupled with increased demands arising from increased wants and higher living, nature's abundance would have profited naught. But, while rejoicing over the prosperity which exists, it should not be forgotten that that prosperity is ushering in problems which, if not settled, may result in serious complications. No matter how generous nature's yield, the economic machinery of the country must be kept in a state of highest efficiency. In a territory so rich in natural wealth as is the United States, that is the greatest problem of all. Legislators can do much in this direction, sometimes by not meddling with well known economic laws and sometimes by inaugurating wise legislation, as the situation may demand. Much also depends on the action of capitalists and men at the head of large enterprises. The country has reached that point of economic organization and interdependency of industry upon industry that it behooves all the factors to exercise the greatest foresight and wisdom in the management of affairs. An example of this was the recent strike in the coal region.

A most amusing paradox is contained in the statement that nobody lives at the center of population in the United States. The center is at a point near Richmond, Ind., and a monument has been erected so that it can be found whenever it is wanted. A Hoosier tells the story in this way: "The last census disclosed the present center of population at a point near Richmond. Public spirited citizens, realizing how changeable centers of population are, concluded to erect a monument to mark the spot. It was immediately set up with proper ceremonies, on the spot where the exact center is located. This was ascertained by proper surveys. The monument stands out in the lonely country, where not a soul lives for miles around, and if it were not for that no one would know where the center of population is."

Our thoughts are the pigment with which we color life.



Would a system of keeping your accounts that

## Lessens Bookkeeping By One-Half

That gives you the Total Amount your customer owes you with Every Bill of goods he buys;

That gives your customer a duplicate of his order together with the total amount of his account;

Thereby keeping your accounts up to date like a bank, be of interest to you?

Our descriptive booklet tells all about it and we will gladly send you one if you will drop us a card.

**The Simple Account File Co.**  
500 Whittlesey Street,  
Fremont, Ohio

## Facts in a Nutshell

**BOUR'S  
COFFEES  
MAKE BUSINESS**

**WHY?**

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

## Stock It Promptly!

====You will have enquiries for====

# HAND SAPOLIO

Do not let your neighbors get ahead of you. It will sell because we are now determined to push it. Perhaps your first customer will take a dollar's worth. You will have no trouble in disposing of a box. Same cost as Sapolio.

**ENOCH MORGAN'S SONS CO.**

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—There has been no marked change in the general condition of the staple and of the market end business is moving along in a quiet, steady way from day to day. The only new element introduced is that of a strengthening in the market of raw cotton; but it may be said this has had no actual effect so far in this part of the market, although it undoubtedly will if it continues firm. The demand has been confined almost entirely to small and medium-sized purchases for nearby delivery with very little in the way of contracts for forward delivery. The market for heavy-weight sheetings has shown no change and prices are without alteration. Ducks and brown osnaburgs are quiet and steady without price change. Bleached cottons show a firm, steady tone with a moderate business in progress. Wide sheetings, cotton flannels and blankets are firm for all leading makes with but little stock unsold to draw from. Coarse colored cottons are for the most part well sold up.

**Prints and Gingham**—The demand for staple spring prints has been well maintained and an especially good business has been reported again in indigo blues, shirtings, mournings, etc., with prices very firm. Staple reds are this week more quiet, the large amount of business transacted recently having undoubtedly filled the requirements for the present. New light-work fancy prints have been selling on a good scale for both full standard grades and lower qualities and prices are steady. The demand for immediate delivery is somewhat more quiet. Napped fabrics of both printed and woven designs are against buyers in all desirable styles, supplies being limited and prices firm. Gingham show no important change, buyers finding the market against them and difficulty in placing orders for deliveries except at distant dates.

**Linings**—The finer grade of goods and special finishes have had a good week and are an important feature of the market. The large number of orders for immediate delivery and on forward contracts have been noted in both plain and fancy lines of mercerized goods and other silk and satin finishes ranging from 15c upward a yard. A number of converters have booked engagements for spring deliveries and fabrics considered reliable are in a very satisfactory condition. The shirt waist trade has been an important factor and many dry goods houses have purchased well. Percales in high finishes have been selling well, but regular grades have been quiet. Silesias have also ruled quiet, while medium and low grades are being bought by the Southern and Western trade.

**Underwear**—It will probably be another week or two before the most of the lines are on the market; still there is a pretty fair proportion already shown and many of those that are not, as one may say, publicly opened, are being shown and sold "on the quiet." In regard to this matter of prices, the manufacturer seems somewhat uncertain; the condition of the market for raw material is upsetting his calculations and the buyers are not helping him any in this matter. Another matter that is holding them back is the fact that they are still busy with present season's goods and have not gone very far in the matter of spring lines, consequently it is a matter

of indifference with them whether they open quite late or not. They feel also that many of the early orders taken in the season are more than liable to be revised or canceled altogether, and it simply means fooling around and perhaps selling the same goods over once or twice more. Of course, on certain lines that have a well established reputation, this is different and such manufacturers as make these have attained a position where they do not care what the other fellows do, but will pursue the even tenor of their ways and when they make a sale, are pretty sure that it is going to stick. They are not afraid that the early birds will catch their customers and wait until they are prepared to do business on a legitimate and solid basis.

**Hosiery**—More attention is now being paid to lines for next season, and efforts will be directed in these lines from now on. There seems to be every prospect that fleeced hosiery will be particularly prominent in the next fall market and the time for predicting the passing of the fleeces seems to have passed. In

**Kent County Savings Bank Deposits exceed \$2,300,000**

3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.  
Grand Rapids, Michigan



Get our prices and try our work when you need

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

Send for Catalogue and see what we offer.

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

**RUGS**  
Made From  
**Old Carpets**  
Any size desired at small cost. Price list and information as to amount of carpet required free.  
**Michigan Rug Co.**  
43-5 S. Madison St., Battle Creek, Mich.

# NOW IS THE TIME

To decide to open an account with us for 1903. We know you will not regret it.

**Grand Rapids Dry Goods Co.,**

Grand Rapids, Mich.  
Exclusively Wholesale



Way's Mufflers  
Harvard Mufflers  
Silk Mufflers  
Cotton Mufflers  
Silk Handkerchiefs  
Linen Handkerchiefs  
Cotton Handkerchiefs  
Silk Initial Handkerchiefs  
Cotton Init'l Handk'chiefs  
Also a large assortment of Gents' neckties in all the latest designs.

**P. STEKETEE & SONS**  
Wholesale Dry Goods Grand Rapids, Mich.

**NOT AT ALL OFFENSIVE**

**S.C.W.**  
**5¢ CIGAR**

regard to wool hosiery, however, the market is so far very unsteady.

**Carpets**—The carpet trade in general continues to show a very healthy condition. While most of the initial business has been placed with the manufacturers, there is still a goody amount of small business coming in every day. The Philadelphia weavers, both large and small, report a very satisfactory showing thus far in three-quarter goods as well as ingrains at prices fully up to those given out at the opening, and in many cases better. The orders for ingrains have been unusually heavy for this period of the year and jobbers show a willing disposition to grant full market values. All wool ingrains selling from 47@50c are in great request, much of the business is taken in these grades. Supers ranging from 30@40c are well sold up for some weeks to come. Cotton ingrains retailing at 25c have received some fairly good business, although relatively speaking, orders have not been so large as in other lines. The stiff prices quoted on yarns for the better grades of ingrains are strictly uniform with the values of the finished fabric. Common and double reel yarns used in the cheaper grades have not fluctuated to any great extent for months, and weavers' prices are not so stiff relatively as in the better grades. Makers of three-quarter goods are well advanced in the new season. The large orders that have been received during the last two or three weeks are being filled as rapidly as possible, giving employment to all hands the full quota of time. Wiltons and Brussels are well contracted for and tapestries have received a good share of the buyers' attentions. From the looks of things at the present time, the better grades will receive the better part of the business.

**Rugs**—Everything in rugs is sold away beyond the present productive capacity of the weavers. Cheap as well as the better grades are in large request. Smyrnas and moquettes are having a large run in the small-sized rugs, while Brussels and Wiltons are receiving the demand in the carpet sized rugs. Rugs 9x12 feet are quoted at an advance of \$1, while sizes over 9x12 feet are worth \$2 more than last season.

**The Veracious Writings of the Food Companies.**

If papa is taciturn; if mamma has a head and does not care to talk, little William, who has long since learned how to read, sits at the repast and quietly imbibes useful information of many kinds from the packages about him. All silently, the knowledge is borne in on him that "Energyscose is the fuel food of life. Better a pewter plate and Energyscose than a golden plate and nought but a stalled ox thereon."

If he tire of reading about the virtues of Energyscose he may turn his eyes to the corn-tassel-colored box on the right and read that "Gripe-knots are unlike any other food preparation. Being entirely digested they naturally wean a strong man from coffee and can be eaten without practice by teething babies. They contain nothing that will give the stomach the slightest trouble, and persons who have used our foods for years do not need their stomachs at all. They are made of devitalized chestnut sawdust and it is possible to eat them without the use of sugar or cream—or anesthetics. Properly compressed they can be used by the children as building blocks, and can then be reduced to a powder and taken one every two hours, when they give one all the effect of hav-

ing eaten without its foolish pleasures."

When William has read, and one side is thoroughly digested, like the contents of the box—mamma will turn it around, and he may read inspiring letters from invalids who lost their sense of taste years ago and who have enjoyed Gripe-knots ever since; or else on the third side how to make simple, innocuous desserts of bran.

Really literary families seldom content themselves with one lettered box of patent food, and some cultivated Bostonians have as many as five or six brands of various shades of yellow and brown, merely that Alcibiades Beacon, tired of reading about Cornena and its stimulative properties, may turn to the box of Wheat-toast or Puttyjim's Oat-husx or the box of Noegud, with its entertaining anecdote to the effect that a lady in Seattle, who had not been able to take a step for fourteen years, ate a single box of Noegud and immediately took steps to keep it constantly in the larder—and away from the breakfast table. Or his little mind, unable to cope with his father's arguments to prove Aguinaldo a bigger man than Washington, turns with relief to the statement that "Mrs. Bentley of Shog-ticocoo, Minnesota, was unable to take anything solid without facial paralysis. She ate one box of Noegud and now says that she would rather eat solid rock than be without it." Mark the double sarcasm of her remarks. It is dollars to doughnuts that Alcibiades, Bostonian although he be does not see that if she would not be without it she would not have it within her.

Some may carp at the color of the packages; some may even wish that the food could be put in china receptacles and the literature set beside each plate in "individual" pamphlets, but no one can say that there are not many aids to conversation among the elders and much of an improving nature to children in the unobtrusive and absolutely veracious writings of the food companies.—Cosmopolitan.

**Preferred Darkness to Light.**

Jim—What did you tell the old man when he said he couldn't allow you to see his daughter?

Fred—I told him I didn't care to see her—that it hadn't been my fault, at any time, when the gas was turned on.

**Postal Scale \$1.00**

Tells at a glance postage in CENTS on all mail matter. Capacity, 1 pound by half ounces. 3 inches high. Cuts down the stamp bill. Useful and attractive present. We make several styles from \$1.00 in nickel, as shown, up to \$6.00 in sterling. If dealer doesn't sell it, we prepay on receipt of price. Catalogue P. free.

**Pelouze Scale & Mfg. Co.**  
132 W. JACKSON BOUL. CHICAGO.



**F. M. C. COFFEES**

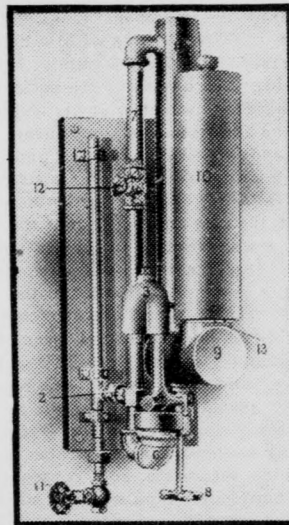
are always

**Fresh Roasted**

**Gas or Gasoline Mantles at 50c on the Dollar**

GLOVER'S WHOLESALE MDSE. CO.  
MANUFACTURERS, IMPORTERS AND JOBBERS  
of GAS AND GASOLINE SUNDRIES  
Grand Rapids, Mich.

**Acme of "Light" Economy**



Aglow with convenience—giving entire satisfaction.

**Perfection Gas System**

Nox-m-all

For commercial lighting can not be surpassed—is an individual gas plant. Generates its own gas. Operated by gasoline vapor gas, fed under pressure to any desired number of lights, connected by pipes the same as city gas. More pleasant than electric arcs, giving a steadier glow of illumination; a light more brilliant and the expense of operation shows an immense saving over either gas or electricity.

Full practical description in our new catalogue, mailed free on request. After two years' experience we have yet to find a single dissatisfied purchaser. Write for full particulars.

**Perfection Lighting Co.**

Chas. C. Wilmot, Manager.  
17 S. Div. St., Grand Rapids, Mich.  
Long Distance 2090.

**The Food**

for young and old, weak and strong.

**Malt-Ola**

Scientifically malted food. It is the best by test as a trial will demonstrate to you. Quick sales and good margin for you. Order a case or write for samples.



LANSING PURE FOOD CO., LTD., Lansing, Mich.

**THE FIGHT**

FOR THE *Mighty Dollar*

Is often very bitter and frequently results in great loss to those not educated in business ways; but cheering and successful with those who have acquired a knowledge of business methods in a course of study at the Detroit Business University.

The MOST COMPLETE modern methods, individual instruction, large corps of superior men teachers, rapid advancement. Open to young and middle-aged men and women. The BEST time to commence is now. Call or send for one of those elegant illustrated catalogues.

**DETROIT BUSINESS UNIVERSITY**

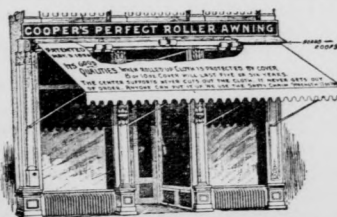
Business University Building

11, 13, 15, 17, 19 Wilcox Avenue, Detroit, Mich.

WILLIAM F. JEWELL, PRESIDENT

PLATT R. SPENCER, SECRETARY

**DON'T ORDER AN AWNING**



Until you get our prices on the Cooper Roller Awning, the best awning on the market. No ropes to cut the cloth.

CHAS. A. COYE,  
11 and 9 Pearl St.,  
Grand Rapids, Mich.

**COLLECTING ACCOUNTS.**

**How Some Merchants Succeed in Circumventing Dead-Beats.**  
Written for the Tradesman.

Jones, the grocer, turned from the pile of unpaid bills he had been looking through and opened his ledger. He leafed the pages over rapidly, stopping occasionally to foot up the account of some delinquent with a particularly large or an especially long-standing account, and if his discoveries were of a soothing nature, certainly his face did not reveal the fact.

Finally he closed the book with a bang, and carrying in his hand a slip of paper on which were written a list of people coupled with the sum of money due from each, he sat down to think things over.

"Some of these fellow have got to dig up," said he to himself after a time. "There's enough coming to me from this bunch to discount every bill I owe; and there isn't a man in the lot but is able to pay; yet I suppose if I were to start out to-morrow to collect a quarter of it, I'd find it a hopeless undertaking. However, the only way to get any of it at once is to go right after it. Now I'll just make believe that my creditors are going to close me up if I don't settle inside the next ten days and see what can be done in that length of time if I really put my mind to it. Of course I won't do anything to injure my business, but I'll see what sort of financial ground I'm standing on, nevertheless."

So Jones, having come to a conclusion and made a bold although perhaps somewhat rash resolve, folded his list of delinquents and put it in his pocket, and then, it being late in the evening, he locked up for the night and went home.

But although it is a simple matter to go home and to bed, it is often quite another to get to sleep, so it fell out that Jones lay and tossed about on his downy couch and heard the clock strike, one after another, the hours of darkness until, when it was getting well toward daybreak, he sank into a troubled sleep, and for a time forgot his business cares.

"What would you like for breakfast?" were the first words that assailed his ear in the early morning, and Mrs. Jones was startled to hear his reply:

"Well, if you're as hard up as you say you are, I might take your note for thirty days, but I want you to hustle around and get hold of something substantial by that time, for I can't wait forever."

And Mrs. Jones, who had become somewhat accustomed to the eccentricities of her lord, set down the strangeness of his answer to an evening at lodge, and thought no more about it.

A good breakfast and the fresh morning air made Jones feel like a new man and filled him with enthusiasm for the work in hand. He had been planning what to do with the fellows who he feared might be slow about paying, or who would try to put him off again as they had done many and many a time before. He had something ready for them all. He would tell this to Smith and that to Robinson; but he would hang on, and in the end he would get a settlement of some kind from each and every one. To that he had made up his mind and, in lieu of the cold coin of the realm or something else of a substantial nature, no excuse, however plausible, would be accepted. In Jones' barn stood a lively little black mare, which he hitched to a substantial buckboard, tucking the lap robe snugly about his

knees, and drove away at a brisk pace.

He was headed for that portion of the community lying to the eastward. It is well sprinkled with productive farms, and many and many are the dollars that flow yearly from its coffers into those of the merchant Jones. Three miles out lives a man with a hundred and sixty acres of tillable soil. He has two big red barns and the flocks upon his hills are the envy of his neighbors and the admiration of stock buyers from near and far. He has horses and hogs and hominy and farming machinery, and in his granaries are stored the wheat, the oats and the corn of the past three years. He lives in a little tumbled down shack with cracks around the doors and windows that let in the cold blasts of winter, and his wife cooks on an old-fashioned elevated oven stove that should have gone to the scrap heap in the auld lang syne. They have no sewing machine, no tablecloth, no carpets, no pictures upon the walls, no reading matter and no cellar that is entitled to the name, and consequently their butter is so rank with the smell of decayed vegetation that it is the bugbear of every grocer who comes in contact with it. But Twistleson's farm, from a stock raising and an agricultural standpoint, is a pronounced success. He "raises the stuff."

Twistleson went on the place when the country was new, and he cleared off the land with his own hands, raised a big family and either married them off or killed them with hard work, until now there is no one left but himself and wife, and there they live all alone, save for a hired man or two when the season and the work require it, and old Twistleson congratulates himself that he can buy and sell any neighbor he has. If that is his only object in life, he has certainly fulfilled his mission.

Strange as it may seem Twistleson is always hard up. He manages to get the top notch price for everything he has because he is never anxious to sell. No matter how many store bills he owes or how long past due they are he will not turn out a penny's worth of property to satisfy them unless the markets are just to his liking and he rests secure in the presumption that no merchant dares sue him through fear of losing his future business.

When Jones made his appearance Twistleson was engaged in hauling away from his stables the refuse with which to fertilize his broad acres. He was working as though there was not a minute to lose and his clothes were wet with perspiration.

"Hello, Twistleson! How are you?" cried Jones in his most cheery tone of voice.

"Morn'n,'" said Twistleton without looking up from his work.

"Pretty nice weather, this," observed Jones after a pause.

The farmer continued to wield his fork as though his life depended upon it, and vouchsafed no answer.

"Crops pretty good this year?" queried the merchant after a time.

"Middlin.'" Twistleson had decided that he would not be dragged into an unwelcome conversation and studiously kept his back turned upon the visitor. But Jones saw that in a very few minutes the wagon would be loaded, and so he awaited with becoming patience the moment when his delinquent should throw the last forkful in the wagon and reach for the lines. But Twistleson was equal to the emergency, and just at the moment when Jones was about to

# Every Cake



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

**Fleischmann & Co.,**

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

## Julius A. J. Friedrich

30 and 32 Canal st.,  
Grand Rapids, Mich.

Pianos, Organs,  
Sheet Music,  
Talking Machines,



and all kinds of  
Small Musical Instruments

Right Goods, Right Prices and Right Treatment is our motto

## IT'S A POSITIVE FACT

**We Can  
Increase  
Your Sales**



No. 304½ - \$12.50 per dozen

TWO CENTS (a postage stamp) is your only expense till we prove it.

**This Rocker**

is full size, 10 inch back board, golden oak finish, nicely varnished. It's a trade puller when offered free with \$25 to \$35 cash trade or \$5 trade and \$1.15 cash.

Coupons and window display cards furnished free.

**We ship on 30 days' approval**

Rockers, \$8.50 per doz. and up.  
Tables \$6 per doz. and up.  
Framed pictures, etc.  
Catalogue free.

**The Stebbins-Moore Co.**

Premium Specialists,

Lakeview, Mich.

open the subject nearest his heart, the farmer turned suddenly and said:

"Wall, I s'pose you're out lookin' fer money, hay?"

"Why, I happened to be driving by, and thought I'd stop and see what the prospects were," said Jones half apologetically.

"Wall, I hain't got none fer ye today," and Twistleson shouted "Get up" to the horses and began to climb on his load.

"Just a minute!" interposed Jones, who saw his debtor about to slip through his fingers without further parley. "How long will it be before you'll have some?"

Twistleson reined up his horses with a jerk.

"What's the matter with ye, anyhow?" he demanded. "Gittin' purty fast fer yer pay, hain't ye? Thought ye wuz jest out drivin' around fer yer health. Hain't goin' tew bust, be ye?"

"Oh, no," said Jones, hastily, "only I thought if you could spare a little money it would come mighty handy just now. You see—"

"Wall, I hain't got none to spare. Jest had m' hired men to pay off an' that tuck all the money I had, an' I hain't got nothin' to turn out yit. Needn't be scairt. Ye'll git yer money soon's I git around to it."

"Nothing to turn out," murmured the merchant. "Nothing to turn out!" Across the field to the right he could see a herd of cattle hungrily nipping the grass in the autumn field. On the hill-top beyond grazed and gambled a flock of sheep, and the nearby air was filled with the bleating of calves and the grunts and squeals of hogs. The mows in the big barns were stuffed with hay and the granary fairly creaked with its load of cereals.

"How many potatoes have you?" asked the merchant.

"Twixt four an' five thousand bushel," was the calm reply.

"Why don't you haul in some of them?"

"Can't git no price fer em."

"They're worth thirty cents to day."

"Thirty cents!" snorted the farmer contemptuously. "S'pose I'm goin' to g-i-v-e 'em away?"

"Why, no, not exactly. Still if I owed a bill and could get thirty cents for potatoes and had the stock on hand you bet I'd sell enough to square up. It don't seem exactly fair to use a fellow the way you do me."

"How much is m' bill?" demanded Twistleson in a harsh voice.

Jones referred to his memorandum.

"A hundred and eight dollars and forty-three cents," said he.

"Tain't no sech a thing!" roared the farmer wrathfully. "Tain't half that much. Now you look a here. I've heered about your cheatin' an' swindlin' folks afore now, an' I want to tell ye y' can't gouge me. I'm too old a bird fer you. I kin buy ye an' sell ye, an' buy ye an' sell ye, an' buy ye an' sell ye, an' I'll law ye from here to Jericho an' back. Ye needn't think cus I've got propety that I'm donatin' of it to every lunkhead that comes along astin' fer it."

To say that there were two angry men on Twistleson's farm at that time would be making a mild statement. Still Jones had school'd himself in the art of holding his temper, and after a short pause, during which the men glared fiercely at each other, the merchant said in rather a strained voice:

"Next time you're in town I want you

to come into the store and we'll look over the account together. If there is anything about it that isn't right I'll make it so, and, more than that, I'll pay you a five dollar bill for every mistake there is in it, if you'll add a five to the account if you find it correct. Will you do that?"

Twistleson meditated a minute. "Wall," said he at length, "tell ye what I'll do. I was kind o' mad when I talked about lawin' of ye. Fact is un' best horse got kicked in the stall last night an' I had to kill him this morn'n, an' I've be'n kinder put out every sence. I know ye're middlin' square, fer a store keeper, an' I'll git ye fixed up some way durin' the nex' two or three weeks. How'll that do ye?"

"O, that'll be all right," Jones hastened to reply.

"I'll do suthin' fer ye, anyhow," added the farmer, fearful lest he had said more than he intended. "See how fast I git along with m' work."

"Well, do the best you can for me, anyway," said Jones, half suspecting his customer might still further recant. "I'm going to need every penny I can get hold of by the first of the month, and I know you'd be the last man to see me stuck." And with a pleasant good morning he turned the mare's head eastward once more.

Half a mile farther on lived Jake Everingham. Jake was noted far and wide as the loudest talker and the greatest liar in the county, so that early in his career he had acquired the soubriquet of "Honest Jake." Honest Jake had a small farm with a big mortgage on it. He tilled the soil in a haphazard way, lived from hand to mouth, and owed every merchant who had ever been so foolhardy as to trust him to any amount, however small.

Jones decided to call on him, more as a matter of duty than in the hope of obtaining a settlement, and he was mildly wondering what sort of an excuse Jake would make when he began to talk business. The delinquent espied Jones long before he reached the premises, and rushing out of the house hailed the merchant with loud acclaim.

"By mighty!" he shouted. "Say, but I be glad t' see yuh. Powerful glad, by mighty! Say, come into the house an' take a set down. Can't stop? Waal, now, that's too bad! But say, I'm most mighty glad yuh come. Was jest goin' down to have a good long talk with yuh. Was, by mighty! Now I expect yuh think I orter pay up that air bill o' mine, an' me an' the wome'n was sayin' we guessed we got it fixed so's we c'd do it all right. Pay up the hull thing afore spring, intrust 'n all, an' gin yuh a big trade into the bargain. Mind that stubble eighty I lumbered off winter afore last?"

The merchant nodded. He had good cause to remember it. He had furnished a lot of supplies for the men who had worked there, and up to the present time there was a balance on the wrong side of this account amounting to a nice little sum.

"Yes, I thought yuh's mind it. Waal, I be'n tryin' m' dumdest to git a holt of that air piece from the comp'ny ever sence, an' now I kin buy it fer eight hunderd. By mighty! It's cheaper'n dirt at that. D'yuh know what the' is left on that eighty? Waal, I reckon not, but I do. The's ten thousand cord o' wood if the's a stick, an' at the present prices we orter make half a dollar clear onto every cord. That's five thousand dollars. Kin take it all off in three

## Putnam's Menthol Cough Drops

"They Stop That Tickle"

Certificate in every carton. Ten certificates entitle dealer to one carton free. Manufactured only by

**Putnam Factory National Candy Co.**  
Grand Rapids, Mich.

## The Good Food Cera Nut Flakes

Is not recommended to CURE consumption, rheumatism, toothache, etc., but the people who use it soon recover from all their ailments. Made from nuts and wheat—Nature's true food.

**National Pure Food Co., Ltd.**  
Grand Rapids, Mich.

# JAMO

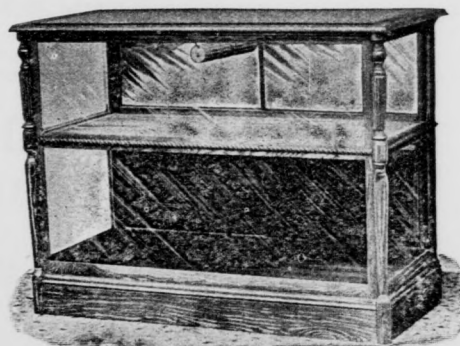
Coffee, the world's best, is blended and dry roasted by experts. Contains the finest aroma and richest flavor of any coffee in this market. Sold in pound packages

**Telfer Coffee Co.**  
Detroit, Mich.

## Grand Rapids Fixtures Co.

One of our  
Leaders  
in  
Cigar  
Cases

Write us  
for  
Catalogue  
and  
Prices



Shipped  
Knocked  
Down

Takes  
First Class  
Freight  
Rate

No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

months, an' there's a purty good profit fer a mossback, ses I."

"Yes, elegant; but seems to me that's a good deal of wood to get off eighty acres of stubble. I'm afraid you might fall a little short of your expectations."

"Say, Jones, did yuh ever estimate any cordwood timber?"

"No, I never did."

"Ever cut any?"

"Never."

"Waal, I hev. I've cut m' five cord a day with m' ax alone, an' kep' it up fer a month to a time, an' yuh bet they can't fool Jake on cordwood timber. Why, the maple an' beech is piled up there ten foot high, an' the's enough hemlock an' ellum left standin' there to pay fer the place without cuttin' a foot of wood. The place'll sell fer twelve hundred after the timber's off, an' there's money in jest buyin' of it fer a speckilation."

"Have you bought the property?"

"Me bought it? Uh uh. No, I hain't no money to buy land with. I've swore a solemn swear that the fust cash I git is goin' to go fer to pay yuh off with, an' the next goes into reel estate. That's what keeps me so poor—payin' up m' debts. Ef I wuz like some fellers I could be a millionaire. I kin see the places to make, but I'm allers so hard up paying m' honest debts that I can't take advantage of the good things that's rubbin' ag'in' m' nose all the time. No, what I was a thinkin' was, fer yuh to buy the eighty, an' I'd go in an' take off the wood an' yuh furnish the groceries, like, an' when we got through we could kinder settle up an' yuh could give me what yuh thought was right. Wouldn't want no big thing. Jest a livin' fer me an' the womern an' a chanct to pay m' honest debts. What d' yuh think of it, anyhow?"

"O, I'll think it over. You don't happen to have a dollar or two you could spare this morning on the old deal, do you?"

"Me? O, by mighty! No, I hain't got two cents. I'm callatin' on takin' a job of lumberin' this winter ef we don't go into the cordwood deal, an' I kin fix yuh up all right afore spring, anyhow. If I had a dollar or two I'd 'a' be'n down to pay it to yuh long afore this. I hain't none o' them chaps what run away from a feller jest cus I happen to owe him a little bill. I'm honest, if I be poor. They say it's no disgrace to be poor, but sometimes it's mighty onconvenient. Now yuh think over that land deal an' let me know. I'm so drove with work I don't bar'ly know which way to turn, an' I gotter have a definite answer right away."

\*\*\*

Not so very far from Honest Jake's place lives Phil McGowan. Phil is a man with a sneaking, hang dog face that leads one to believe that he has just been, or is in constant expectation of being kicked. He has a furtive, half-scared expression and has never been known to meet the eye of his interlocutor. McGowan was working near a lot of tumble-down buildings that answered for cowstables, sheepsheds, pigpens, and storage for fodder and hay. He saw Jones coming and thinking discretion the better part of the debtor made a hasty sneak around the corner of one of these buildings. Jones saw him go and suspecting the cause, he whipped up his horse and drove rapidly through the open gate with the intention of catching up with the delinquent before he got out of sight. But the ground was so strewn with fence

rails, old lumbering sleighs, rickety chicken coops, broken farming machinery and log sheppens that he had to abandon the idea and continue his pursuit on foot. Around the buildings he hastened at a brisk pace, but the place was quiet and apparently deserted. Through one after another of the sheds he went, but no human being could he discover. Still he was satisfied that McGowan had not been able to get away from the neighborhood, for he had watched every avenue of retreat with a jealous eye, and he made up his mind that the recreant debtor was concealed in one of the buildings and that he should be dragged to the light of day, no matter how well or securely he had concealed himself.

One after another Jones entered the buildings, poked into the haymows and probed the fodder piles with a fishing pole he had picked up on the premises, threw the straw out of the cattle's mangers, and called aloud to McGowan to come out like a man and face the music. Still all was as quiet as the grave. Yet Jones did not give up. Once more he made the circuit of the buildings, and once more he found no trace of the culprit. Going out again into the open he stood still for a time, trying to decide upon his next step, and while waiting there, along came a funny little curly black dog that was very much pleased to find a visitor. He hopped and frisked about and licked Jones' hand and exhibited great admiration for his newly-found acquaintance. The merchant is fond of dogs and in making friends with this one he forgot for a moment the object of his visit, but when his thoughts began to return to the matter in hand it suddenly occurred to him to make use of the animal for his own purposes.

"Hay boy!" he exclaimed, snapping his fingers, "come and hunt 'em up. Heah! Hunt 'em up." The dog was immediately all attention and started on a run after a small calf that was peacefully grazing on the opposite side of a neighboring field. But Jones managed to coax him back, and finally to get him to hunting about in the buildings for something, he knew not what. But the dog was anxious to earn the encomiums of the new-found friend, and soon began a search of the sheds, one at a time, as fast as Jones took him to the doorways. Suddenly the dog gave a joyful yelp and began pawing away the loose straw under one of the mangers. Jones watched in silence for a moment, but when first one cowhide boot and then another was uncovered, he gave a glad shout and, seizing the protruding footwear, tugged lustily to bring it to the light of day.

"Leggo," feebly requested a smothered voice.

"Not by a jugful!" announced Jones, with another yank. "When I get a good hold on aslippery duck—" yank—"I hang right on."

"I'll come," said the voice.

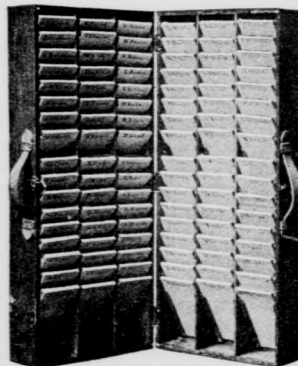
## F. C. LARSEN COMPANY



Wholesale Groceries and Provisions  
Crockery and Woodenware

61 FILER STREET Telephone 143 MANISTEE, MICH.

### A FEW POINTERS



Showing the benefits the merchant receives by using the

**Kirkwood Short Credit System of Accounts**

It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill, Agent

105 Ottawa St., Grand Rapids, Mich.

Manufactured by COSBY-WIRTH PRINTING Co., St. Paul, Minn.

## Mr. Grocer

You will find the quickest sales and largest profits in

### Tryabita Food



The only ready-to-eat wheat flake cereal food that is impregnated with PEPSIN and CELERY. We are also the only cereal food company that employs only union labor. Union men know this. Have you seen our catchy advertisements in the daily papers all over the country advertising Tryabita Food and Tryabita Hulled Corn?

TRYABITA FOOD CO., Ltd., Battle Creek, Mich.

## Christmas Light 15c a Month

For Stores, Homes, Churches, Halls, Streets, Etc., with our

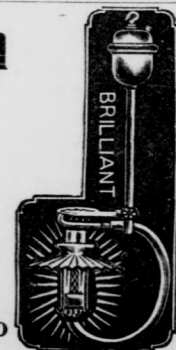
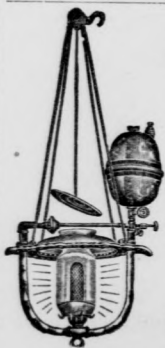
### BRILLIANT

Or 30 cents a month per light with our

### HALO GASOLINE LAMPS

A 15-foot room can be lighted by one Brilliant or a 40-foot hall by one Halo Lamp. Every lamp guaranteed. Write for catalogue. Agents wanted.

BRILLIANT GAS LAMP CO., 42 State Street, Chicago



"You bet you'll come." Another yank.

Phil arose from the floor, his hair and eyes filled with chaff and little wisps of hay sticking out all over him. He was a pitiable sight. The dog jumped at him affectionately and tried to lick his hand.

"D—ye" snarled McGowan, aiming an unsuccessful kick at the beast with his heavy boots, "come a near me an' I'll kill ye!"

"Let him alone," commanded Jones. "Kick that dog and I'll break your back. You're such a sneaking cur yourself that I suppose it makes you mad to see a dog that's better than you are. Now, what are you going to do about that account? I'm here for business and don't you forget it."

McGowan glanced about the stable with his uneasy, shifty eyes as if looking for some new avenue of escape. Jones stood between him and the door. "How much is it?" he gasped, at length.

"Seven dollars and a half," said the merchant.

"Hain't got so much. Hain't got no money at all. Hain't got nothin' 't be no 'count to youse. I'm awful hard up, I be," said McGowan, in low, whining tones.

"Yes, you have something that I can use," contradicted Jones. "You've lots of things I can use. I'm here now, and I want you to settle up some way. I've all kinds of sympathy for a man who does the best he can, and I'll give him every chance in the world. You've owed that account for more than a year and you haven't been in the store since I let you have the goods. I've lost all your cash trade by accommodating you, and you've got so that when you come to town you go around by the back streets so as not to pass my door. I'm getting sick of this sort of thing and you're going to settle up before I leave or there'll be trouble. Now, how much money are you going to pay me to day?"

"Ye wouldn't put it over a poor man, would ye?"

"All I want is what's mine by right. Now what have you got?"

"I've got ten shillin' in money—"

"All right, that's good. Now what else?"

"Got a few tatics."

"They're all right. Potatoes and money. Produce your money and then get your team around and I'll stay here and see you load up."

So McGowan fearfully yet grudgingly did as requested, and Jones followed the wagon all the way to town and then saw that the tubers were safely stowed away in his cellar.

A week later the merchant again made a careful survey of his accounts and found that the actual collections had been rather light. He had plenty of good enough promises, some country produce and a comparatively small amount of cash to show for the six days' work, yet he felt that all in all it had been a profitable week for his business. Some customers whom he had heretofore considered pure gold, turned out to be very base metal indeed, while others of whom he had always felt a certain degree of distrust responded promptly and cheerfully to his request for funds.

"I have played my little game of a bankrupt," mused Jones to himself, "and I find that it would be out of the question to effect a quick settlement with any great part of my delinquents in case of need, but I have nevertheless

satisfied myself that I can depend upon realizing liberally from a considerable number of them in a reasonable length of time, and as I firmly believe that I can not do a large nor a really profitable business without extending credit in some form to those I consider worthy to receive it; therefore, be it

Resolved—That I will closely scrutinize all accounts, keep them down to the lowest amount consistent with the probable paying ability of the customer, see that they are closed up fully as often as possible, and that I will no longer worry myself bald headed over a matter that, after all, is a reasonably good business proposition.

George Crandall Lee.

**His Remembrancer.**

Jay Cooke, the financier, was from his boyhood an enthusiastic angler. The waters of Put-in-Bay, not far from Sandusky, Ohio, have often been the scene of his exploits from his earliest to his latest years. Concerning this harbor and its associations with a notable event in our naval history, this little tale is a favorite of Mr. Cooke's: An old countryman entered a drug store in Sandusky, holding up a handkerchief with a knot in it. "Well, uncle, what is it?" asked the clerk. "I'll get around to it pretty quick. Now, what place is it down here on the lake?" "Do you mean Put-in-Bay?" "Yes, that's it. Now, who was it that put in there?" "Perhaps you mean Commodore Perry?" "The very man. And I want a bottle of Perrygoric."

**His Sedative.**

Anxious Wife—What do you think of my husband's case? Is it serious?

Physician—Oh, he'll pull through all right. What he needs is rest, so I have prescribed an opiate.

Anxious Wife—How often shall I give it to him?

Physician—Don't give it to him at all; take it yourself.

**"Tobacco Thief"**

"Tobacco Thief" is a guaranteed cure for the tobacco habit, in all its forms. It invigorates the whole nervous system, and completely eradicates that hungry, gnawing desire. Every bottle is wrapped with guarantee and sight draft, which will positively be paid in every instance where "Tobacco Thief" fails to cure. "Tobacco Thief" is put up in cases of one dozen each, together with 50 postage paid advertising cards, for the druggist to sign, and address to his customers, also about 100 counter slips with testimonials, etc. We do not guarantee the sale of the goods, but we furnish the kind of advertising that *does* sell them.

Don't hesitate to talk it, nor be afraid to sell it, and if necessary don't be afraid to use it. Liberal discount to agents.

**Price \$1 per Bottle**

**Testimonials**

I took my first chew of tobacco in 1865 and have used it continually ever since that time. December 26, 1893, I received a package of "Britton's Tobacco Thief" and commenced to take it, and continued chewing but two or three days when I wanted it no more, and am now completely cured and realize that it will save me a great amount of money, besides breaking me of the filthy habit. Yours Resp'y,  
Fred K. N. Burhans, Portland, Mich.

Have used tobacco in all its forms for over 38 years, and after trying "Britton's Tobacco Thief" for 30 days I consider myself perfectly cured.  
W. H. Triphagen, Pewamo, Mich.

Frank Corwin was cured by half a bottle, Nelson Harris by one bottle and I was cured by two and a half bottles.  
Geo. H. Hollister, Breckenridge, Mich.

**M. A. BRITTON, Pewamo, Mich.**

# Shinola

The finest Shoe Polish made. Gives a lasting shine. Water does not affect it.  
One gross large (10 cent size), \$10.00.  
5 per cent. off.

## Free

With each gross, a fine Oriental Rug, 36x72.  
Just what you want in your shoe department.  
Write now.

### Hirth, Krause & Co.

Grand Rapids, Mich.



**Women's Blue Cross Shoes**

Have no equal for comfort. They have rubber heels.

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



Walloon Lake, Mich., Nov. 22, 1902

Allen Gas Light Company, Battle Creek, Mich.

Gents—I write to tell you that the Gas Lighting Plant you put in for me last June is perfectly satisfactory; I have never had the least trouble with it and consider I have as good a light as it is possible to have. Wishing you every success with your machines, I am  
Yours truly,  
A. E. HASS.

USE THE CELEBRATED

# Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

## Shoes and Rubbers

### Modern Methods of Popularizing a Shoe Department.

After you have decided to put in a shoe department, you are confronted by the question, among others, of how you shall bring this new department to the attention of the public in such a way that it will prove a success from the start, receiving the patronage of your present patrons and drawing into your store people who have not been there before. It is not enough that you have a shoe department or that you carry good stock or that you offer extraordinary inducements in prices. You must let everybody know that you have a shoe department and impress it upon the public in such a way that everyone not only knows you have a shoe department, but also is curious to see the inside of it.

Success depends largely upon getting a good start and the right start. Once get anything to moving with an impetus and moving in the right direction and a large part of the difficulty of getting things into satisfactory working order is overcome. So when you are planning the opening of your shoe department, keep this fact in mind. Do not think that a lack of energy or enterprise in starting the department can be atoned for later. The first impression is the one that counts. The nature of the start determines the attitude of the public and your clerks to your new venture.

Advertising is making people know desirable things of which they were ignorant or reminding them of desirable things that they have forgotten. Your problem is, "How shall I set about making everybody know that I am to open a shoe department? In what way shall I do this so that people will remember the fact and be desirous of seeing the department and purchasing in it?"

The first thing that you have to do is to thoroughly inform people that you are going to open a department before the department is opened. Do not begin to advertise your department after it is opened. After business has commenced you will have special features to put before your patrons which will require all the advertising space at your command. People should be prepared for the reception of special shoe news from you before they begin to receive particulars.

After you have decided to put in a shoe department and have fixed upon the date or the approximate date for its opening announce it in the newspapers in which you advertise. Make up one large advertisement as an announcement of the fact that you have decided to open a shoe department in connection with your other lines on or about such a date. State your reasons for opening such a department, that your patrons have expressed a desire for a shoe department, that they prefer to buy their shoes where they buy their clothing and furnishings, that you are in a position to supply them with shoes that will be distinguished by exceptional quality and value, and that for all these reasons (and such others as you will wish to add to such an announcement) you have decided to open on or about such a date a shoe department of which you will have more to say at a later date. It would be a good idea to devote your entire advertising space for one day in all the newspapers to a notice of the proposed opening of the department. Such a notice might be inserted in the papers

three weeks before the date of the opening. Some advertisers prefer, in opening a new department, to take special space in a paper on another page from their regular announcement. There are advantages in this, as such an announcement does not interfere with the regular announcements of merchandise to be made, but it is better to use your regular space, that there may be no confusion over the fact that you are the proprietor of the new enterprise.

Do not tuck this first announcement of your new department into an obscure corner of your regular advertisement. Do not give out this preliminary notice in connection with notices of regular offerings, which will attract the attention of readers. Make a generous use of space. Advertise as if this special feature of your business were a matter of importance. People will form their opinion of the importance of the new department very largely by the way you announce it. If this is crowded into a corner, they will think you intend to crowd the department into a corner, and things crowded into a corner are never impressive.

Having made your first large notice of your department, make some reference to the new department in every one of your subsequent newspaper advertisements. It is a good idea to have two or three lines of a simple announcement of the opening set up and run in a regular position at the top or bottom of every one of your advertisements, where it will be read by every one who reads your firm name. Get people used to seeing something about your shoe department, avoiding specific details until you begin your direct preliminary advertising. By giving them time to digest the fact that you will add shoes, they have time to grow curious and also accustomed to the idea that you will have special advantages to offer. Before your opening, you want everyone prepared to accept as a natural fact the shoe department in connection with your business. It is well to play upon the statement that it will be worth while for your patrons to delay making purchases in shoes until they see what you have to offer. By giving people time to realize that you are to sell shoes, they are led to defer purchases until they see what you have to offer.

It may be well to make special announcement of your proposed department once a week for at least a month before the opening. This will depend upon the size and importance of the department, the amount of advertising done, and the amount of competition to be met. But whether announcement is made a month or a week before the opening, do not fail to make some reference to your department in all your advertising matter. Keep the department before people constantly before your direct preliminary campaign begins.

In communities where, for one reason or another, an important part of the population can have their attention attracted more quickly or satisfactorily by posters, you should have a poster prepared and put up, simultaneously with your first announcement, in every place on the main roads where it will attract attention. Posters are good advertising mediums if they attract attention. To attract attention they must, in these days, be original in wording or arrangement, or both. Your poster needs to contain but very little matter—a simple statement of fact—but it should be arranged with plenty of white space, so

We not only carry a full and complete line of the celebrated

## Lycoming Rubbers

but we also carry an assortment of the old reliable

## Woonsocket Boots

Write for prices and catalogues.

Our assortment of combinations and Lumberman's Socks is complete. "Our Special" black top Felt Boots with duck rubber overs, per dozen, \$19. Send for a sample case of these before they are gone.

Waldron, Alderton & Melze,  
Saginaw, Mich.



## Real Service Counts

Shoes bearing our trademark do not depend on catchy talking points. They owe their supremacy solely to the amount and quality of wear they contain and to the ease and comfort they give the feet they dress.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

**Mayer's**  
**LADIES' SHOES**

Embrace every feature of Style, Grace, Beauty and Durability; they wear well, look well.

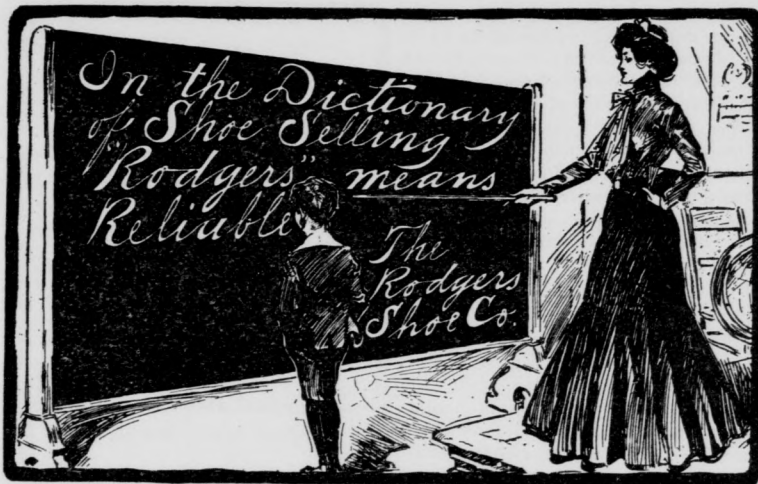
The dealer who will put in our line of Ladies' Shoes will do well.

Write us about it.

F. MAYER  
BOOT & SHOE CO.  
Milwaukee  
Wis.

MILWAUKEE  
EMAYER B & S CO.  
CUSTOM MADE





## YOU WILL FIND

This cut on all our cartons. We stand behind our assertions; if goods are not as represented, remember that the railroad runs both ways. We will send the following shoes on approval because we know you can not better them. "Honesty is the best policy," so we are honest in what we advertise. Three of our good things made by us at our Northville factory are:

- No. 235. Men's Boarded Calf, Heavy 1/2 D S., Brass Stand, Screw, French, Bals..... \$1 50
- No. 230. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, French, Bals.... 1 60
- No. 231. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, Tipped, Bals.... 1 60

Each pair with a guarantee tag attached

The Rodgers Shoe Company, Toledo, Ohio  
FACTORY, NORTHVILLE, MICH.

that it will catch the eye. A poster in colors costs more than one in black and white, but has enough added attractiveness to make it much more valuable.

If you are in the habit of sending out regular catalogues or handbills to your customers, a special announcement of your new department should be printed on them. But in all this preliminary advertising matter confine yourself to the announcement of the opening and your reasons for adding a shoe department. Specific statement of shoe news should be deferred until your direct preliminary advertising begins.

Your object in your preliminary advertising is to give everybody knowledge of the new department, to inform everybody of its proposed installation, and to give out that notice early enough to acquaint everybody with it before the opening takes place. Whether you begin this preliminary advertising a week or a month before the opening, see that the fact soaks in, either by frequent repetition or by a heavy outpour of announcements.

The more curiosity you can stimulate, the more eagerness will the public show in reading about the department.

The addition of a new department ought to give your local papers an opportunity for an interview with you on the growth of your business, its development, its various features, and its popularity. A new department can thus be made to bring an established enterprise into new prominence.

Remember that you either raise or lower your standard by advertising.—Apparel Gazette.

### Well Soled Shoes Defeat Disease.

"The cold weather is coming," said the retired shoe manufacturer, "and I would like to say a word to people who are racking their brains for means of keeping warm, now that coal is so high. The old saying, 'There's nothing like leather,' fits the case.

"To keep warm, dress warmly, especially the feet. Soles wear thinner and thinner, and the wearer never notices the cold and damp treacherously stealing through, until a hole makes the weakness of the sole evident. A thin sole on a shoe in winter is one of the worst enemies of health, I think. The cold and dampness penetrate it, causing cold feet, a sluggish circulation, cold on the lungs, and if the fault is not corrected, pneumonia or consumption. These extension edge soles are deceitful for they look as if the sole of the shoe was thick, when it is really worn as thin as paper. Women are more liable to suffer from the thin soled shoe than men.

"We make women's shoes here, and we do not put such a heavy sole on them as Brockton manufacturers do on men's, although soles of women's shoes are heavier than a decade ago. But women are indoors more than men, and get used to the warmly carpeted floors, hence the cold of sidewalks and snow gives them a harsher shock, and woman is of weaker constitution than man and less able to stand the cold. I thoroughly believe, and I think all medical men will agree with me, that a thinly clad foot is a more common cause of shivering, chills, colds and more serious sickness than is a thinly clad chest. The vital organs will keep the chest warm, but the supply of blood to the feet is not as great nor as warm as to the chest. So if one wishes a good insurance policy against sickness for the coming winter, let him or her buy a strongly made, well soled pair of shoes.

"A new shoe, made by a manufacturer of reputation, ought to be waterproof enough for all ordinary purposes. The most common place for leaks in shoes is under the instep, where the sole joins the upper, but if a little vaseline or oil is rubbed along the seam, and, indeed, all the way around the edge, it makes the solid shoe surely waterproof. A cobbled shoe, no matter how well soled, is apt to leak.

"Special waterproof shoes are made by some manufacturers upon orders from retailers. They are made of waterproof leather upper and oak soles over soles of rawhide and pigskin. Some people say that leather can not be made waterproof, but one manufacturer hung a finished skin, with its ends caught up, so that it held water like a basin, in a shoe store window in Lowell. The water remained in the skin six weeks and not a drop soaked through, and leather like that ought to be waterproof enough for ordinary purposes. In fact, the leather in good shoes to-day is waterproof.

"The average buyer to-day wants a shoe that will do for all occasions, for street and house and office wear, a visit to the club or theater or any occasion where patent leather shoes are not required. The half knee laced shoe, that appeared a few years ago, has proved an excellent shoe for tramping about the streets on wet days, but it is too heating to be worn long in a warm room. The low cut shoe does not protect the ankle in wet weather. So it falls to the lot of the ankle high shoe, which protects in wet and cold weather and is not too heating in a warm room, to fill the demand for a winter footwear."—Lynn Item.

## Mr. Retailer

Our line is complete. Salesmen will call soon. Wait for our Ladies' specialties; they retail at

\$2 & \$2.50

Made in All Leathers

The Lacy Shoe Company  
Caro, Mich.

## O, YES!

We make other shoes beside the Hard Pan, and good ones, too. But our Hard Pans receive the most painstaking attention from the moment the order reaches the factory. The upperstock, the insole, the outsole, the counter, the gusset, even the thread, and every smallest part are most carefully selected, scrutinized and examined. And the greatest watchfulness is exercised in putting these parts together; every process is closely followed, every mishap guarded against. Everything is done and nothing left undone to produce the greatest wearing shoe that can be made out of leather. To make our "Hard Pan Shoes—Wear Like Iron" is our greatest ambition. Try them.

HEROLD-BERTSCH SHOE CO.,  
MAKERS OF SHOES GRAND RAPIDS, MICH.

Anticipate Your Needs for

## Hood and Old Colony RUBBERS at once

You will surely require a big lot before the winter is over and we can take care of you in good shape. We are headquarters for these goods in this part of the country.

The L. A. Dudley Rubber Co.  
Battle Creek, Michigan

## Hardware

### Range of Fire Hazards in Heating Systems.

The great diversity of devices and methods in use for house warming, due to the varying conditions of fuel supply and climatic requirements, presents to the underwriter a range of fire hazards which compels the careful study of all the conditions to enable him to suggest to the user the proper safeguards to prevent disaster.

The surveyor or inspector finds his attention called to problems ranging from the old-fashioned open fireplaces, with wood for fuel, such as grace and make cheerful our country homes, to the wood or coal-burning stove, and up to the more modern and complicated steam, hot water and hot air furnaces, now so common in the equipment of city and town houses, with a sprinkling of natural gas grates or stoves, and an occasional encounter with the kerosene oil device, each demanding special expert knowledge as to construction and use, and the exercise of good judgment in the suggestions necessary to make safe such defects as may be discovered upon investigation.

Statistics of fire losses from heating appliances seem to place stoves and stovepipes at the head of the list, followed closely by hot-air and indirect steam-heating devices; then in regular order, open fires, wood and coal, hot water and direct steam heat, oil stoves, and last, natural gas. Considering the record of fires from heating apparatus as a whole, the only conclusion to be reached is that carelessness is at the base of each of these accidents, either as a defect in the original installation

of the apparatus or as the result of recklessness and the neglect in its after use and care. With a desire to consider briefly some of the salient points of hazard incident to the methods of house warming, we take up the different devices in the sequence of the statistical record as above noted.

Where such devices are to be used for heating or cooking they should be free from cracks or other imperfections which would admit of the escape of coals or sparks; should be set upon solid platforms of brick, or in metal pans with raised sides and legs three inches in height, in either case being large enough to extend well in front of the ashpit and thus protect the floor. Stoves should not be set within eighteen inches, nor their pipes within ten inches, of any woodwork, lath or plaster partition or other combustible material, except when conditions will not permit otherwise, and then all combustible material should be protected with bright tin sheeting, with a space of not less than 0.5 inch between it and the combustible.

Stove pipes should be well and frequently supported by wire; each joint should overlap the other toward the stove and be carefully riveted to prevent the escape of sparks. Fires should not be dumped into the ashpit, except upon a bed of dead ashes of not less than 2 inches in thickness. All pipes should enter the chimney or flue horizontally and in plain sight. Pipes entering flues vertically, or passing through blind or unused attics, where they may not be frequently inspected, are prolific causes of fires, particularly in country houses.

The furnace should be set upon a very solid foundation in order to prevent the

sagging or cracking of its walls. The top or dome of the enveloping walls should not be less than eighteen inches from the unprotected woodwork or lath and plaster ceilings, and its smoke pipe or flue should be a like distance from combustibles. The ash pit should be sunken, or the floor in front of it be of brick, stone or concrete, not less than thirty-six inches wide. The enclosing walls of the furnace should not be less than twelve inches from all combustible material and the inlet or cold-air duct should be entirely of iron or other metal.

Hot-air flues or conduits should be made of heavy, bright tin plates with well soldered lock seams, and be kept at least ten inches from all woodwork or other combustibles. Where it is necessary to carry them through or into wooden or lath and plaster partitions, the flues should be double; i. e., one inside the other, with an air space of not less than 0.5 inch between the two, and be properly braced to insure rigid separation throughout. Where register boxes are set in floors or partitions, the wood work should be framed around them to leave an air space of not less than 2.5 inches and be protected by flashings of bright tin extending from the outer edge of the register opening to and through the floor beams or partitions. Each register should be set in a frame of soapstone not less than 2.5 inches wide and one inch thick, firmly and well set in cement or plaster of paris.

The same general care in setting and arrangement should be followed in the use of hot water as suggested under the above on hot air and indirect steam-heating devices, and in addition all pipes used for the conveyance of hot water

We have the Largest Stock in Western Michigan of

## Sleigh Runners Convex and Flat Sleigh Shoe Steel Bar and Band Iron

Send us your orders.

Sherwood Hall Co., Ltd.  
Grand Rapids, Michigan

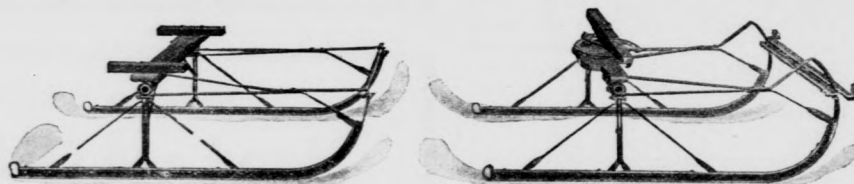
## C. C. Wormer Machinery Co.

Contracting Engineers and  
Machinery Dealers

Complete power plants designed and erected. Estimates cheerfully furnished. Let us figure with you. Bargains in second-hand engines, boilers, pumps, air compressors and heavy machinery. Complete stock new and second-hand iron and brass and wood working machinery.

Large Stock of New Machinery  
DETROIT, MICHIGAN  
Foot of Cass St.

# E. Bement's Sons Lansing Michigan. Peerless Steel Sled



Patented March 5, 1895. Other Patents Pending.

Do not buy a pair of bobs to go under your express wagon body, platform or depot wagon, surrey, piano body or for any other purpose until you have seen the Peerless Steel Sled. Please bear in mind they are not a coarse, cheap, cast iron affair, neither is it a hub runner attachment, but a pair of bobs, fitted with the Peerless Steel Shifting Bar, to which can be attached buggy shafts and easily adjusted to side or center draft. The Peerless Steel Sleds are light, strong and durable; the workmanship is first-class, and the material is the best to be found, the several parts being placed edgewise so as to resist the greatest strain. The runners are of two pieces placed edgewise with space between through which pass the bolts that secure the shoe in place. They are therefore easily reshod. They are low priced only on account of their peculiar construction. It is practically impossible to break them. Remember they are not put together with cast iron pipe fittings which are sure to break, but every part is such as to obtain the greatest amount of strength for the material used. These Sleds are designed to go under a box taken from a wheeled vehicle, by attaching by means of a bolster on the rear bob, and by attaching the circle on the front bob to the front bolster from the wagon. Shipped without shafts or tongue and without reach or couplings.

or steam should be kept free from contact with woodwork or other combustibles by the use of metal thimbles or sleeves, provided with interior lugs or radial points, to provide an air space where the pipes pass through floors or partitions. Fires from hot-water systems occur from the high temperature reached by the water on account of obstructions or retardation of circulation in the pipe system whereby the heat generated is sufficient to cause the ignition of the wood or other combustible material already partially carbonized by long-continued high temperatures. Similar dangers attend the use of direct steam heat, and are augmented by the possibility of the superheating of the steam in the boiler, owing to low water.

The fire record of oil devices is largely out of proportion to the number in use for heating purposes, and the only practical method of eliminating the hazard of their presence appears to be that of entire prohibition, as even under the most favorable conditions of use they have proved extremely dangerous.

Heating by natural gas is restricted to limited areas of the country, and when the supply is sufficient to insure a full supply at constant pressure, the hazards of its use are quite mild, provided the piping has been properly installed and has passed a rigid test for leaks, and the flues for carrying off the products of combustion have been constructed for the purpose. When, however, the supply is weak and restricted, and the consequent pressure variable, the hazard of its use is vastly augmented, for with low pressure and small supply the user is inclined to open the valve in the supply pipe to its fullest extent in order to secure a good blaze; and when, later, the pressure is increased from any cause, the small blaze is turned into one of great intensity and power, and is liable to ignite combustibles at a distance.

The only practical means of reducing this hazard lies in the use of an automatic high and low-pressure regulating valve in the main supply pipe, whereby the flow of gas will be automatically cut off when the pressure either rises above or falls materially below normal, at which it is set to act. Such controlling devices are open to purchase in the districts where natural gas is a factor, and the use of the same should be made obligatory.—Insurance Engineering.

**Was Suspicious of Insurance Men.**

A Grand Rapids insurance adjuster was recently called into the country to adjust the loss on a barn which had recently burned.

The farmer did not propose to settle on the basis proposed, whereupon the adjuster suggested that the company had the privilege of replacing the burned barn with a new one, adding:

"We'll put you up a barn a whole lot better than the one you had for \$600."

"Nein," said the farmer, emphatically, "I will haf my one thousand dollars or nothing. Dot barn could not be built again for even a thousand."

"O, yes, it could," said the insurance man. "It was an old barn. It doesn't cost so much to build a barn nowadays. A \$600 new barn would be a lot bigger and better than the old one."

Out for a day's shooting this autumn the insurance man rode up again to the farmer's place.

"Just thought I'd stop while I was up here," he said, "to see if you wanted to take out a little insurance."

"I got notings to insure," said the farmer, ungraciously, remembering the difficulties of the past in connection with insurance companies. "Notings but mine wife."

"Well, then," said the insurance man, humorously, "insure her."

"Nein," said the man with the hoe. "Den when she die you come und say: 'I not gif you one thousand dollar; I get you a bigger und a better wife for six hundred.'" No, tank you, sir; no, tank you, sir."

And the insurance man rode away without writing a policy.

**"Took It" Literally.**

Once upon a time a very nervy man called on his physician and asked him for medical advice.

"Take a tonic and dismiss from your mind all that tends to worry you," said the doctor.

Several months afterward the patient received a bill from the physician asking him to remit \$18, and answered it thus:

"Dear Doctor, I have taken a tonic and your advice. Your bill tends to worry me, and so I dismiss it from my mind."

Moral: Advice sometimes defeats its giver.

**At the Breakfast Table.**

"I've got an idea," he said, "that the Governor's going to make me a full colonel."

"Well," replied the wife, "if he makes you any fuller than you are, he'll have to ship you a whole distillery."

**A Safe Place for your money.**



No matter where you live you can keep your money safe in our bank, and you can get it

immediately and easily when you want to use it.

Any person living within the reach of a Post Office or Express Office can deposit money with us without risk or trouble.

Our financial responsibility is

**\$1,960,000**

There is no safer bank than ours. Money intrusted to us is absolutely secure and draws

**3% interest**

Your dealings with us are perfectly confidential.

**"Banking by Mail"**

is the name of an interesting book we publish which tells how anyone can do their banking with us by mail; how to send money or make deposits by mail; and important things persons should know who want to keep their money safe and well invested. It will be sent free upon request.

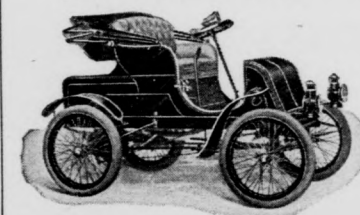
**Old National Bank,**  
Grand Rapids, Mich.



All parties interested in

**Automobiles**

are requested to write us.



We are territorial agents for the Oldsmobile, Knox, Winton and White; also have some good bargains in second-hand autos.

**Adams & Hart,**

12 W. Bridge St. Grand Rapids



**Do Not Wait**

for cold weather, but commence now to

**Save \$\$\$\$\$\$**

by attaching

**Burton's Fuel Economizer**

to your stovepipe.

If you are a dealer you should sell it. If you are a fuel consumer you must have it.

Price: Wood's Smooth Iron, crated, \$3.75.

**Our "Money Refund" Guarantee Convinces Everybody**

If you wish to save fuel at once, order now.

If you wish further information write for catalogue J and testimonials.



**The Fuel Economizer Company**

160 West Larned St., Detroit, Mich.



**Buckeye Paint & Varnish Co.**

**Paint, Color and Varnish Makers**

Mixed Paint, White Lead, Shingle Stains, Wood Fillers  
Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

**HARDWARE**

We are the largest wholesale hardware dealers in the State of Michigan. We have thousands of pleased customers and would be pleased to class you among them. Let us tell you about our stock.

**Foster, Stevens & Co.**

Grand Rapids, Mich.

## Woman's World

Wherein Woman Should Be Her Brother's Keeper.

One of the things upon which women consider that they hold a practical monopoly is reforming the world. Here and there, it is true, you find a lonesome male reformer, but he is generally doing things in a small way of business. It is women who have undertaken all the big jobs, like suppressing the liquor traffic and the immoral wax dummy in stores and abolishing polygamy among the Sulus and the wearing of corsets by the young and frivolous.

Plucking the mote out of your neighbor's eye is always an agreeable pastime and there is hardly a woman in the whole length and breadth of the land who does not belong to an anti-something or other society for the suppression of doing something she does not want to do herself.

This is as it should be. Most things need bettering, heaven knows, but the discouraging part of it all is that the results are so meager. So much effort is put forth and so little good is accomplished. There is such an appalling amount of lost motion somewhere about the reformation machinery.

Now, nobody has a right to question the absolute sincerity of purpose of the women who are engaged in the gigantic task of trying to better social conditions, suppress vice and make life happier for the great mass of human beings, and no fact can be more pathetic than that their sacrifices, their labor and their prayers, are so generally unavailing. It is not hard, however, to see why they fail. They are firing heavy artillery at the clouds, instead of popping

away with a squirrel rifle at an individual. They are trying to rout the enemy with one fell swoop, and they do nothing, whereas if they concentrated their attention on one person they would infallibly bring him down sooner or later.

Women seem never to have considered this phase of the subject, but if they would devote the same amount of energy, effort and intelligence to concrete reform that they do to general reformation, the world would be changed in the space of a single generation.

For the woman, above the man, is her brother's keeper. In her hands lie his happiness, his prosperity, his misery and his poverty. She molds the character of the child and sends him out to bring weal or woe to every one with whom he comes in contact. If every mother taught her son self-control and to curb his appetite, there would be no need for a W. C. T. U. If every mother taught her children habits of thrift and industry, we might shut up the doors of the almshouses and abolish the Charity Organization Society. If every mother taught her children to control their tempers, our jails would not be filled with murderers. If every mother taught her children honesty by precept and example, we should have no pitiful stories of absconding cashiers. If every mother taught her daughters the highest ideal of virtue and modesty there would be no social evil to reform.

For poverty, vice and crime are not accidents. They are the relentless working out of cause and effect, and God never made a human being that might not have been saved if he had had the right environment and influence in his youth. The wise mother and the good mother and the foolish mother and the criminal mother represent

the two great forces in the world for good and evil. They are kismet—fate—destiny—the thing that settles life for every one of us before we are old enough to grapple with its problems ourselves.

Sometimes there comes to each of us the great temptation of sense or appetite or inclination. We want to indulge ourselves or our courage faints before the battle or we have wearied of the uncongenial task. Then it is we are what our mothers made us. If our moral fiber has been toughened and strengthened, we turn our faces to the fray and fight on to victory, but if we have been weakly self-indulged we supinely give up before the first difficulty and cowardly surrender.

Not long ago a leading suffragist said to me that in another generation, at the farthest, women would be given a right to vote.

"On what do you base the hope?" I asked.

"On our sons," was the reply; "the boy who has drawn in a belief in woman's liberty with his mother's milk, who has been taught in his cradle that women have equal rights with men and who has learned in his infancy that taxation without representation is tyranny, no matter whether a man or woman is taxed, will consider that he has a sacred mission in righting justice to his mother's sex. Any suffragist mother who does not raise a rampant equal-right son is a traitor to her faith and her creed."

She was right. In one generation women could change the face of the world, if they would.

In one of the great daily papers a symposium has recently been held on the question of the divorce evil that threatens the very foundation of Ameri-

# No, Sir!

We do not  
belong  
to  
the  
**TRUST**  
but we are  
Manufacturers  
of  
**STANDARD**  
**D**  
Crackers  
The Best in the  
World  
**E. J. Kruce & Co.**

Detroit, Michigan  
Write us



If you could each night unlock the mind of a salesman and note the forgotten impressions made upon it, many a dollar might be saved.

No man is master of his memory.

A salesman can forget every money transaction he makes, yet they will be indelibly recorded on a National Cash Register.

Probably your clerks have excellent memories, but they are not invulnerable. For instance: Are you absolutely sure of the number of C. O. D. orders that were filled this morning, or the exact amount of money paid out for express charges?

One or two forgotten transactions each day will soon cost you enough to pay for a Register. Let us tell you other reasons why you need

a Cash Register and show you how it pays for itself. Let us send you our book, "About National Cash Registers."

Detach the coupon, fill it out and mail to us today.

A  
Fine  
Booklet  
posted free

NATIONAL CASH  
REGISTER CO.,  
DAYTON, OHIO.

GENTLEMEN: Refer-  
ring to your advertise-  
ment published in the

MICHIGAN TRADESMAN;  
we shall be pleased to receive  
printed matter, prices and full  
information as to why a merchant  
should use a National Cash Register.

Name \_\_\_\_\_

Mail address \_\_\_\_\_

**NATIONAL CASH REGISTER CO.**

Dayton, Ohio.

**DETECTS OVERSIGHTS.**

We are using the No. 79 National Cash Register we bought of you and like it very much. It stimulates accuracy in both clerks and proprietors, and detects little oversights which often occur in the transactions between clerks and customers. We could not get along without it even for a short time.

Bristol, N. H.

C. H. DICKINSON.



**REGISTERS  
FROM \$25 UP.**

can society. Clergymen, lawyers, political economists and scholars have contributed their views to this study of a great problem, but all have frankly confessed that neither the law nor the church had any remedy to suggest that would solve it or change existing conditions.

What neither bishop nor jurist can do, the unlettered woman can do. When two people, tied together in wedlock, reach the point of finding life unendurable together, the disease is so malignant that perhaps nothing but divorce—the surgeon's knife—will bring relief. The only remedy for the divorce problem lies in the cradle. The only law that will ever prevent divorce is the unwritten law of honor. The only hand that can ever stay the evil is the hand of a mother. In this country we have two significant facts that are strangely contradictory: Almost invariably every marriage is a love match and we lead the world in the number of divorces.

A cynic might argue from this that love is a poor thing on which to marry, but such we know is not the case. It is the best thing—the only thing—and that it fails so often is because it is not backed up by other qualities.

Love, be it ever so true to begin with, will not stand nagging, incompetence, fault-finding, ill-kept houses and ill-cooked meals, still less sullenness, bad temper and neglect. No matter what other grounds are assigned in the divorce it was the petty faults that first made the rift between a couple.

To a man and woman no other business in life is so important as marriage and yet it is the one thing for which no mother ever prepares her children. She prepares the girl for catching a husband, but she does not give her a single direction about keeping him and making him happy. I have never heard a mother talk seriously to her daughter about her duty to make a comfortable home for a man or the necessity of her being industrious, economical, cheerful and patient.

On the contrary, the average mother's idea is for Maud to get all of the fine clothes and indulgences she can out of her husband and do as little as she can in return.

Who ever knew, either, of a woman preparing her son for matrimony? Yet a woman who has had her own heart hurt by the unintentional cruelty and lack of thought of a blundering man should in pity to all other women teach her sons what a woman needs to make her happy. Every woman knows the sum of a wife's bliss lies in little things—in the tender word, the little caress, the unflinching attentions of the lover—and that the lack of these things spells misery to her.

Why should not a woman teach her sons that they have no right to marry if they mean to neglect their wives, that for a woman to come to them for money is an insult to her pride for which there can be no justification and that it is just as much a man's place to help make a happy home as it is a woman's?

If every woman who marries was perfectly capable of conducting a house properly, if she was industrious and efficient and economical—in a word, if she knew her business—it might not stop divorce, but it would check it. If every woman was taught that when she embarked on the matrimonial sea she signed as the first mate and was bound to stick by the ship no matter what seas rolled or what winds blew, if every man was taught to treat his wife with

the tenderness of the lover and the fairness of a business partner, we should see the divorce shop shutting up for lack of trade.

These reforms can never be achieved by law, or "whereases" and "be it resolveds," but they lie in the province of every woman's sphere of influence. In the broadest—the most vital—sense every mother has in her keeping the happiness of some other woman's sons and daughters, as well as her own. It is a sacred trust. Beware how you fulfill it!

Dorothy Dix.

**A Child's Comment.**

A very little girl was aroused from her sleep a few nights ago to go on a journey. While she was dressing she slipped behind a heavy window curtain to look out at the stars.

"Is it the middle of the night?" she asked.

On being told that it was, she said: "Then, that's it. When I first looked out the stars were twinkling so I couldn't tell whether they were just coming out or just going away, but now I know. They are just changing from yesterday to to-morrow!"

The best way to bring others to our deals is to get there ourselves.

**Opportunity  
Knocks  
at  
Your  
Door**

The Kalamazoo Copper Mining Co. directs your attention to the following excellent points in relation to their company: 1. Its land lies between two companies who are now producing pay ore from the same vein. 2. It has a vein more than 100 feet long that contains ore to the value of over fifty per cent. in copper. 3. It owns its land. 4. There are no debts. The stock is non-assessible. 6. Low capitalization. 7. It finds ore on the surface that assays over \$4 per ton. 8. The management is honest, thereby protecting the small stockholders. Now comes your opportunity to get stock in this company at the low price of twenty cents per share for a short time. The first allotment was over subscribed at ten cents, and this block is being rapidly taken. Write today for descriptive prospectus to

**E. Gillis, Secretary,  
Kalamazoo, Mich.**

**Rugs from Old Carpets**

**Retailer of Fine Rugs and Carpets.**

Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

**Petoskey Rug Mfg. & Carpet Co.,  
Limited  
455-457 Mitchell St., Petoskey, Mich.**

**The Favorite  
Chips**

**The Favorite  
Chips**

There are lots of Chocolate Chips on the market, but the Favorite Chocolate Chips lead them all. We put them up in 5 lb. boxes, 20 lb. and 30 lb. pails and in our new 10c packages. S. B. & A. on every piece. Made only by

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

**A Business Hint**

A suggested need often repeated creates the want that sends the purchaser to the store.

Every dealer should have his share of the profit that reverts from the enormous amount of money expended by the National Biscuit Company in keeping their products constantly before the eyes of the public.

These goods become the actual needs that send a steady stream of trade to the stores that sell them.

People have become educated to buying biscuit and crackers in the In-er-seal Package—and one success has followed the other from the famous Uneeda Biscuit to the latest widely advertised specialty.

Each new product as it is announced to the public serves as a stimulant to business and acts as a drawing card that brings more customers to the store than any plan you could devise.

A well stocked line of National Biscuit goods is a business policy that it is not well to overlook.

**Free!!**

If you will send us an order for three dozen bottles of Instant Crockery Mender (25c size) at the wholesale price of \$1.75 dozen, we will send you FREE OF CHARGE one of these splendid Swiss Clocks, guaranteed first class time-keeper. Instant Crockery Mender is a standard staple article and will mend anything in china or glass. Gives satisfaction everywhere. Cost you:

**\$1.75 per doz.**

RETAIL FOR 25 CENTS PER BOTTLE.

**Geo. H. Wheelock & Co.**

South Bend, Ind.

113 & 115 W. Washington St.



## Butter and Eggs

Observations by a Gotham Egg Man.

The weather conditions in all the principal egg producing sections have continued unusually mild for the season of year, and yet there are few indications of any important increase in the lay. In many sections the pressure to get poultry forward for the Thanksgiving markets has doubtless restricted egg collections and it is probable that now this rush is over there will be some increase in the arrivals of eggs to interior points, but we can not expect spring pullets to lay many eggs before December even with the most favorable weather. At the same time the prevailing mildness gives rather an uneasy feeling among some of the holders of refrigerator eggs. The season is advancing, and although pretty good inroads are now being made upon the reserve holdings there are fairly liberal stocks still to be moved, and it is believed that two or three weeks more of fairly favorable weather would have a very important effect upon the supply of fresh.

The remaining stocks of refrigerator eggs seem to contain a smaller proportion of strictly fancy quality than usual at this season; it looks as though the scramble for stock last spring induced many operators to put goods away without as close a discrimination in quality as usual and much of the stock now offered shows an undesirable lack of grading. Naturally the fanciest qualities are held with the most confidence and stock that shows such close selection and uniformity fine quality as to be serviceable in a good class of trade in place of fresh is sparingly offered even at the outside market quotation.

As the season advances collectors in the South will probably be the first to feel the natural increase in supply of fresh production, provided the lay is not retarded by bad weather and there is no reason why shippers in that section should not be able to establish a better name for their goods among buyers. Some few of the Southern shippers have appreciated the opportunity of establishing a good reputation for their brands and have obtained correspondingly good prices for them. This can only be done by careful candling and grading. Just now, when fresh laid eggs are so scarce, freshness is the most important feature and the grading as to size is not so important but later, when fresh eggs become relatively more plenty the grading should be closer as to size.

The present arrivals of Southern fresh gathered eggs are of extremely irregular quality. As a rule, they are so badly mixed with old eggs that the better class of trade will not use them at all and they must be sold in competition with refrigerators at comparatively low prices—generally about 20@23c per dozen. Some marks that show very good quality in instances, and for which better prices are obtainable, seem to be unreliable and subsequent arrivals fall to poor quality. But it would seem that the country holdings of stale eggs must soon be exhausted and a larger proportion of new eggs ought to show up in the Southern receipts before long.

Just now it is not easy to find stock from any point that will come up to the Exchange requirements for firsts, which call for 65 per cent. of full fresh. A meeting of the Egg Committee was held the other day to consider the advisability of reducing the requirement to 50

per cent., but such action was not taken because of the prospect that quality will soon begin to improve.—N. Y. Produce Review.

### Color of Skin and Feed Important Factors in Poultry.

In America the consumer prefers a yellow-skinned fowl while in every country in Europe white-skinned poultry is the favorite. An examination to determine the reason for this would develop the fact that most people do not know why they choose as they do. The matter is that the delicacy of flesh that is found in the best poultry—that peculiar palatable flavor and that juicy sweetness which makes poultry the most delicious meat we have, when we get poultry as good as it can be—is due altogether to the system of feeding and the kind of feed.

It is perfectly safe to say that nine-tenths of the poultry sent to market is not of good flavor nor is the flesh of good texture. The flavor comes from improper feed and the texture from improper feeding.

This may be new to some people, but the facts are as we state them. Recently we had an opportunity to learn something about these matters from one who had no sentimental prejudice to sway him one way or the other. He fits fowls for market without regard to his feelings on the subject. He is looking for the best prices and feeds and cares for his fowls in such a way as to secure the top of the market.

Living in the very midst of the great corn belt this man feeds the fowls in his charge but little corn when he gets ready to finish them for the market. He told us that fowls can be fattened on corn easier and quicker than with any other feed, but they do not bring highest prices when so fattened. They have plenty of fat on them when finished on corn, but the fat lies inside the body and just under the skin, and when such a fowl is roasted the fat melts and runs out, leaving the flesh stringy and coarse in appearance.

He gets the fowls from farms, having them picked up by buyers and buying from hucksters who go from farm to farm. When brought to the place where they are to be finished, they are put in small coops containing four or five fowls each. These are then fed a thin batter-like mixture of ground oats and barley, with very little corn in it. The feed is placed in troughs outside the coops, and as soon as the fowls have eaten all they will the troughs are taken away and thoroughly cleaned. The feed is so thin that no water is needed, and nothing is given the fowls but the thin mixture. They get very fat within ten days and the flesh is sweet and juicy because the fat is mixed in through the flesh and between the fibers.

A fowl finished in this way sells in the city markets for prices that would astonish the man on the farm who is in the habit of fattening his fowls on corn and selling them to the huckster or country merchant for 5 or 6 cents a pound.

When farmers learn to produce the best quality of poultry, there will be buyers ready to pay the price it is worth.

## Holiday Poultry

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

SHIP YOUR

# BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

## Hyde, Wheeler Company

41 North Market Street and 41 Clinton Street  
BOSTON

Strictly Commission Merchants

Consequently we are able to give consignments our undivided attention. We want shipments of

### POULTRY AND EGGS

You can not make a very big mistake if you give us a few trial shipments. We will give you the market price and remit promptly. Write for stencils, information relative to advances or anything you wish to know about our line. We do our banking with the Fourth National, Board of Trade Bldg., Boston. When you write mention the Tradesman.

## T. W. Brown & Company

Wholesale Poultry,  
Butter and Eggs

Port Huron, Mich.

FIFTY-TWO WEEKS

in the year we are in the market for Poultry, Butter and Eggs.

We are paying this week:

FOR SWEET DAIRY PACKING STOCK BUTTER, 16c, f. o. b. shipper's station, Port Huron weights and 2 per cent. added account shrinkage. Pack your butter in parchment paper lined sugar barrels and head with wooden head.

FOR FRESH GATHERED EGGS (cases included) 21c, f. o. b. shipper's station, Port Huron count and inspection.

### For Poultry Delivered Port Huron:

Fowls, No. 1	8½c lb.	Old Tom Turkeys	10 c lb.
Springs, No. 1	9½c lb.	Old Hen Turkeys	11½c lb.
Old Roosters	7c lb.	Young Tom Turkeys (over 10 lb. and fat)	11½c lb.
Ducks fat, full feathered	8½c lb.	Young Hen Turkeys (over 8 lb. and fat)	12½c lb.
		Geese (fat, full feathered)	8c lb.

We charge no commission or cartage and make prompt returns upon receipt of shipments. Prices are quoted for Michigan shipments only.

We refer you to First National Bank, Durand, Mich., Jean, Garrison & Co., New York City, St. Clair County Savings Bank, Port Huron.

If you are a carload shipper let us hear from you. We buy in carlots.

## Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

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

**OUTSTRIPPED HER BROTHER**

By Simply Living Up to Her Opportunities.  
Written for the Tradesman.

They were twins and the never ending discussion between them from childhood up was the equality of the sexes, she vigorously insisting not that either amounted to a row of pins, but that she amounted to as much as he did, a statement that he utterly denied. During the Tomboy season that blesses every wholesome girlhood she had conclusively proven her right to all she claimed. She never questioned Tom's undoubted ability and woe to the human being who in her presence did; she simply "went" him one or more better, as the case might be, as a matter of course without ever deigning to refer to it triumphantly. He was the swiftest runner on the playground, a pre-eminence due entirely to his races with his sister who, with ease, beat him at his best. He climbed trees but she was the better climber. She could outskate him, and to his great mortification she could throw a ball like a boy and she tantalized him with a curve that he could not get on to. She insisted on carrying water to the men. As long as her mother would let her she could and did carry in as much wood as he did and nothing pleased her more or made him madder than to have her rake his heels as she invariably did in the hayfield.

If she went ahead of him in the physical, in the school room her superiority was painfully apparent. She always led her side to victory in the spelling contest, it was nip and tuck between them in arithmetic, in learning "by heart" she calmly told him he wasn't anywhere, and nothing so thoroughly aroused Tom's resentment as Lil's patronizing statement that his compositions were "pretty fair for a boy."

It is easy to infer that Lill's determination to enter the commercial field worked up Tom to the highest pitch. She would study book-keeping because he did and, after an idle year at home where in spite of a round of pleasing duty she rebelled against the implied dependence, contrary to the wishes of all concerned, she went to town and was lucky enough to secure a place as assistant book-keeper in a rival wholesale house. Tom was at home over Sunday when Lill made the announcement and he proceeded at once to express his opinion.

"It's just like you, Lill, and you'll succeed where many a girl can't, but I'll tell you right here and now, your kind of teeth weren't made for that kind of cud and you can't chew it. You, like the rest of your kind, are not built that way. In the first place you can't and you won't realize your responsibility. As long as the new lasts you're there body and mind and soul, and you'll be it to a dot. After that you want to look out. Your likes and dislikes are not to be consulted in the office and you'll find to your astonishment that you can't put down your pen and have an hour or a day off simply 'because.' The phone will be a novelty, but you'll have to get over the notion early that it was put up for your convenience. The firm want to use it once in a while.

"Not one girl in ten can be made to understand without a row that during business hours her time belongs to her employer. She can't see why Susie and Tillie and the cherished rest of 'em can't come in any time they want to and talk over parties and dresses and

why the air is full of scowls as long as they stay."

"Is that so; and to think that only the women side of the house waste their employer's time! Don't talk silly, Tom, because you were born so."

"There isn't one girl in twenty that enters business life who doesn't believe that she has put the establishment under lasting obligation to her by working for them and that if some day she should get mad and go home the whole concern would go to the eternal smash-up. She forgets the ranks of the wage earners are crowded, that the supply is greater than the demand and that incompetent, inefficient, negligent workers are not wanted."

"On the contrary that is the one thing she has constantly to listen to and the principal reason why women are taking these places is because they are needed to do away with that kind of worker. Is there anything else on your mind, my brother? After your year's experience you ought to have no end of advice to give me. If so, now's your time. Don't be at all backward in coming forward. Stop your fault finding and just tell me a few of the many things I ought to do."

"Well, you want to be interested in your work, in the first place," and his imperial highness cleared his throat as people do when they start in on an extended talking job.

"Mother, you made a great mistake at Tom's christening. He ought to have been named Solomon or at the very least he should have had that for a middle name. You needn't go on, Tom. I've heard the whole thing a good many times and a great deal better than you can say it. You'd better stop your ears, mother, if you don't want to hear me talk young man to Tom."

"I'll bet you five dollars I can tell you exactly what you were going to say. Now, honest Injun, weren't you going to tell me to avoid complaining to myself or anybody about my work or talking about it as if it were a grievance? Then you were going to clear your throat and urge me to take pride in doing my work well whether I like it or not. Mother, I'm now where Eve out-Adams Adam. Every girl—he's talking now to the whole sex and knows that he is wise as he wants to be impressive—who enters business may as well understand that the ranks are crowded—you needn't look that way; I'm going to repeat it if I've a mind to—and that the odds are all against them because they have to struggle now with men—as if we don't always have to!—and they are unequal to the struggle, physically and mentally. Remember that advancement comes to the painstaking, cheerful young woman—'Ye gods,' must I endure all this!—who takes an interest in the business. You should, therefore, my dear sister, cultivate a cheerful—there it is again—alacrity instead of a bored, languid, or possibly an antagonistic manner. 'This, above all, to thine own self be true,' and once, twice and all the time remember that a neat personal appearance and an appropriate style of dress are likewise important!"

"I—" "Yes, you were. You have said it all your days and you're going to say it to the end of time and you'll do it in spite of the fact that if there is a man under the sun, this blessed minute, who needs the advice that you're trying to scam down my throat it's you, Tom Scarborough."

"Now, then, Tom, listen to me. You have the start of me a good year and as I am a woman I have neither business

faculty nor business methods to help me; but in less than five years, if you don't look out sharply for yourself, I'll beat you ten to one in the very things you've had the audacity to try to instruct me in. I'll do more than that—I'll be in a better position than you are and will be having a bigger salary and if I'm not I will give you a crisp ten dollar bill. 'A neat personal appearance and an appropriate style of dress are likewise important!' Look at your necktie and look at your cuffs and, pitiful heaven, look leniently down on those benzine-begging spots and upon my brother, Tom behind them!"

The word-contest ended in a laugh as

it always did between these two; but, what is more to the point, the "airy, fairy Lillian" made her vaunting true with a vengeance; for when the five years were half over she did excel him in every thing in which she had said she would and when the time came for the transfer of the ten dollar bill she held Tom's place, which his want of business habits forced him to give up, at a much higher salary than his had been.

"I see, Lill, that you've kept your word. Don't you want to lecture me?"

"No, Tom. I'll take the time in contemplating this crisp bill that I'm going to keep, sacred to the memory of!"

Richard Malcolm Strong.

**BUTTER EGGS  
POULTRY**

We expect to double our sales of poultry this winter. Why? Because all our old shippers will stick to us and this advertisement will do the rest. We can handle your poultry as well as any one and better than many. We are headquarters for Eggs and Butter. Give us a trial. Prompt and honest returns. Reliable quotations.

Buffalo market compares favorably with all others.

**Rea & Witzig**

Commission Merchants in Butter, Eggs and Poultry

96 West Market Street, BUFFALO, N. Y.

References: Buffalo Commercial Bank, all Express Companies and Commercial Agencies.

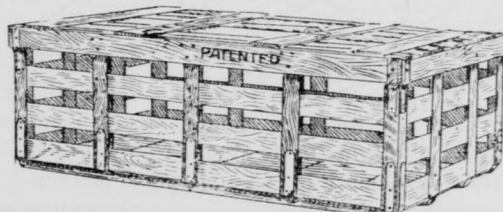
Established 1873

**Butter**

I always  
want it.

**E. F. Dudley**  
Owosso, Mich.

**POULTRY CRATES**



Shippers of poultry will be interested in knowing that we are putting on the market crates made especially for poultry. They are made of seasoned elm, are strong, light and well ventilated. We have had nothing but words of praise from those shippers who have used them. Ask us to send you booklet giving full information and prices.

**WILCOX BROTHERS,**  
CADILLAC, MICH.

## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Nov. 28.—The coffee market is decidedly weak. A good deal of liquidation has been going on by speculators who had loaded up, and as a result the article is in the dumps. At the close Rio No. 7 is quotable at 5¼c. Buyers are taking only small lots even at this price and the outlook is certainly not very encouraging for holders. In store and afloat there are 2,710,510 bags, against 2,352,217 bags at the same time last year. Mild coffees have shown little, if any, improvement and quotations are without change. East India sorts are quiet and the sales are simply of little lots to serve the present needs.

The sugar market closes strong and the outlook for the rest of the year seems to be decidedly in favor of the seller. Reports of considerable reduction in the figures of the European beet root serve to make the situation stronger and there is not a cloud to be seen at the moment indicating any "war." The American Refinery is guaranteeing prices to day of arrival.

Sellers of tea do not seem at all anxious to part with holdings on the present basis. At any rate they will make no concessions, and the buyer who cares anything at all for quality need not expect to pick up bargains by "shopping around." The tea market, as a whole, is in better condition than for a long time, and the future seems to be one of good business. Of course, while the consumption of tea tends to grow less the quantity needed will be smaller, and the supply may grow much too large; but there is nothing of the kind just at present and offerings of desirable goods are quickly taken.

Business in rice is slow and the market is in an unsettled condition. Crop reports are anything but favorable and general indications seem to favor the

seller, although quotations have not perceptibly advanced. Choice to head, 5½@6½c.

The only item in spices to be noted is a scarcity of nutmegs and mace, the prices on which are very firm. Other spices are selling in an average manner and without change in any material respect.

Quietude has prevailed in canned goods district this week, quiet, that is, as compared with some previous weeks although there is all the time a pretty fair trade. Standard tomatoes are somewhat dull and prices show considerable variation. While Maryland standard threes are "in the papers" at from 87½@95c, there is no doubt but these quotations have been shaded, and that 85c, or even less, has been a rate made. New Jersey about \$1.10. Corn is quotable at from 85c to \$1.05 and offerings are limited. Salmon is meeting with fair enquiry and holders are very firm in their views.

In dried fruits the market is in good shape and prices are well sustained. There is quite an active demand for the large sizes of prunes and the better grades of raisins for Christmas. Nuts are steady and active at full quotations.

Lemons and oranges have met with a fairly active trade, and especially the latter. Jamaicas are strong and show some advance, beginning at \$2.75 and running through every fraction up to \$7.50 for the fanciest stock. Florida oranges are arriving rather more freely, but show considerable waste owing to rainy weather in that State. Quoted from \$2@2.65.

The very best stock of butter is quickly taken at 28@28½c and the supply is not equal to the demand; but the quality must be very nice to fetch that price, and some good butter can be purchased for 2 or 3c less, with about 27c a fair average; possibly 27½c. Imitation creamery, 17½@21c; factory, 17½@19c; latter for fancy June; Renovated, 18@21c.

Hardly a speck of change in cheese is apparent. Full cream large size is still

held at 13c and the demand is simply of an average character. Small sizes, 12½c.

Fresh-gathered Western eggs, 28½c, loss off. At mark the range is from 20@27c, the latter for desirable stock, of course.

### The Voice of Experience.

The bride's mother was visiting her, and together they sat in the sewing-room. The bride was fixing the sleeve lining of her husband's overcoat.

"Well, I think that's a neat job," remarked the bride, as she finished her task.

The mother examined it and shook her head solemnly.

"You don't like it?" suggested the bride.

"It's too well done," was the reply.

"Too well done!"

"Yes; it's a tailor's job."

"But if I can do as well as a tailor—"

"Why, then, of course, you'll have to keep on doing things of that sort. Oh, I know all about it. I tried it myself

when I was first married and later I had to ruin two coats before I could break your father of the habit of bringing everything to me. Just listen to the voice

of experience, daughter, and make a bungling job of that, even if you have to tear it all out and do it over again.

It is no trouble at all to discourage him now, but it will be a year or so later.

It is of the utmost importance that a woman should begin married life

right."

### An Item in Demand.

He was cutting an item from a newspaper. "It tells how a house was

robbed, and I want to show it to my wife," he explained.

"What good will that do?" a friend enquired.

"A whole lot" was the reply; you see, this house was robbed while the man was at church with his wife."

"Say!" exclaimed the friend, excitedly, "you haven't got a duplicate copy of that paper, have you?"

For Sale

## Sleigh Bells

Team Bells

Swede, all sizes

Shaft Bells, 12 styles

String Bells, 20 styles

We have something

NEW

in bell making

Mail Orders given Special

Attention

Brown & Sehler

Grand Rapids, Mich.

# For That Boy of Yours!



There's Nothing Too Good For Him

Of all the joys, of all the toys,  
The Patrol is the best for the boys.  
Don't be tight—the price is right,  
And more abundant love for papa in sight.

No. 2 Police or Fire Patrol Wagon

Body 21x40 inches; with a front seat and two seats running lengthwise of wagon, with brass rails; seats are upholstered in red plush. Has a foot pressure gong. Has a footboard in front and step on rear, both of which are ironed and strongly braced. The gears are very strong and well braced. 11-16 inch axles are used, having a 5/8x3 spindle. Tinned wire wheels, 14 and 20 inches, with extra heavy hubs, spokes and rims. The construction throughout is extra strong, making it capable of carrying extra heavy loads and enduring rough usage. The gear is painted yellow, body blue in the Police Patrol and red in the Fire Patrol; both ornamented and stenciled. It is superior to all other large Patrol Wagons on the market, in that it has extra heavy axles, with heavy wire wheels, which are well known to be stronger and more lasting than wood wheels. Weight, 90 pounds.

Spices guaranteed pure.

Given free with 72 pounds Ground Spices in assorted grades for **\$18**

Spices and Patrol Wagon F. O. B. Toledo.

**WOOLSON SPICE CO., Toledo, Ohio**



## Commercial Travelers

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

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

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

### Lay Sermons By a Lay Reader.

I am a devoted reader of the beauty and hygiene departments of magazines and columns of papers. I pore with eager interest over the rules for the use of orange wood sticks and lanolin creams, and of the subject of the abuse of the hot bath I never tire. I am a diligent and devout pupil in the school of the beauty cult, and yet it has recently occurred to me that the professors at whose feet I sit are transcending the duties of their calling.

This one says to me: "Whatever you do, do not worry. Nothing so dims the luster of the eyes as worry. That one forbids me never to worry, on pain of the most dire hollows. The other warns me against rages as most disfiguring. Still a fourth intimates that I would better not greatly enjoy the society of my friends, the works of my favorite author, the compositions of my favorite musician, the acting of my favorite player, because in all great pleasure there is a tendency to excessive excitement—and that marks the face. Pleasure may lead me to forget that the first duty of the beauty seeker is to obtain, by hook or crook, eight hours of uninterrupted sleep each night. In short, the beauty specialists, having successfully pre-empted the chair of medicine and hygiene in the great school of the press, are now making serious inroads upon those of ethics and theology.

My duty, your duty, every woman's duty, according to them, is to be beautiful. Sometimes they make it a second or third duty, the first place being graciously allotted to the cultivation of some old-fashioned quality, like good motherhood, filial piety or being a good temperance advocate. But these duties are hastily glossed over, and we who pursue beauty are slowly led to the conclusion that the pursuit of the virtues must be given up, or at least made subservient.

Of course, the beauty teachers say that it is impossible to be truly lovely unless one has a good temper and a kind heart, but after that glib concession to popular prejudice what do they say?

"Don't worry," is their first rule. Let generous impulses go hang so long as you preserve an unwrinkled brow. Let the neighbors be evicted for non-payment of rent and your friends fall ill of typhoid fever, but don't pucker up your forehead thinking how you may help them. Probably they deserve these visitations of calamity, anyway. Why are not all poor people thrifty, and why are not all the others careful about their water supply and their plumbing?

"Do not weep." It is ruinous to the eyes. See your dearest in the grip of mortal pain; see your second cousin's son making a swift way to the dogs; read that in the South babies are dying at the mill wheels. But do not weep. Do not frown. If you must feel sad, although that is a mistake, at least exert enough self-control to keep the eyes untarnished in brilliancy.

"Let nothing interfere with your eight hours' sleep." Let the baby cry of colic

—if any modern baby has so old-fashioned a complaint; let your sister's shirt waist which she wishes to don early to-morrow morning go unopened; let the callers go home with their best stories untold, their best songs unsung. Do not go to the opera two nights a week. Sleep, sleep, and save your complexion.

So say the beauty doctors, grown arrogant and assuming a place in the pulpit. And, doubtless, enough of their disciples humbly strive to obey their every word to make it worth while to ask them to call a halt upon their ethical eloquence. A system which, if adhered to, would make either the face a shell, a mask, or the heart an empty chamber stripped of emotions, seems a little hard.

One can give up potatoes and sugar and coffee at command, and doubtless benefit thereby, but pity and sorrow and compassion may not be so readily or so wholesomely banished from the spiritual dietary. One may school herself to whirl her arms like windmills and her legs like teetotums in the strenuous pursuit of grace, but when she schools herself to control the action of the involuntary organs of noble and kindly sentiment she is advancing into a dangerous realm. And all the good, the indubitable good which the beauty specialists have done for this generation of women, in the matter of carriage, cleanliness, grace, freshness and physical wholesomeness, would be speedily offset should they persuade even a few women that a complexion was to be preferred to good companionship, or bright eyes to be maintained at the expense of a tender heart, or smooth brows by a bar upon righteous indignation, warm pity and quick sympathy.

Cora Stowell.

### His First Letter.

A youth was engaged as junior clerk by a firm of lawyers, and by way of filling in his time and testing his worth on his first day he was told to write a letter demanding payment of a debt from a client who was long in arrears. To the great surprise of his employers a check for the amount arrived the next day. They sent for the young clerk and asked him to produce a copy of the letter which had had such an astonishing result. The letter ran as follows: "Dear Sir—If you do not at once remit payment we will take steps that will amaze you."

A Detroit correspondent writes as follows under date of Nov. 30: To create some enthusiasm in the ranks of Post C, Michigan Knights of the Grip in Detroit, the members met last night at the Griswold House and devised a contest. This will be carried out by dividing the Post and each side will work against the other in getting new members. At the end of a given time the side getting the fewer members will buy a supper for the winning side. The members are enthusiastic over the plan. It was voted to invite the State body to Detroit for the 1903 convention.

E. Gillis, who covered Western and Southwestern Michigan for the National Tablet and Supply Co., of Elkhart, and who resigned last April to accept the position of Secretary and General Manager of the Kalamazoo Copper Mining Co., is greatly elated over the prospect of achieving a notable success in his new venture. Mr. Gillis visited the property owned by his company twice during the past summer season and is fully convinced that it has one of the best mining propositions in the Grand Encampment district.

### Prosecuted For Selling Sausage on Sunday.

Saginaw, Dec. 1.—F. C. Nast, who runs a grocery and market at 1122 Mackinaw street, has been arrested for non-observance of the Sunday closing law. When arraigned in court he pleaded "not guilty" and his case was continued until December 4. Mr. Nast asserted that the prosecution was spite work. He stated that he was not in the habit of keeping his grocery open on Sunday for the good reason that he spent every Sunday in the country buying butter and eggs. He said, however, that last Sunday he had failed to deliver a bushel of potatoes which had been ordered for delivery the day before, and chancing to remember it had opened the store to get the potatoes for the party, who resided in the immediate neighborhood. While getting the potatoes, he said, two men entered the store and asked whether they could be accommodated to some sausage. He replied: "Certainly;" whereupon, after making the purchase, the two individuals told him that they were spies sent out by a union and that they intended to prosecute him for non-Sunday observance. Mr. Nast told them it did not matter to him whether they did, or did not, and proposes to fight the case.

### Failure of Another Co-Operative Industry.

Saginaw, Dec. 1.—Trustee Johnson, acting for Detroit trades council, which held a mortgage of \$1,275 on the Saginaw Co-operative Laundry has sold the institution root and branch. Floyd W. Horning is the purchaser and bought the plant for \$1,645. It is generally considered that Mr. Horning got a great bargain. The plant was valued at about \$5,000 and represented a considerable cash investment, mostly the contributions of labor unions. The plant is almost entirely new, having been in use but about six months. There is considerable disappointment and much resentment in labor circles over the outcome of the scheme which started apparently under most favorable auspices. It is pointed out that the plant was there, the help was the most expert in the city, and the business good, but there was gross mismanagement, as is always the case in union ventures. Personal animosities were aroused and there was continual trouble and much bickering. Under such conditions it was impossible to carry on the business, wages fell behind and trade dropped off until the ghost was given up. The surplus over the mortgage will probably be used to pay off some of the claims of employes for wages.

### Anti-Oleo Activity in Massachusetts.

The biggest kind of a haul of boarding-house keepers and grocers alleged to be engaged in the business of handling and dealing in oleomargarine in Worcester, Mass., was made last week when the police notified thirty-five persons to be present at the session of the Central District Court to answer to the complaints issued to George F. Whitaker, of Boston, agent of the State Dairy Bureau. The evidence in all the cases was obtained by detectives, who have been working in Worcester for the past two weeks. In addition to obtaining samples of alleged spurious butter from several stores, they obtained evidence against the boarding-house keepers by purchasing meals at the places and taking away the butter served at the meals. The fine in each case, according to the statute, is not less than \$100, but the court can impose a maximum of \$500 and imprisonment for one year on each complaint. The maximum fine is rarely imposed, however, and the cases are frequently settled without a hearing in the upper court. For several months Worcester has been known as the headquarters for the sale of oleomargarine in Massachusetts. The agents of the Dairy

Bureau have determined to put a stop to the sale of the "butter," and it is expected that the list of those notified to be in court will be greatly increased before the day of hearing.

### Gift Scheme For the Children.

A Wisconsin merchant last season fitted up a Christmas tree in the front part of his store on which he tied 100 small packages containing many inexpensive Christmas gifts for children. In one of the packages he placed a \$5 gold piece. On December 10 he displayed a card on the tree announcing that the first 100 children who made a purchase of 50 cents or more in his store on December 15 would have the privilege of selecting one package from the tree, and that one of the packages contained a \$5 gold piece, which the child could have for his own if he succeeded in picking the right package. It perhaps would be wise in this instance not to put the package containing the gold piece on the tree until nearly all the others are withdrawn.

### Of Small Importance.

Pedestrian—What's all that fuss about in that house—wedding?

Resident—No; a new baby arrived last night, and all the women in the neighborhood are going into ecstasies over it.

"Who is that tall man all the women are crowding around?"

"He is the minister, come to fix a date for the christening."

"And who is that short man who attracts so much attention?"

"He is the doctor."

"Ah! I see. That no-account fellow, who is being pushed out of the way or run over, is the butler, I presume?"

"No, he's the father."

"He who sings drives away sorrow," but often causes sorrow to his neighbors.

### DUTCH SKATES

Order now so as to have them in time for Christmas. Send me \$2.50 and I will send you prepaid 1 pair all complete with straps, ready to use. Send size of shoe with order. Liberal discount to dealers.

Reason No. 5.—Because they can be worn with rubbers as well as without.



J. Vander Stel, Grand Rapids, Mich.

## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
**HENRY HEIM, Saginaw** Dec. 31, 1902  
**WIRT P. DOTY, Detroit** Dec. 31, 1903  
**CLARENCE B. STODDARD, Monroe** Dec. 31, 1904  
**JOHN D. MUIR, Grand Rapids** Dec. 31, 1905  
**ARTHUR H. WEBBER, Cadillac** Dec. 31, 1906

President, **HENRY HEIM, Saginaw.**  
 Secretary, **JOHN D. MUIR, Grand Rapids.**  
 Treasurer, **W. P. DOTY, Detroit.**

### Examination Sessions.

Detroit, Jan. 6 and 7.  
 Grand Rapids, March 3 and 4.  
 Star Island, June 16 and 17.  
 Houghton, Aug. 25 and 26.  
 Lansing, Nov. 3 and 4.

### Mich. State Pharmaceutical Association.

President—**LOU G. MOORE, Saginaw.**  
 Secretary—**W. H. BURKE, Detroit.**  
 Treasurer—**C. F. HUBER, Port Huron.**

### Display Tables in the Store.

The druggist who properly gauges the scope of publicity in display advertising is constantly on the alert for suggestions, novel and new, that will effectually exhibit and dispose of goods.

For interior display the show-case is time-honored. For the protection of goods and their display it is indisputably peerless. But we purpose suggesting a catchy and effective method for the transient display of seasonable specialties that, for certain goods and a limited time, outshines the show-case as a silent salesman.

The key-note of the scheme is a number of small center tables, to be arranged in the exhibit section of the store to the best advantage that facilities will offer. We will describe in detail the decoration and display arrangement of two tables such as we have in mind.

Table No. 1 is stood near the scales just out of the way of the people buying. The top is covered with green crepe paper with a tinted edge. In the center, somewhat to the fore, rests a slender glass flower-receiver holding three artificial red roses scented with triple extract of roses. Two dozen or more opaque white glass jars of cold cream are assembled about the center piece. On a small square box, enveloped in green crepe paper, just to the rear of the rose receiver, the following display is elevated: A small white china plate holds a palatable looking cone of snow-white cold cream, covered by a cylindrical globe of glass. Just to the rear of this dainty offering, elevated to advantage above the globe, a neatly-printed card in plain black letters is seen which reads as follows: "Cold cream of roses. Formula: Pressed oil of sweet almonds, pure paraffin white wax, borax and the odor from the real red roses. 10 and 25 cents per jar."

Table No. 2 is arranged in this wise: A sheet of black or blue crepe paper covers the top; on this is laid a white straw hat with as broad and extravagant a brim as procurable. All around this ridiculous brim packets of headache tablets or powders are arranged in a double circle. The top of the crown is covered with the little packages. On the table, behind the hat, a cardboard placard reads in this vein: "The head that wore this hat was all bound around with a woolen cloth until Blank's Headache Tablets stopped the aches."

Joseph Hostelley.

### Handling the Cigar Department Profitably.

The profitable management of a druggist's business demands that considerable attention be given to the care of the cigar case, for the goddess Nicotine as many votaries who prefer to wor-

ship at her shrine when set up in the front of a well-regulated drug store. The selection of brands that suit popular taste and the effective display of the cigars in stock are two important essentials that ought never to be overlooked. In the first place, the display of cigars should be as attractive as possible, with care taken to have the contents of the case always in plain view. A classification is essential. The five-cent cigars should be kept in one place, the ten-cent cigars in another, and higher priced goods in a third. Then, too, the domestic and the clear Havana cigars should be arranged so that the desired brand may be selected at ease. In any event do not crowd more brands into your case than it will conveniently hold. To pile boxes on top of one another or upon the top of the case, a custom so often followed by druggists, upsets the classification and detracts from the appearance of the display.

It is gratifying to have prices displayed. The ordinary customer knows the price he wishes to pay, but if obliged to select at random or call for a cigar he will probably pick a higher priced cigar when the cheaper quality was desired. Vice versa, he may select a five-cent cigar when he intended to buy a better article. Such little things as these often cause people to go elsewhere. It is a small matter, but the consequences are not so trivial as the cause.

A word about the proper care of cigars may not be out of place here. In the summer the cigar case is not a source of much trouble. The cigars easily keep moist and fragrant, but when the cold, snappy weather arrives, unless precautions are taken, a deterioration in quality will be evident. In the large wholesale houses the maintenance of cigars through the cold period is a source of great expense. It is well for the retailer, perhaps, to carry as small a stock as possible during the winter, thus compelling the wholesaler to bear the burden of responsibility.

Many devices have been invented for keeping cigars moist. One of the most successful yet devised is a series of rolls of blotting paper set upright in a glass of water. Capillary attraction causes the water to rise to the top of the rolls, which should be tall enough to come to the top of the case. In this way the moisture is very evenly distributed, and a further advantage which this method offers is that large quantities of nicotine are absorbed by the paper.

### Various Ways of Getting the Men's Trade.

Furnishing goods sections in the big department stores throughout the country are improving in their methods for securing the patronage of men. A step forward was taken when wearables and fixings for men were placed collectively on the ground floor and near the entrance. Men dislike to walk through the aisles, passing a lot of women's stuff, to reach scarfs and shirts. The bashful did not relish the scrutiny of the girls, nor did they relish the possible insinuation that they went into a dry goods store to look over the women folks.

Many a fellow, attracted by advertising or window display, has ventured into a department store and before he reached the furnishing division heartily wished himself on the street again. If, however, his courage continued and he reached the counter sought, he found the service so poor, the assortments so broken, and the experience of waiting for his change

so vexatious that he was apt to vow never to desert the clothier or furnisher.

Until within a comparatively short time the patrons of the department stores, even in the men's wear sections, have been almost exclusively women. Managers appreciate the importance of getting the men themselves into the stores, and various improvements to this end have been made. More attention is given to outfittings in the window displays. They are very freely advertised in the daily papers, and the department allotted to them is, as above noted, placed in a location that a man may run in, even on sales days, from the sidewalk without being tangled up in a mass of aisles filled with skirts.

The employment of male instead of female clerks is noteworthy in connection with this subject. In the leading department stores the various stocks, collars, shirts, neckwear, and so on, are under specific subordinate management, and each stock-keeper is, so to speak, a specialist, the whole forming an excellent system which promotes the service, removes the annoyances which once operated against the department store and in favor of the exclusive furnisher.

The department managers in many of the big dry goods stores, making a special feature of men's furnishing goods, have grown so earnest in their desire to cultivate the men's trade that they make, in their advertising, special bids for patronage from the sterner sex, and employes are under special instructions to use their very best endeavors to please the men, no matter how trivial their purchases may be.

It is not the intention of the present writer to glorify the furnishing goods end of the department stores, but the improvements which have been made must be admitted, and it is up to the exclusive furnisher and clothier carrying furnishing goods to meet these new elements of competition as they arise.—Apparel Gazette.

### Practical Formula For Cough Drops.

A practical formula yielding a drop or lozenge which is very popular is the following:

Boneset (herb).....	1 ounce.
Horehound (herb).....	1 ounce.
Irish moss.....	1 1/2 ounces.
Powdered extract licorice..	1 1/4 ounces.
Powdered charcoal, q. s.	to color.
Oil anise.....	1/2 fluidounce.
Oil wintergreen.....	1/2 fluidounce.
Sugar.....	20 pounds.

Macerate the boneset, horehound and Irish moss in about four pints of water and strain, and to the strained liquid add the charcoal.

This goes to the local candymaker with the following instructions: To the decoction of herbs add sufficient water to make the necessary amount required to cook 20 pounds of sugar. Most confectioners use 7 or 8 pints of water. Put in the sugar and a heaping teaspoonful of cream of tartar. Cook it up to 330 deg. When the candy has been poured out on the slab, let him work in the extract of licorice, and lastly the oils. It is then ready to be cut up. Some prefer those of Brummel's shape; others, small and round, of the appearance of lemon drops. They are then ready to be rolled in icing sugar, and, if properly made, will preserve their shape well and never get sticky.

### Real Summer Girl.

"Say, old man, what is a summer girl?"  
 "A summer girl is a rack to stretch shirt waists on; inside is a receptacle for lobster salad and ice cream, while outside is an attachment for diamond rings."

### The Drug Market.

Opium—Is very firm in primary market but unchanged here. Low prices are said to be due to competition.

Morphine—Is steady.  
 Quinine—Is weak but not quotably changed.

Citric Acid—The manufacturers have reduced price.

Bayberry Bark—Is very scarce and has advanced over 100 per cent.

Bromides—Are rather firm at the last decline. Lower prices are not looked for.

Cocaine—Another advance of 25c per ounce is announced by the manufacturers. Some have withdrawn from the market and others will only sell small quantities at present price. Another advance is looked for daily.

Norwegian Cod Liver Oil—Is very firm and tending higher.

Menthol—Has declined and is being sold at over \$1 per pound less than would cost to import from Japan.

Prickly Ash Bark—Is very scarce and has advanced.

Saw Palmetto Berries—While not an article sold generally except in pharmaceutical preparations, has tripled in price. There is no doubt that manufacturers will advance the price of the fluid extract, elixirs, etc.

Oil Wintergreen—Is very scarce and firm.

Senega Root—There is a large export demand and prices have advanced and are tending higher.

Canary Seed—Is very firm at late advance.

"Good management is better than a good income," but both together are better than separate.

## Valentines

Write for catalogue and discount before placing your order.

### Grand Rapids Stationery Co.

29 No. Ionia St.

GRAND RAPIDS, MICH.

### FRED BRUNDAGE

wholesale

### Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

## Send Us Your Orders for Special Sized Window Shades.

We guarantee satisfaction in price and quality of goods. Making window shades is a leading specialty with us. Orders filled within 24 hours after receipt. No delay. Send for samples and price list.

Heystek & Canfield Co.,  
 Grand Rapids, Mich.

Jobbers wall paper and window shades.

WHOLESALE DRUG PRICE CURRENT

Advanced—Senega Root, Cocaine.  
Declined—

<b>Acidum</b>	Contum Mac.	800 80	Scilla Co.	50
Aceticum	Copaiba	1 150 1 25	Tolutan	50
Benzolium, German	Cubeba	1 300 1 35	Prunus Virg.	50
Borsale	Execchithos	1 500 1 60	<b>Tinctures</b>	
Carbolicum	Erigeron	1 000 1 10	Aconitum Napellis R	80
Citricum	Gaultheria	2 200 2 30	Aconitum Napellis F	80
Hydrochlor.	Geranium, ounce	75	Aloes	80
Nitrosum	Gossypii, Sem. gal.	500 60	Aloes and Myrrh	80
Oxalicum	Hedera	1 800 1 85	Arnica	80
Phosphoricum, dil.	Juniper	1 800 2 00	Assafetida	80
Salicylicum	Lavendula	900 2 00	Atropine Belladonna	80
Sulphuricum	Limonis	1 150 1 25	Aurant Cortex	80
Tannicum	Mentha Piper	5 500 6 00	Benzoin Co.	80
Tartaricum	Mentha Verid.	5 000 5 50	Berones	80
<b>Ammonia</b>	Morrhua, gal.	2 000 2 10	Cantharides	80
Aqua, 16 deg.	Myrica	4 000 4 50	Capicum	80
Aqua, 20 deg.	Opil	750 3 00	Cardamon	80
Carbonas	Picea Liquida	100 12	Cardamon Co.	80
Chloridum	Picea Liquida, gal.	100 12	Castor	1 00
<b>Aniline</b>	Ricina	92 98	Catechu	80
Black	Rosmarini	1 1 00	Cinchona	80
Brown	Rosa, ounce	6 500 7 00	Cinchona Co.	80
Red	Succini	400 45	Columba	80
Yellow	Sabina	900 1 00	Cubeba	80
<b>Bacca</b>	Santal	2 750 3 00	Cassia Acutifol	80
Cubeba, po. 25	Sassafras	550 60	Cassia Acutifol Co.	80
Juniperus	Sinapi, ess., ounce	1 500 1 60	Digitalis	80
Xanthoxylum	Tigli	400 50	Ergot	80
<b>Balsamum</b>	Thyme, opt.	400 50	Ferri Chloridum	80
Copaiba	Theobromas	150 20	Gentian	80
Peru	<b>Potassium</b>		Gentian Co.	80
Terabin, Canada	Bi-Carb	150 18	Gulaca amon	80
Tolutan	Bichromate	130 15	Hyoscyamus	80
<b>Cortex</b>	Bromide	350 35	Iodine	75
Ables, Canadian	Carb	120 15	Iodine, colorless	75
Cassia	Chlorate, po. 17@19	160 18	Kino	50
Cinchona Flava	Cyanide	340 38	Lobelia	50
Euonymus atropurp.	Iodide	2 300 2 40	Myrrh	50
Kyonia Cerifera, po.	Potassa, Bitart, pure	280 30	Nux Vomica	75
Prunus Virgini	Potass Nitras, opt.	70 10	Opil, comphorated	80
Quillaia, gr'd	Potass Nitras	60 8	Opil, deodorized	80
Sassafras, po. 15	Prussiate	230 26	Quassia	80
Ulmus, po. 20, gr'd	Sulphate po.	150 18	Rhatany	80
<b>Extractum</b>	<b>Radix</b>		Rhel	80
Glycyrrhiza Glabra	Aconitum	200 25	Sanguinaria	80
Glycyrrhiza, po.	Althae	300 33	Serpentaria	80
Haematox, 15 lb. box	Anchusa	100 12	Sirononum	80
Haematox, is	Arum po.	25 25	Tolutan	80
Haematox, 1/4s.	Calamus	200 40	Valerian	80
Haematox, 1/8s.	Gentiana, po. 15	120 15	Veratrum Veride	80
Haematox, 1/4s.	Glycyrrhiza, pv. 15	160 18	Zingiber	80
<b>Ferru</b>	Hydrastis Canan.	75 75	<b>Miscellaneous</b>	
Carbonate Precip.	Hydrastis Can. po.	80	Ether, Spts. Nit. F	300 35
Citrate and Quinia	Hellebore, Alba, po.	120 15	Ether, Spts. Nit. 4 F	340 38
Citrate Soluble	Inula, po.	180 22	Alumen	24 24
Ferrocyanidum Sol.	Ipecac, po.	2 750 2 80	Alumen, gro'd. po. 7	30 40
Solut. Chloride	Iris plox. po. 35@38	350 40	Annatto	400 50
Sulphate, com'l. by	Jalapa, pr.	250 30	Antimoni, po.	40 5
bbi, per gw.	Maranta, 1/4s	220 25	Antimoni et Potass T	400 50
Sulphate, pure	Podophyllum, po.	750 1 00	Antipyrin	60 20
<b>Flora</b>	Rhel.	750 1 25	Antilebrin	40 42
Arnica	Rhel, cut.	750 1 35	Argent Nitras, oz.	100 12
Anthemis	Spigella	350 38	Arsenicum	450 50
Matricaria	Sanguinaria, po. 15	500 55	Bismuth S. N.	1 650 1 70
<b>Folia</b>	Senega	950 1 00	Calcium Chlor., is.	2 10
Barosma	Smlax, officinalis H.	40 40	Calcium Chlor., 1/4s.	2 10
Cassia Acutifol, Tin-	Smlax, M.	100 12	Calcium Chlor., 1/2s.	2 10
nevelly	Scilla	100 12	Cantharides, Rus. po	20 15
Cassia, Acutifol, Alix	Symplocarpus, Fceti-	25 25	Capici Fructus, af.	20 15
Salvia officinalis, 1/4s	us, po.	25 25	Capici Fructus, po.	20 15
and 1/8s	Valeriana, Eng. po. 30	150 20	Capici Fructus B. po	120 14
Uva Ursi.	Valeriana, German.	140 16	Caryophyllus, po. 15	550 60
<b>Gummi</b>	Zingiber a	250 27	Carmine, No. 40	3 00
Acacia, 1st picked	Zingiber j.	250 27	Cera Alba	500 60
Acacia, 2d picked	<b>Semen</b>		Cera Flava	400 42
Acacia, 3d picked	Anisum, po. 18	40 15	Cocca	40 40
Acacia, sifted sorts	Aplum (graveleons).	130 15	Cassia Fructus	20 35
Acacia, po.	Bfrd, is.	40 6	Centarlis	20 10
Aloe, Barb. po. 18@20	Carul, po. 15	100 11	Ceteaceum	550 60
Aloe, Cape, po. 15	Cardamon	1 250 1 75	Chloroform	550 60
Aloe, Socotri. po. 40	Corlandrum	80 10	Chloroform, squibbs	2 10
Ammoniac	Cannabis Sativa	50 6	Chloral Hyd Crst.	1 350 1 25
Assafetida, po. 40	Cydonium	750 1 00	Chondrus	200 20
Benzolium	Chenopodium	150 16	Cinchonidine, F. & W	380 48
Catechu, is	Dipterix Odorate	1 000 1 10	Cinchonidine, Germ.	380 48
Catechu, 1/4s	Pencilium	70 9	Cocaine	4 550 4 75
Catechu, 1/8s	Poenugreek, po.	70 9	Cocks, list, dis. pr. ct.	75 10
Camphore	Lini	4 6	Cresosum	2 2
Euphorbium, po. 35	Lini, grd. bbl. 4	4 6	Creta, prep.	2 5
Galbanum	Lobelia	1 500 1 55	Creta, prep.	90 11
Gamboge	Pharlaris Canarian.	5 6	Crocus	300 35
Gualacum, po. 35	Rapa	5 6	Cudbear	20 24
Kino, po. \$0.75	Sinapis Alba	90 10	Cupri Sulph.	64 8
Mastic	Sinapis Nigra	110 12	Dextrine	70 10
Myrrh	<b>Spiritus</b>		Ether Sulph.	780 82
Opil, po. 4.10@4.30	Frument, W. D. Co.	2 000 2 50	Emery, all numbers.	8 8
Shellac	Frument, D. F. R.	2 000 2 25	Emery, po.	8 8
Shellac, bleached	Frument, 1	1 250 1 50	Ergota, po. 90	350 30
Tragacanth	Juniperis Co. O. T.	1 650 2 00	Flake White	120 15
<b>Herba</b>	Juniperis Co.	1 750 3 50	Galla	20 23
Absinthium, oz. pkg	Saacharum N. E.	1 900 2 10	Gambler	80 9
Eupatorium, oz. pkg	Spt. Vini Gall.	1 750 6 50	Gelatin, Cooper	20 60
Lobelia, oz. pkg	Vini Oporto	2 250 2 00	Gelatin, French	350 60
Majorum, oz. pkg	Vini Alba	2 250 2 00	Glassware, flint, box	75 5
Mentha Pip. oz. pkg	<b>Sponges</b>		Less than box	70
Mentha Vir. oz. pkg	Florida sheeps' wool		Glue, brown	110 13
Rue, oz. pkg	carriage	2 500 2 75	Glue, white	150 25
Tanaacetum V oz. pkg	Nassau sheeps' wool		Glycerin	1740 25
Thymus, V, oz. pkg	carriage	2 500 2 75	Grana Paradisi	25 25
<b>Magnesia</b>	Velvet extra sheeps		Humulus	250 55
Calcined, Pat.	wool, carriage	1 50	Hydrarg Chlor Mite	2 1 00
Carbonate, Pat.	Extra yellow sheeps'		Hydrarg Chlor Cor.	2 1 00
Carbonate, K. & M.	wool, carriage	1 25	Hydrarg Ox Rub'm.	2 1 10
Carbonate, Jennings	Grass sheeps' wool,		Hydrarg Ammonlati	500 60
<b>Oleum</b>	carriage	1 00	Hydrarg Unguentum	650 70
Absinthium	Hard, for slate use.		Hydrargrum	650 70
Amygdale, Dulc.	Yellow Reef, for		Ichthyobolla, Am.	750 1 00
Amygdale, Amare.	slate use.	1 40	Indigo	750 1 00
Anisi	<b>Syrups</b>		Iodine, Resubi	3 400 3 60
Aurant Cortex	Acacia	50 50	Iodoform	3 600 3 85
Bergamll	Aurant Cortex	50 50	Lupulin	200 25
Cajiputi	Aurant Cortex	50 50	Lycopodium	650 70
Caryophyll	Zingiber	50 50	Macha	650 70
Cedar	Ipecac	50 50	Liquor Acon et Hy	2 25
Chenopadi	Ferri Iod.	50 50	drarg Iod.	2 25
Cinnamoni	Rhel Arom	50 50	Liquor Potass Arsnit	100 12
Citronella	Smlax Officinalis	500 60	Magnesia, Sulph	20 3
	Senega	50 50	Magnesia, Sulph, bbl	14 14
	Scilla	50 50	Mannia, S. F.	750 80

Menthol	7 250 7 50	Selditz Mixture	200 22	Linseed, pure raw	47 50
Morphia, S. P. & W.	2 150 2 40	Sinapis	20 18	Linseed, boiled	48 10
Morphia, S. N. Y. Q.	2 150 2 40	Sinapis, opt.	20 30	Neatsfoot, winter str	59 85
Morphia, Mal.	2 150 2 40	Snuff, Maccaboy, De	20 41	Spirits Turpentine	59 34
Moschus Canton	20 40	Voes	20 41	<b>Paints</b>	BBL. LB
Myristica, No. 1.	850 80	Snuff, Scotch, De Vo's	20 41	Red Venetian	1 1/2 2 28
Nux Vomica, po. 15	20 10	Soda, Boras	90 11	Ochre, yellow Mars	1 1/2 2 24
Os Sepia	350 37	Soda, Boras, po.	250 27	Ochre, yellow Ber.	1 1/2 2 23
Pepsin Sase, H. & P.	2 1 00	Soda et Potass Tart.	140 2	Putty, commercial	2 1/2 2 1/2 23
D Co.	2 1 00	Soda, Carb.	3 1/2 5	Putty, strictly pure	2 1/2 2 1/2 23
Pics Liq. N.N. 1/4 gal.	2 2 00	Soda, Bi-Carb.	3 1/2 5	Vermilion, Prime	150 15
Pics Liq., quarts	2 1 00	Soda, Ash	3 1/2 4	American	150 15
Pics Liq., pints	2 85	Soda, Sulphas	2 2 60	Vermilion, English	700 75
Pli Hydrarg. po. 50	2 50	Spts. Cologne	2 2 60	Green, Paris	14 1/2 18 1/2
Piper Nigra, po. 22	2 18	Spts. Ether Co.	500 55	Green, Pennsular	150 15
Piper Alba, po. 35	2 30	Spts. Myrela Dom.	2 2 00	Lead, red	3 6 8 1/2
Plix Burgun	2 7	Spts. Vini Rect. bbl.	2 2 00	Lead, white	6 2 6 1/2
Plumbi Acet.	100 12	Spts. Vini Rect. 1/2 bbl	2 2 00	Whiting, white Span	2 2 90
Pulvis Ipecac et Opil	1 300 1 50	Spts. Vini Rect. 5 gal	2 2 00	Whiting, whiders	2 2 90
Pyrethrum, boxes H.	80 80	Strychnia, Crystal.	800 1 05	White, Paris, Amer.	2 1 25
P. D. Co., doz.	20 75	Sulphur, Subl.	2 1/2 4 4	Whiting, Paris, Eng.	2 1 25
Pyrethrum, pv	250 30	Sulphur, Roll	2 1/2 3 1/2	Universal Prepared	1 100 1 20
Quassia	80 10	Tamarinds	80 10	<b>Varnishes</b>	
Quinia, S. P. & W.	280 38	Theobenth Venice	280 30	No. 1 Turp Coach	1 100 1 20
Quinia, S. German	80 38	Theobromae	450 50	Extra Turp	1 600 1 70
Quinia, N. Y.	280 38	Theobromas	450 50	Coach Body	2 750 3 00
Rubia Tinctorum	120 14	Vanilla	9 000 16 00	No. 1 Turp Furn	1 000 1 10
Saccharum Lactis pv	200 22	Zinci Sulph.	70 8	Extra Turk Damar	1 550 1 60
Sacalacn	4 500 4 75	<b>Oils</b>		Jap. Dryer, No. 1 Turp	700 75
Sanguis Draconis	400 50	Whale, winter	BBL. GAL. 70 70		
Sapo, W	120 14	Lard, extra	85 90		
Sapo M	100 12	Lard, No. 1	50 65		
Sapo G	2 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

- Sugars
Nutmegs
Gunpowder

DECLINED

- Rolled Oats
Muscatel Raisins
Mince Meat

Index to Markets
By Columns

Table listing various market items such as Baking Powder, Beans, Butter, etc., with corresponding prices and quantities.

1

Table 1 containing items like AXLE GREASE, BAKING POWDER, BATH BRICK, BLUING, BREAKFAST FOOD, CERA NUT FLAKES, TRYABITA, BROOMS, BRUSHES, BUTTER COLOR, etc.

2

Table 2 containing items like CANDLES, CANNED GOODS, CHEWING GUM, CHICORY, CHOCOLATE, CLEANER & POLISHER, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, etc.

3

Table 3 containing items like Succeotash, Tomatoes, CARBON OILS, CHEESE, etc.

4

Table 4 containing items like No. 16, No. 18, No. 20, No. 22, No. 24, No. 26, No. 28, Belle Isle, Red Cross, Colonial, Juvo, Koran, etc.

5

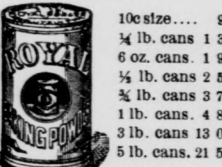
Table 5 containing items like Soda, Oyster, Sweet Goods-Boxes, etc.



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 and Mocha...
Java and Mocha Blend...
Boston Combination...
Ja-Vo Blend...
Ja-Mo-Ka Blend...
Distributed by Olney & Judson...



Mica Axle Grease...
Mica Axle Grease...
Mica Axle Grease...



Royal Bluing...
Royal Bluing...
Royal Bluing...



Jaxons Condensed Pearl Bluing...
Jaxons Condensed Pearl Bluing...
Jaxons Condensed Pearl Bluing...



Brunswicks Easybright Cleaner...
Brunswicks Easybright Cleaner...
Brunswicks Easybright Cleaner...



Borden Eagle Brand Condensed Milk...
Borden Eagle Brand Condensed Milk...
Borden Eagle Brand Condensed Milk...

6

Table with 2 columns: Item Name and Price. Includes Hominy, Maccaroni and Vermicelli, Domestic, Imported, Pearl Barley, Peas, Rotted Oats, Steel Cut, Monarch, Quaker cases, Grits, Walsh-DeRoo Co.'s Brand.



Table with 2 columns: Item Name and Price. Includes Cases, East India, German, Pearl, Cracked, Fishing Tackle, Cotton Lines, Linen Lines, Poles, Bamboo, Flavoring Extracts.

JAXON Highest Grade Extracts. Includes Vanilla, Lemon, No. 1 full m, No. 2 full m, No. 3 fan'y 1 25, No. 5 fan'y 1 25.

COLEMAN'S HIGH EXTRACTS. Includes Vanilla, Lemon, 2 oz panel, 3 oz taper.

JENNINGS' FOLDING BOXES. Includes D. C. Lemon, D. C. Vanilla, 2 oz, 4 oz, 6 oz.

Table with 2 columns: Item Name and Price. Includes Folding Boxes, Taper Bottles, Full Measure, Molasses, Mustard, Olives.

Table with 2 columns: Item Name and Price. Includes Beef, Pork, Leaf Lard.

7

Table with 2 columns: Item Name and Price. Includes Mutton, Lamb, Veal, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, Winter Wheat Flour.

Table with 2 columns: Item Name and Price. Includes Patents, Straight, Clear, Graham, Buckwheat, Rye, Flour in bbls., Worden Grocer Co.'s Brand.

Table with 2 columns: Item Name and Price. Includes Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, Lard.

Table with 2 columns: Item Name and Price. Includes Compound, Pure, Bologna, Sausages, Beef, Extra Mess., Boneless, Rump, New.

Table with 2 columns: Item Name and Price. Includes Car lots new, Corn, Hay, HERBS, SAGE, Hops, Laurel Leaves, Penna Leaf.

Table with 2 columns: Item Name and Price. Includes INDIGO, JELLY, LICORICE, Pure, Calabria, Stetly, Roof, LYE, Condensed, Malted Food.

Table with 2 columns: Item Name and Price. Includes MEAT EXTRACTS, MOLASSES, Fancy Open Kettle, Choice, Fair, Good, Half-barrels 2c extra, MUSTARD, Horse Radish, Bayle's Celery.

Table with 2 columns: Item Name and Price. Includes OLIVES, Bulk, Queen, Stuffed, Half-barrels 2c extra, MUSTARD, Horse Radish, Bayle's Celery.

8

Table with 2 columns: Item Name and Price. Includes PIPES, Clay, No. 216, Clay, T. D., full count, Pickles.

Table with 2 columns: Item Name and Price. Includes Medium, Small, Barrels, 2,400 count, Half bbls, 1,200 count.

Table with 2 columns: Item Name and Price. Includes PLAYING CARDS, No. 90, Steamboat, No. 15, Rival, assorted, No. 20, Rover, enameled.

Table with 2 columns: Item Name and Price. Includes POTASH, 48 cans in case, Babbitt's, Penna Salt Co.'s.

Table with 2 columns: Item Name and Price. Includes PROVISIONS, Barreled Pork, Mess., Back, Clear back, Short cut, Pig, Bean, Family Mess Loin, Clear.

Table with 2 columns: Item Name and Price. Includes Dry Salt Meats, Bellies, S P Bellies, Extra shorts.

Table with 2 columns: Item Name and Price. Includes Smoked Meats, Hams, 12lb. average, Hams, 14lb. average, Hams, 16lb. average, Hams, 20lb. average, Ham dried beef, Shoulders (N. Y. cut), Bacon, clear, California hams, Bologna, Berlin Ham pr's'd, Mince Hams.

Table with 2 columns: Item Name and Price. Includes Compound, Pure, Bologna, Sausages, Beef, Extra Mess., Boneless, Rump, New, Pigs' Feet, Tripe, Kits, 15 lbs., 4 lbs., 8 lbs., 16 lbs., Casings, Pork, Beef rounds, Beef middles, Sheep, Uncolored Butterine, Solla, dairy, Liver, Rolls, purity, Solid, purity, Canned Meats, Corned beef, 2 lb., Corned beef, 14 lb., Roast beef, 2 1/2, Potted ham, 1/4, Potted ham, 1/2, Deviled ham, 1/4, Deviled ham, 1/2, Potted tongue, 1/4, Potted tongue, 1/2.

Table with 2 columns: Item Name and Price. Includes RICE, Domestic, Carolina head, Carolina No. 1, Carolina No. 2, Broken.

Table with 2 columns: Item Name and Price. Includes RICE, Domestic, Carolina head, Carolina No. 1, Carolina No. 2, Broken.

Table with 2 columns: Item Name and Price. Includes Mackerel, Mess 100 lbs., Mess 50 lbs., Mess 10 lbs., Mess 8 lbs., No. 1 100 lbs., No. 1 50 lbs., No. 1 10 lbs., No. 1 8 lbs., No. 2 100 lbs., No. 2 50 lbs., No. 2 10 lbs., No. 2 8 lbs., Herring, Holland white hoops, Holland white hoops, Holland white hoop, Holland white hoop, Norwegian, Round 100 lbs., Round 50 lbs., Scaled, Bloaters.

Table with 2 columns: Item Name and Price. Includes Herring, Holland white hoops, Holland white hoops, Holland white hoop, Holland white hoop, Norwegian, Round 100 lbs., Round 50 lbs., Scaled, Bloaters.

9

Table with 2 columns: Item Name and Price. Includes Imported, Japan, No. 1, Japan, No. 2, Java, fancy head, Java, No. 1, Table.

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

Table with 2 columns: Item Name and Price. Includes SALAD DRESSING, Alpha Cream, large, 2 doz., Alpha Cream, large, 1 doz., Alpha Cream, small, 3 doz., Durkee's, large, 1 doz., Durkee's, small, 2 doz.

Table with 2 columns: Item Name and Price. Includes SALERATUS, Packed 60 lbs. in box, Church's Arm and Hammer, Deland's, Dwight's Cow, Emblem, L. P., Wyandotta, 100 lbs.

Table with 2 columns: Item Name and Price. Includes SAL SODA, Granulated, bbls., Granulated, 100 lb. cases, Lump, bbls., Lump, 145 lb. kegs.

Table with 2 columns: Item Name and Price. Includes SALT, Diamond Crystal, Table, cases, 24 3 lb. boxes, Table, barrels, 100 3 lb. bags, Table, barrels, 50 6 lb. bags, Table, barrels, 40 7 lb. bags, Butter, barrels, 320 lb. bulk, 2 1/2, Butter, barrels, 20 14 lb. bags, 2 1/2, Butter, sacks, 28 lbs., 27, Butter, sacks, 56 lbs., 67, Shaker, 24 2 lb. boxes, 1 50.

Table with 2 columns: Item Name and Price. Includes Common Grades, 100 3 lb. sacks, 2 25, 60 5 lb. sacks, 2 15, 28 10 lb. sacks, 2 05, 56 lb. sacks, 22, 28 lb. sacks, 22.

Table with 2 columns: Item Name and Price. Includes Warsaw, 56 lb. dairy in drill bags, 20, 28 lb. dairy in drill bags, 40.

Table with 2 columns: Item Name and Price. Includes Ashton, 56 lb. dairy in linen sacks, 60.

Table with 2 columns: Item Name and Price. Includes Higgins, 56 lb. dairy in linen sacks, 60.

Table with 2 columns: Item Name and Price. Includes Solar Rock, 56 lb. sacks, 25.

Table with 2 columns: Item Name and Price. Includes Common, Granulated Fine, 75, Medium Fine, 80.

Table with 2 columns: Item Name and Price. Includes SALT FISH, Cod, Large whole, Small whole, Strips or bricks, Pollock.

Table with 2 columns: Item Name and Price. Includes Halibut, Strips, Chunks.

Table with 2 columns: Item Name and Price. Includes Trout, No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs., No. 1 8 lbs., No. 2 100 lbs., No. 2 50 lbs., No. 2 10 lbs., No. 2 8 lbs.

Table with 2 columns: Item Name and Price. Includes Mackerel, Mess 100 lbs., Mess 50 lbs., Mess 10 lbs., Mess 8 lbs., No. 1 100 lbs., No. 1 50 lbs., No. 1 10 lbs., No. 1 8 lbs., No. 2 100 lbs., No. 2 50 lbs., No. 2 10 lbs., No. 2 8 lbs.

10

Table with 2 columns: Item Name and Price. Includes Whitefish, No. 1, No. 2, 100 lbs., 50 lbs., 10 lbs.

Table with 2 columns: Item Name and Price. Includes SEEDS, Anise, Smyrna, Canary, Cardamom, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, Cuttle Bone.

Table with 2 columns: Item Name and Price. Includes SHOE BLACKING, Handy Box, large, Handy Box, small, Bixby's Royal Polish, Miller's Crown Polish.

Table with 2 columns: Item Name and Price. Includes SOAP, Beaver Soap Co. brands, GRANDPAS WONDER SOAP.

Table with 2 columns: Item Name and Price. Includes JAXON, Single box, 5 box lots, delivered, 10 box lots, delivered, Johnson Soap Co. brands.

Table with 2 columns: Item Name and Price. Includes Silver King, Calumet Family, Scotch Family, Cuba, Jas. S. Kirk & Co. brands, Dusky Diamond, Jap Rose, Savon Imperial, White Russian, Dome, oval bars, Saffnet, oval, White Cloud, Lantz Bros. brands.

Table with 2 columns: Item Name and Price. Includes Big Acme, Acme 5c, Marselles, Master, Procter & Gamble brands, Lenox, Ivory, 6 oz., Ivory, 10 oz., Schultz & Co. brand, Star, Search-Light Soap Co. brand, Search-Light Soap, 100, big, pure, solid bars, A. B. Wrisley brands, Good Cheer, Old Country.

Table with 2 columns: Item Name and Price. Includes Scouring, Sapollo, kitchen, 3 doz., Sapollo, hand, 3 doz., Boxes, Soda, Kegs, English, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars.

Table with 2 columns: Item Name and Price. Includes SPICES, Whole Spices, Allspice, Cassia, China in mats, Cassia, Batavia, in bund, Cassia, Saigon, broken, Cassia, Saigon, in rolls, Cloves, Amboyana, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 100-10, Nutmegs, 115-20, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, shot.

Table with 2 columns: Item Name and Price. Includes Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochon, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, Cayenne, Sage.

Table with 2 columns: Item Name and Price. Includes STARCH, Common Gloss, 1-lb. packages, 3-lb. packages, 5-lb. packages, 40 and 50-lb. boxes, Barrels.

Table with 2 columns: Item Name and Price. Includes Common Corn, 20-lb. packages, 40-lb. packages.

11

Table with 2 columns: Item Name and Price. Includes SYRUPS, Corn, Barrels, Half bbls, 10 lb. cans, 1/2 doz. in case, 5 lb. cans, 1 doz. in case, 3/4 lb. cans, 2 doz. in case.

Table with 2 columns: Item Name and Price. Includes Pure Cane, Fair, Good, Choice.

Table with 2 columns: Item Name and Price. Includes SUGAR, Domino, Cut Leaf, Crushed, Cubes, Powdered, Coarse Powdered, XXX Powdered, Fine Granulated, 2 lb. bags Fine Gran., 5 lb. bags Fine Gran., Mould A, Diamond A, Confectioner's A, No. 1, Columbia A, No. 2, Windsor A, No. 3, Ridgewood A, No. 4, Phoenix A, No. 5, Empire A, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16.

Table with 2 columns: Item Name and Price. Includes TABLE SAUCES, Lea & Perrin's Sauce, The Original and Genuine Worcestershire.

Table with 2 columns: Item Name and Price. Includes TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Basket-fired, fancy, Nibs, Siftings, Fannings.

Table with 2 columns: Item Name and Price. Includes Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy.

Table with 2 columns: Item Name and Price. Includes Young Hyson, Choice, Fancy.

Table with 2 columns: Item Name and Price. Includes Oolong, Formosa, fancy, Amoy, medium, Amoy, choice, English Breakfast, Medium, Choice, Fancy.

Table with 2 columns: Item Name and Price. Includes India, Ceylon, choice, Fancy.

Table with 2 columns: Item Name and Price. Includes TOBACCO, H. & P. Drug Co.'s brands, Fortune Teller, Our Manager, Quintette, G. J. Johnson Cigar Co.'s brand.

Table with 2 columns: Item Name and Price. Includes S.C.W., B. C. W., Cigar Clippings, per lb.

## THE FOOD WE EAT.

## Ignorance and Indifference of the American People.

America is fast becoming a nation of dyspeptics. The people are being poisoned by impure and improper food. Half of the struggle of life is a struggle for food—proper food. A well-fed man, that is, a man whose nutrition is complete, can do a big day's work easily; a poorly fed man does a small day's work with difficulty. The people should be educated so as to be able to select food according to its nutritive value. Our supplies for the table should be purchased with a view to the actual wants of the particular body that is to be nourished, and we must know what we are purchasing.

It is to be greatly regretted that Congress failed to pass a pure food law at the last session. We must have a comprehensive, practical and effective law to prevent the sale or manufacture of impure or adulterated food products, and food inspection should be removed entirely from politics. There are imitations, frauds and adulterations everywhere. Food articles are mixed up with substances that affect purity and lower their quality and strength; inferior substances are substituted for the genuine article; valuable ingredients are extracted from the real products; true articles are imitated and sold under another name, and ingredients are added which are poisonous or injurious to health.

The press is to-day preaching the gospel of pure food and federal surveillance of food products. It requires only a passing familiarity with the situation to realize the inadequacy of state laws to protect the people, for they not only lack harmony and co-ordination, but seldom are enforced, being made the footballs of political machines. Some of the men who are appointed as food inspectors could not detect an adulteration if they were permitted to look at it through the most powerful microscope, and even if they did detect it the possible political effect of the discovery would overshadow all consideration of public health.

Impure food with a "pull" is never molested. Frauds and adulterations can never be reached except through a rigid and well-organized system of federal inspection with the power of confiscating and punishment in the hands of a National commissioner who owes his appointment to the President and is not mixed up in state politics.

The extent to which human rascality will go was revealed in the investigation of the milk supply in New York City conducted by the Rockefeller Institute. The bacteriologists found that the milk was not only adulterated and polluted, but actually traced 300 outbreaks of epidemic diseases to impure milk.

Some months ago an analysis of the milk furnished the patients of a Chicago hospital showed formalin in sufficient quantities to cause or at least hasten the death of sick persons. It seems that the nurses and patients had complained of the milk, and had declared upon numerous occasions that it "tasted funny." Formalin is a chemical used in hospitals for fumigating purposes because of its deadly character. Because it will keep milk from turning sour, however, milk dealers have been known to use it extensively, especially in milk supplied to public institutions.

Just as astounding is a statement made by the Assistant Food Commis-

sioner of Illinois, that he had located four slaughter houses for horses, mules and donkeys in Chicago. "Real beef is never handled in these places," he said, "but their delivery wagons run to markets, restaurants and free lunch saloons with great regularity. As healthy horses, mules and donkeys are too valuable to be worked up into Hamburger steaks and sausages, only the diseased or disabled ones are killed; even horses that have glanders. Filthy butter, absolutely unfit for use, is collected in this city and shipped to the woods, where it is remanufactured and sent back to Chicago and sold as pure butter. Fermented and rotten tomatoes are manufactured into catsup and sold by leading houses as pure."

The little child calls for the largest piece of candy that her penny will buy, and her mother wants the largest loaf of bread she can get for the money. Consequently the manufacturers study how to produce the largest piece of candy and the largest loaf of bread at the smallest expense. The investigations of the Illinois Pure Food Commission show that chemicals injurious to health are freely used in Chicago soda water.

A prominent grocer informs me that it is impossible to sell genuine maple syrup in many parts of the country, for the reason that it is so different from that which the public has been educated to believe to be the pure article. More Vermont maple sugar is manufactured in Iowa in a season than the maple trees of Vermont could produce in years. But that is not all. There seems to be no end to the list of adulterated foods. American tables are now supplied with butter sweetened or kept sweet by boracic acid and chemically colored; jam, jelly and preserves not even distantly acquainted with the fruit are made wholly of gelatin and glucose, with chemical coloring and flavor; tea is made by mixing oxide of iron with tea dust and rolled by means of starch into pellets resembling the genuine tea; chemical vinegar, catsup and table sauce contains no vegetable matter whatever; pickles are made green by a preparation of copper; wines sweetened by glucose; beers rank with salicylic acid; whiskies diluted with proof spirits and artificially beaded with sulphuric acid and smoothed with olive oil.

The Illinois State Inspectors had their attention called to a preparation of glucose which was masquerading under the label, "Pure Clover Honey." In forbidding its sale the Inspectors acted clearly within their statutory powers, and set an example that should be followed in every state that is fortunate enough to have a system of inspection. The glucose that was being sold as "Pure Clover Honey" is probably not harmful, or child mortality would have increased at an alarming rate in this country during the last decade, for it now enters largely into the manufacture of candy and many forms of sweet meats, jellies and preserved fruits. But the food inspectors were justified in forbidding the sale of glucose honey for the reason that it is an adulteration and hence a fraud upon the public.

All who saw the Impure Food Exhibit at the Buffalo Exposition must have been profoundly impressed with the urgent need of National legislation upon this question. It was shown that grape and currant jellies sold at the groceries as pure were often colored compounds of glucose and sugar. In most instances, of course, the price at which such jel-

## 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

We can handle all you send us.

**WHEELOCK PRODUCE CO.**  
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.  
Citizens Phone 3232.

## Beans

The bean market is very active. I can handle all you can ship me. Will pay highest price. Write or telephone me for prices and particulars.

**E. D. Crittenden, 98 S. Div. St., Grand Rapids**  
Both Phones 1300

## SEEDS

Clover and Timothy—all kinds of Grass Seeds.

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

## A TRUE POULTRY STORY

Far as we can learn Buffalo beats all markets at Thanksgiving. Our prediction was more than verified and much exceeded. Fancy dressed turkeys actually sold at 16 and 18 and on 2 days were raised to 19 and 20. Chix 14@15, extras 16; Hens 12@14; Geese 13@15; Ducks 16@18. All these were actual sales easily verified. Live Turks 14@16; Ducks 15@16; Chix 12@13; Hens 11@12; Geese 13@15.

The prospects were never better to sustain these prices for Christmas, and we believe it is one of the best opportunities in years to make an excellent margin in Buffalo Christmas. We believe it policy and safe and urge our consignors to prepare liberally for Christmas market at Buffalo, feeling very sure no market will excel it.

Christmas is the greatest of all holidays and poultry should bring as much as at any time in entire year. Ducks, Chickens and Geese will sell very high, as must largely take place of turkeys. Wire the banks or express companies at our expense if desired as to our responsibility.

We assure you unsurpassed service, promptness, integrity, responsibility, conservative quotations, and we believe an unsurpassed poultry market; light freight, quick time, etc. References: New shippers to old ones and western shippers to Berlin Heights Bank, Berlin Heights, Ohio, or Third National Bank, Buffalo, or anywhere on demand. Please advise at once your prospective shipments, if any, and oblige.

## BATTERSON &amp; CO.

159 MICHIGAN ST., BUFFALO, N. Y., ON BUFFALO'S WHOLESALE MARKET.  
Prompt, reliable and responsible poultry commission merchants for 34 years.

## POTATOES

Carlots only wanted. Highest market price. State variety and quality.

**H. ELMER MOSELEY & CO.**  
GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417  
Bell Main 66

304 & 305 Clark Building,  
Opposite Union Depot

## Phil Hilber

Jobber of Oleomargarine

109 Canal Street, Grand Rapids, Michigan

I have State agency for several manufacturers and am prepared to quote factory prices.

We are in the market for

**CLOVER, ALSYKE**  
**BEANS, PEAS, POP CORN, ETC.**

If any to offer write us.

**ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.**  
24 AND 26 N. DIVISION ST., 20 AND 22 OTTAWA ST.

## Cash Register Paper

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

**Standard Cash Register Co., Wabash, Ind.**

lies are offered should convince the customer that he is buying an adulterated product. Pure fruit and pure sugar could not be sold so low. It was also graphically shown at this exhibit that imported spices were mixed with ground cereals, cocoanut shells, clove stems, clove stones, sandalwood, mustard hulls, and other slightly aromatic stuffs in such proportions as to produce almost any grade for which there is a demand. Coffee beans were also exhibited that were made out of various materials, some of them harmless, others deleterious.

In his annual reports Secretary Wilson, of the Department of Agriculture, has strongly urged Congress to pass a comprehensive pure food law. The chemistry forces of his department have worked in co-operation with the Pure Food Congress and other organizations, and their analyses show that hundreds of articles of daily use are adulterated, many of them in such a manner as to make them highly injurious. The pure food commissions of states are doing splendid work in educating the people up to the fact that adulterating injures legitimate industries and fosters deception and fraud. But this work is in its infancy, and the people must awaken to the great importance of the question and demand larger appropriations and more efficient laws and publicity to successfully prosecute a work of such vast consequences.

The Coffee Congress, which has been in session in New York City, tried to discover some way to stop the adulteration of that article, but it had no power. It only recommended. Many of the prepared coffees sold at the groceries contain a mixture of other articles, some of them healthful and others not. Congress will be guilty of grave dereliction of duty if it fails this winter to enact stringent legislation and place all forms of manufactured foods under the care of the Commissioner of Internal Revenue, as oleomargarine and other imitations of butter are now.

It is, of course, impossible and it would be impracticable to prohibit the manufacture and sale of all imitation foods and to prohibit all adulteration, but every package of food should at least bear a label accurately stating the materials it contains, so that people may know exactly what they are buying, and the sale of impure and injurious articles can be prevented. Every one of the prepared foods should show on the label the exact formula of its composition and the quantity of each and every element that it contains. But men who manufacture adulterations do not want this, and the grocer who seeks to make a few dollars more by palming off upon his customers adulterated articles disguised as pure and imitations marked as genuine, and thus endangers their health and sometimes their lives, does not want it. There would be a much smaller number of articles upon the grocery shelves and a much less variety if every package were honestly labeled to show exactly what it contains.

Many things are used knowingly as well as unknowingly that are injurious to the health. Hence it would be only fair to the consumer to stamp the names of the ingredients upon every package so that he might use his own judgment as to its use.

Impure and adulterated foods leave a trail of human woe. We do not realize the amount of disease that is due to poisonous and indigestible substances that are mixed in with the things we

eat. Along this trail are sufferers from dyspepsia, rheumatism, appendicitis, all sorts of liver and kidney diseases, impure blood, impure complexions and all forms of stomach and bowel complaints. It is easy for the trained eye of a doctor to pick out the sufferers. It is also easy for him to pick out starved and poisoned "well fed" bodies. Men who work with their minds often eat improper food which does not feed the brain, but makes only fat and muscle, and then they wonder why their mental faculties are sluggish. Others may have some constitutional disease or weakness and ignorantly devour from day to day the food that aggravates it instead of adopting a diet that will assist nature in restoring impaired functions and in building up wasted tissues. Others may eat improperly cooked food which by partial cooking has been placed in a chemical state that is injurious, and then wonder why the kidneys groan under the burden of sifting the impurities from the blood.

Poor cooking and fraud in food affect the mind as much as the body. More suicides, crimes, vice, unhappiness, divorces, business incompetency and ugly tempers are due to bad cooking and impure food than to any other cause. Professor Smedley, the head of the Child Study Department in the Chicago public schools, finds direct connection between bad conduct and bad food and holds that bad nutrition is one of the chief causes of boys being sent to the bridewell. Professor Atwater, the famous food expert, recently announced his belief that many men are driven to alcoholic stimulants by the lack of nutritious food.

It is time that the common schools were teaching children a thorough knowledge of the chemistry of foods and their adaptation to the wants of the human body. Every person who has anything to do with the preparation of foods should be educated to know its properties and qualities and the results of chemical action thereon. They should not be content merely with knowing how food should be prepared, but they should know also the reasons why it should be prepared in a particular way. Paul Pierce.

**Anti-Oleo Activity in Massachusetts.**

The biggest kind of a haul of boarding-house keepers and grocers alleged to be engaged in the business of handling and dealing in oleomargarine in Worcester, Mass., was made last week when the police notified thirty-five persons to be present at the session of the Central District Court to answer to the complaints issued to George F. Whitaker, of Boston, agent of the State Dairy Bureau. The evidence in all the cases was obtained by detectives, who have been working in Worcester for the past two weeks. In addition to obtaining samples of alleged spurious butter from several stores, they obtained evidence against the boarding-house keepers by purchasing meals at the places and taking away the butter served at the meals. The fine in each case, according to the statute, is not less than \$100, but the court can impose a maximum of \$500 and imprisonment for one year on each complaint. The maximum fine is rarely imposed, however, and the cases are frequently settled without a hearing in the upper court. For several months Worcester has been known as the headquarters for the sale of oleomargarine in Massachusetts. The agents of the Dairy Bureau have determined to put a stop to the sale of the "butter," and it is expected that the list of those notified to be in court will be greatly increased before the day of hearing.

"True love never grows old," it is usually killed by its mother in infancy.

**NOTICE!**

If you don't want to consign wire us collect, lowest price fancy poultry dressed or alive, C. O. D., Buffalo. All kinds.

**BATTERSON & CO.**

Prompt, responsible poultry house for 34 years

92 MICHIGAN ST., BUFFALO, N. Y.

**E. S. Alpaugh & Co.**  
**Commission Merchants**

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

**New York**

Specialties: Poultry, Eggs, Dressed Meats and Provisions

If you anticipate shipping any produce to the New York market we advise your correspondence with us before doing so; it will pay you.

References: Gansevoort Bank, R. G. Dun & Co., Bradstreet's Mercantile Agency, and upon request many shippers in your State who have shipped us for the last quarter of a century.

Cold Storage and Freezing Rooms

Established 1864

**Cold Storage Eggs**

Why pay 25 per cent. more for fresh when you can get just as good by using our April stock? Give us an order and be convinced. We store Fruit, Butter, Eggs, Poultry and Meats. Liberal advances on produce stored with us, where desired. Rates reasonable. Write for information.

**Grand Rapids Cold Storage & Sanitary Milk Co.**

**Grand Rapids, Michigan**

**WHOLESALE**

**OYSTERS**

**WE QUOTE YOU THIS WEEK**

Selects, per can, 23 cents	Selects, per gallon, - - -	\$1 60
Anchors, per can, 20 cents	Perfection Standards, per gallon, -	1 15
Standards, per can, 18 cents	Standards, per gallon, - - -	1 10
Favorites, per can, 16 cents	Clams, per gallon, - - -	1 25

**DETTENTHALER MARKET, Grand Rapids, Mich.**

**Sweet Potatoes, Cranberries, Oranges,  
New Nuts, Figs and Dates**

We are headquarters for these goods.

We want Potatoes, Onions, Apples and Beans.

**The Vinkemulder Company, Commission Merchants**

14-16 Ottawa Street

Grand Rapids, Michigan

**OLD RELIABLE B.L. CIGAR ALWAYS BEST.**

**LUBETSKY BROS. DETROIT, MICH. MAKERS**

**The Grain Market.**

Wheat has been very active during the past week. There seemed to be a sharp fight on between the bulls and bears for supremacy. I might state that the bulls have met with quite a defeat, as both futures and cash suffered a loss of 2c per bushel, which was only occasioned by one house selling 6,000,000 bushels of future wheat, besides the millions that were sold by other parties. The situation, however, seems not much changed. Reports come from Kansas to the effect that they have not enough hard wheat to run them thirty days. Southern Minnesota has marketed about all its wheat. The visible showed another large increase of 3,350,000 bushels, but still there is only 45,000,000 bushels in sight, which is very conservative for this time of the year. I might also remark that the price of wheat is lower at this time than it was a year ago when the visible was 7,000,000 bushels more. As regards the large visible increase, I might say it was chiefly in Minneapolis and Duluth, and this was on account of the Minnesota millers making unusual efforts to get the wheat in their elevators out of the country. This large increase may possibly continue one or two weeks longer, when there will be an end to it. Corn has also dropped in price fully 4c per bushel, as there was more contract corn offered than was expected. Besides, the visible made a fairly good increase for the time of the year. Still, there is a great deal of long corn out yet, to be provided for during December. Should any unforeseen bad weather conditions take place we might see an advance. However, as corn is very high at present, we look for an even market. Oats have been steady, as usual, with not much change in price either one way or the other. The demand seems to absorb the offerings and, so long as this state of affairs exists, there certainly will be no change. Rye has shown a weakening disposition, as prices are not strong and there seem to be more sellers than buyers at present. We look for lower prices in that cereal. Beans have held their own which is about all that can be said on that subject. Not much doing in that article. Flour has moved quite freely. The mills are running steadily, filling some old orders and new ones are coming along fairly well both local and domestic. Mill feed seems to be very strong, while no advance can be noted. Present prices are holding firm at \$17 for bran and \$10 for middlings. Receipts during the week have been as follows: wheat, 65 cars; corn, 7 cars; oats, 2 cars; flour, 2 cars; potatoes, 23 cars. The receipts during the month were as follows: wheat, 263 cars; corn, 17 cars; oats, 29 cars; rye, 1 car; flour, 9 cars; beans, 1 car; malt, 3 cars; hay, 1 car; straw, 2 cars; potatoes, 92 cars. Mills are paying 72c for No. 2 red wheat. C. G. A. Voigt.

**Why Smokers Really Make the Best Husbands.**

One woman remarked to another who was very wise that her husband was the best of men, that he was true and upright and generous and tolerant; but she wanted her friend to tell her something that would make him abandon what she described as the "soul filthy habit of using tobacco." "Go down on your knees," said the

wise woman, "and thank heaven for that husband with but one fault, and drag all your curtains down with you! Bid him come into the best room with his pipe; and then, while blue wreaths rise to the ceiling and choke and blind you, shake out your hair that its meshes may catch and hold them even as it held the fragrance of your wedding garland. "Had I four walls roofed in with love and called by that most meaning name of 'home,' I would build an altar in the choicest room to Lady Nicotine, and keep it heaped with armfuls of her fragrant weed fetched by myself. I do not know what magic lurks within the plant, but I am convinced it is more potent than treaties to preserve domestic peace, and some day some one will rechristen it the "Happiness Flower."

**Worth Remembering.**

- Stick to your chosen pursuit, but not to chosen methods.
- Be content with small beginnings—and be sure to develop them.
- Don't tell what you are going to do until you have done it.
- Enter your charges when the goods are sold. Don't wait.
- Have a proper division of work, and neither interfere nor permit interference with your employes.
- Be cautious; but when you make a bargain, make it quietly and boldly.
- Keep down your expenses, but do not be penurious.
- Don't take fresh risks to retrieve your losses. Cut them off short.

**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—ONE OF THE BEST DRUG** stocks in Northern Indiana, invoicing about \$800; only stock of drugs in the town. Address No. 909, care Michigan Tradesman. 909
- WILL SELL FOR CASH—CLEAN DRUG** stock with wall paper department; inventories about \$5,000; sales \$40 per day; city 15,000; owner has other business. Address 908, care Michigan Tradesman. 908
- FOR SALE—A SMALL STOCK OF GEN-**eral merchandise; only store in place; located at railroad crossing in good farming community; reason for selling, other business; price right. Address No. 907, care Michigan Tradesman. 907
- FOR SALE—DRUG STORE, FIXTURES,** shelves, show cases, counters, etc. Will sell cheap at once. J. J. VanHaaften, Benton Harbor, Mich. 906
- WILL PAY CASH FOR AN ESTABLISHED** dry goods or general business carrying a stock of eight or twelve thousand dollars in a city of not less than four thousand; must be a money earner and bear investigation. Address No. 905, care Michigan Tradesman. 905
- FOR SALE—GOOD BUSINESS; BEST GEN-**eral store in best little town in Genesee county, Mich. Address No. 904, care Michigan Tradesman. 904
- FOR SALE—THE BEST DRUG STORE** with best trade in Indiana, invoicing between \$7,000 and \$8,000; located in gas belt in city of 20,000; terms reasonable. Address Natural Gas, care Michigan Tradesman. 933
- CIGAR STORE AND BARBER SHOP FOR** sale; doing a good business. Address No. 902, care Michigan Tradesman. 902
- FOR SALE—TWO BLACK BEARS,** 8 months old; male and female; price, \$50. M. Riekets, Cadillac, Mich. 899
- FOR RENT—NEW DOUBLE BRICK STORE,** 44x80 feet; one of the finest locations in Southern Michigan. Address Baughman & Yunker, Gobleville, Mich. 898
- THE HOOSIER HUSTLER, THE NOTED** salesman and Merchandise Auctioneer, has closed out more stocks than any other one man living. For terms and reference book address P. O. Box 478, Ornoka, Neb. 914
- FOR SALE—STOCK CONSISTING OF DRY** goods, ladies' and men's furnishing goods, youths' and boys' clothing, hats, caps, boots and shoes, inventories from \$3,000 to \$4,000; located in hustling town of about 2,000 population; blast furnace and chemical works just established. Address D. F. Newberry, Mich. 912
- CHICAGO PURCHASING CO.,** 221 5TH ave., largest cash buyers of stores and stocks of all descriptions. 913
- WANTED—TO PURCHASE A DRUG** stock; must be well located. Address J. B., care Michigan Tradesman. 897

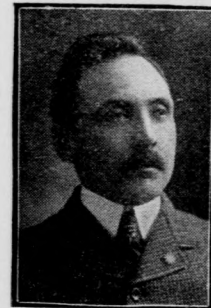
- WANTED—SECOND HAND COMPUTING** scale; about 25 pounds. Address Chas. H. Fish, Butler, Ill. 896
- FOR SALE—HARNES BUSINESS FOR-**merly conducted by Robert McCormick in Cadillac, Mich. Only one small shop in city of over 5,000 people; an exceptional opportunity for harness man. Address A. W. Newark, Administrator, Cadillac, Mich. 851
- WANTED—GOOD LOCATION FOR FIVE** and ten cent store. Address No. 882, care Michigan Tradesman. 882
- MUST SELL 40 ACRES ALLEGAN COUNTY,** \$400; 20 acres Allegan county, \$125; or would exchange for stock of goods. Address Chance, care Michigan Tradesman. 895
- FOR SALE—CHANCE OF A LIFETIME TO** purchase an old-established grocery business in an A. No. 1 location. Annual sales, \$30,000. Capital required, about \$3,000. Reason for selling, owner has other business. The editor of the Tradesman knows this business and will recommend it. Address No. 894, care Michigan Tradesman. 894
- WANTED—GOOD STOCK GROCERIES OR** general merchandise for Iowa farm. Particulars first letter. Address No. 893, care Michigan Tradesman. 893
- FOR SALE—STOCK IN UNITED STATES** Robe Factory. Inquire of F. M. Kilbourn, Secretary, Corunna, Mich. 854
- FOR SALE—HARDWARE AND IMPLE-**ment stock in the best agricultural district of Northern Michigan. Good reason for selling. Address No. 846, care Michigan Tradesman. 846
- FOR SALE OR EXCHANGE—\$12,000 STOCK** of dry goods, shoes and clothing at Mason City, Ia., one of the best towns in the State. Will accept part in good real estate. Address No. 845, care Michigan Tradesman. 845
- FOR SALE—A TWELVE HORSE POWER** boiler nearly new for \$100, if sold before Jan. 1, 1903. Address F. W. Brown, Ithaca, Mich. 853
- FOR SALE—MEAT MARKET AND** slaughter house in connection; a good first-class trade and cash business; town of fourteen hundred inhabitants and the only market in town. Reason for selling, have other business in larger place. M. A. Mahoney, Box 246, Bellevue, Mich. 843
- FOR SALE—\$3,000 GENERAL STOCK AND** \$2,500 store building, located in village near Grand Rapids. Fairbairns scales. Good paying business, mostly cash. Reason for selling, owner has other business. Address No. 838, care Michigan Tradesman. 838
- WANTED—HAY OF DIFFERENT GRADES** also rye straw. What have you to offer? Address Smith, Young & Co., Lansing, Mich. 890
- TO RENT—BRICK STORE 20x60 CENTRAL-**ly located; good town for business; \$180 a year. Address M. A. VanLuwegan, 523 Genesee ave., Saginaw, E. S., Mich. 889
- DRUG STOCK AND FIXTURES FOR SALE** at Sand Hill, six miles from Detroit, on electric car line; no opposition; a good chance for a registered pharmacist. I offer this at a bargain for cash. S. N. Gurney, Room A, Buhl Block, Detroit, Mich. 888
- FOR SALE—WE HAVE THREE LAUN-**dries ranging in price from \$400 to \$6,000, in some of the best cities in Central Michigan. If any one interested will write us stating about what they want, we will be pleased to correspond with them. Address Derby, Choate & Woolfitt Co., Ltd., Flint, Mich. 886
- FOR SALE—MEAT MARKET STOCK AND** fixtures, slaughter house, horses, wagons, sleighs, etc., in town of 1,600 inhabitants; good business. Address No. 881, care Michigan Tradesman. 881
- FOR SALE—SMALL STOCK CLOTHING,** shoes and furnishing goods; invoiced about \$2,500; stock new and clean; in town of about 1,200. Address No. 867, care Michigan Tradesman. 867
- WE CAN SELL YOUR REAL ESTATE OR** business wherever located; we incorporate and float stock companies; write us. Horatio Gilbert & Company, 325 Ellicott Square, Buffalo, N. Y. 886
- FOR SALE—STOCK OF MILLINERY AND** ladies' furnishings; invoices between \$1,000 and \$1,200; fine location; town of 1,500 population. Good reason for selling. Address No. 885, care Michigan Tradesman. 885
- PARTIES LOOKING FOR BUSINESS** openings will do well to correspond with Y. care Michigan Tradesman. 877
- FOR SALE—A GOOD GROCERY BUSINESS** in a thriving Michigan city; center of State; amount of business, \$70 per day; stock will invoice from \$1,500 to \$2,000; good reason for selling. Address No. 874, care Michigan Tradesman. 874
- FOR SALE—FINE STOCK OF GENERAL** merchandise in country town; postoffice in connection; splendid farming country; trade about \$10,000 per year; cheap rent; or will sell controlling interest in large brick store; also two acres of splendid land, with residence, warehouse, barn, coal shed, carriage house, etc.; plenty of fruit; store and residence both lighted with acetylene gas; stock and fixtures will invoice about \$2,000; price for residence and land, \$1,000; will sell separate or together. Reason for selling, poor health. Address, or come and see, A. L. Spafford, F. M., Chester, Mich. 873
- WANTED—MAN WITH \$10,000 TO PUSH** an article now before the public; it's a winner; investigation solicited. E. J. Post, c/o M. D. Beramont, Mich. 884
- FOR SALE—GROCERY BUSINESS IN** Sault Ste. Marie, Mich., doing \$30,000 yearly; will invoice about \$3,000. Owner has other business. Terms cash or good security. Address F. M. Holmes, Sault Ste. Marie, Mich. 885
- WANTED—QUICK MAIL ORDERS.** Overstocked; must keep the factory running; telescopes, suit cases, whips; low prices. For special discounts and illustrated descriptive list address Olney Telescope & Harness Co., Box 155, Olney, Ill. 769

- FOR SALE—AT A BARGAIN, STEAM** flour mill in good running order, on railroad. Will exchange for city property. R. M. Grindley, 171 Griswold St., Detroit, Mich. 827
- WANTED—STEAM HEAT FOR CHURCH** 30x60, with basement. Box 8, Benzonia, Mich. 798
- FOR SALE—TWO BUSINESS BUILDINGS** in best location in town; cost \$3,800; also a stock of men's furnishing goods and shoes in first-class condition; will invoice \$3,000; if taken within 30 days both can be bought for \$4,500 cash. Real estate will have a big advance here before next spring. For further particulars address Box 343, Munising, Mich. 781
- FOR SALE—DRUG STOCK IN ONE OF** the best business towns in Western Michigan; good chance for a physician. Enquire of No. 778, care Michigan Tradesman. 778
- FOR SALE—DRUG STOCK AND FIX-**tures; only one in good prosperous town on railroad; good business; stock about \$1,200; cash, no trades. Address George, care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 671
- WANTED FOR CASH—LUMBER OF ALL** kinds; also shingles and lath. Will contract mill cuts. Belding-Hall Mfg. Co., Belding, Mich. 764
- FOR SALE—FIRST-CLASS, EXCLUSIVE** millinery business in Grand Rapids; object for selling, parties leaving the city. Address Milliner, care Michigan Tradesman. 507
- SAFES—NEW AND SECOND-HAND FIRE** and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321
- FOR SALE—DRUG STOCK AND FIXTURES,** invoicing about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334
- I WANT TO BUY SOME KIND OF BUSINESS** and residence (not connected); what have you to offer? Give full description and price. A. M. Barron, Station A, South Bend, Ind. 745
- I HAVE SOME REAL ESTATE IN GRAND** Rapids. Will trade for a stock of general merchandise. Address No. 751, care Michigan Tradesman. 751
- WILL PAY SPOT CASH FOR STOCKS** of dry goods, boots and shoes, hardware, furniture or groceries. Lock Box 74, Ypsilanti, Mich. 715
- FOR SALE CHEAP—SECONDHAND NO. 4** Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

**MISCELLANEOUS**

- WANTED BY PRACTICAL STORE MAN—**Position as manager or clerk in grocery or general store. Address Box 13, Custer, Mich. 901
- WANTED—SALESMAN IN AN ESTAB-**lished retail general store who can take an interest in the business; salary and share in the profits. Address A. J. Prindle, Howell, Mich. 900
- WANTED—A GOOD TAILOR AND CLOTH-**ing salesman, a young man steady and reliable; references required; good wages to right man. Address No. 910, care Michigan Tradesman. 910
- WANTED—A NO. 1 DRY GOODS, FUR-**nishing goods and shoe salesman. Must be steady and reliable. State wages expected. Address P. O. Box 141, South Boardman, Mich. 875
- WANTED—A MAN TO DELIVER AND** work in grocery store. Must be of good character, a worker and strictly temperate; a steady job for the right man. Address No. 823, care Michigan Tradesman. 823

**WE ARE Auctioneers and Special Salesmen**



C. C. O'NEILL

and can reduce or close out your stock without one cent of loss to you by our New Idea Sale. We take sales on a commission basis, allowing you to set the price on the goods. This is the very best time of the year for sales and we would like you to call on us or write at once. Correspondence confidential. We buy and sell store fixtures or take them on consignment.

C. C. O'NEILL & CO., Chicago, Ill. 356 Dearborn St., Suite 408 Star Building

**Cheney & Tuxbury Real Estate Dealers**

Timbered and Farm Lands a Specialty 24 Canal St., Grand Rapids, Mich.