

# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 10, 1902.

Number 1003

## 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 de-  
sire 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. McCrone, Manager.

## 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

## 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.

## Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids  
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.

## Tradesman Coupons

## Douglas, Lacey & Co.'s Newest Enterprise

In carrying forward to a legal incorporation and successful consummation the plans and recommendations decided upon after several months of careful consideration and recent personal investigations as outlined, a company has been organized under the laws of Arizona known as the **Mexican Exploration and Development Company**, chartered for the purpose of acquiring, holding and disposing of concessions and franchises, conducting mining and smelting in all its branches; to own and develop oil lands and build and operate refineries, to buy and sell ranches, agricultural and horticultural lands on commission, and to do any and all things commercially in the conduct of its business not in conflict with the laws of the United States and Mexico, and especially to acquire, hold and dispose of the stock and securities of other corporations under the following specific declarations of its charter:

"To purchase, subscribe for, or otherwise acquire, receive, hold and own, and to sell, assign, transfer, mortgage, pledge, exchange or otherwise convey or dispose of bonds, mortgages, debentures, scrip, notes, shares, stocks and other securities, obligations, contracts and evidences of indebtedness, of and for any individual company, association, private or public corporation, municipality, territory, state or government now existing or hereafter formed or constituted, and to receive, collect, hold, and dispose of interest, dividends and income of the same and to exercise in every and all respects the rights, powers and privileges which natural persons, owners of such property, might, would or could exercise; to act as general fiscal agents for mining and smelting corporations, to buy and sell stocks on Exchanges and to do all things permissible by the law under which the company is incorporated."

Only so much of the treasury stock will be offered at any time as is necessary to provide funds for the successful operation of the business of the company, the preferred treasury stock unsold being at all times a treasury reserve which will not participate in the earnings of the company until sold and the cash proceeds converted to the treasury.

This company will be handled on the same general plan pursued by Douglas, Lacey & Co. in handling its other companies.

Until Dec. 20 only we are permitted to sell the special founder share issue of this stock at 7½ cents per share.

For further particulars and information enquire of

Currie & Forsyth

1023 Michigan Trust Building  
Grand Rapids, Mich.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,

Grand Rapids, Mich.

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## WOMAN AND HER HAT PIN.

Justice Robertson, who is a Police Judge in the city of St. Louis, has delivered a decision that will be eminently pleasing to many a woman whose charms tempt men to undue familiarity.

The learned Judge has delivered himself of an opinion that a woman is justified in stabbing a man with a hat pin when insulted. In plain words, he makes the hat pin a legal weapon. This is somewhat curious, for if a woman

may use the hat pin as a weapon, which is really a formidable weapon, why can she not use a stiletto? The average hat pin is seven inches long, and some of these delightful daggers measure nine inches. The hat pins are variously finished. Some have big army buttons, others corrugated brass, gold or silver knobs. They are fine and heavy, well adapted for driving purposes. When handled by a delicate young thing who can play golf, pull an oar, handle a racquet and bowl with the vigor and strength of a strong hired man, the hat pin is not safe to trifle with.

Injustice to poor man is so apparent in this ruling that in self-defense a man should remonstrate with Justice Robertson. If a woman can go about armed with a dagger or a stiletto, and has legal authority for its use, why should a man be compelled to have a permit or be punished for not having a license to carry his natural defensive weapon, the pistol? According to many authorities the knife, dagger or stiletto is a safer weapon. The knife never misses fire, and at close quarters is a comforting thing in the hand. Besides being noiseless, there is a sweet certainty about its effectiveness. Now a fair maiden can go about the streets of St. Louis with a hat pin in her hair, which she can turn into a dagger at small provocation and refer to the Judge who gave her the word that a woman has the right to use the same as a stiletto. The Justice said to a woman who had been arrested for stabbing a man who had insulted her:

I think you were justified in using the hat pin on him. If you had stabbed him a few more times I believe you would have done right. You are discharged, but I shall fine Posten \$10. You never should have been brought in to court.

Col. William Heckert, of Toledo, is credited with an invention which it is claimed will heat houses in winter and cool them in summer. The device will also generate power for electric lights or other purposes. Crude oil is the only fuel used, and great economy as well as efficiency are claimed for the invention, which is called a trimobheater. It will be generally hoped that there is no mistake about this thing and that it will be speedily put upon the market. The next coal strike will be robbed of the terrors of the last one if Col. Heckert is not another deluded genius.

A young man shot and killed a woman because she loved him so, and then he shot himself. The doctors nursed him back to life. The courts then tried him in order to hang him, and a jury sentenced him to prison for life. The man is twenty-four years old, and if he does not think he has made a muddle of life then his thinking powers are certainly wrong.

The Queen of Portugal seems to be more of a man than her hubby. While Charles is hobnobbing around Europe, she has put three of his generals in jail for inciting the army to insurrection. No prettier woman ever wore the royal trousers.

## Buy Oro Hondo Stock

The price of Oro Hondo Stock has been advanced to \$1 a share. This is due to large subscriptions from Eastern capitalists and to the unusual favorable developments at the mine. The whole proposition could not be in better shape and the management feel justified in increasing the price. If you wish to investigate and visit the property, write me before Saturday 13th.

Charles E. Temple

623 Michigan Trust Bldg.  
Grand Rapids, Mich.

## BARRON'S BARGAIN LIST

will sell you a lot of goods at a low price. If you want to buy a lot of goods at a low price, write me for my BOOKLET. I will send you a lot of goods at a low price. I will send you a lot of goods at a low price. I will send you a lot of goods at a low price.

A. M. Barron, South Bend, Ind.

Secure the agency for the  
**FAMOUS QUICK MEAL  
STEEL RANGE**

Write for 1903 catalogue

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



## THE WORLD'S WEALTH.

## The Educational Duty Which Rests On Its Trustees.

It has come to be the fashion to denounce the possessors of great wealth.

This sort of condemnatory expression is the froth that floats upon the surface of a bitter and inimical feeling which is cherished by a large class of the population. It is the result of the envy, hatred and all uncharitableness that have grown up in the hearts of the vast class that must work for daily bread.

This sort of class hostility has not always been the rule in this country. In the period from the first settlement of the continent by English-speaking people to the Civil War there was none of this class feeling. There was not only the very best feeling and the kindest relations between what might have been called rich and poor, but there were no extremely wealthy men and few very poor. As for tramps, there was scarcely one in the entire limits of the Union. The men who were classed as rich were known to have acquired their wealth by long and faithful labor at some trade or calling to which they were devoted, and they were regarded as honorable examples of the success which honest industry, perseverance and thrift could accomplish, and if every man did not attain such grand results, it was because he lacked the devotion, the self-denial and the persistence of effort necessary to the accomplishment of such success.

To-day conditions are wholly different. There are among the rich men of the Republic multi-millionaires who never earned a dollar in their lives, men who never gained their wealth by their own exertions, and others who never gained a dollar by any honest labor. All rich men are classed together and the class feeling that has grown up against them has ceased to make any distinction between the real captains of industry and those successful schemers and speculators who have organized industrial trusts without ever having worked at any honest trade or doing anything else to benefit their fellows.

Of course, to-day there are many rich men who inherited fortunes which were amassed by industrious and enterprising ancestors. There are men who by some fortunate chance came into possession of gold and silver mines or oil wells of extraordinary value. There are men who, like those who built some of the transcontinental railroads, had scores of millions of United States bonds to speculate with through periods of scores of years. Then there are others who got their money by questionable methods. None of these deserve any credit for their success in life, and it is just that sort which have aroused the envy, jealousy and hostility of the humbler classes. They are usually haughty, overbearing, dictatorial and often supercilious in their intercourse with those whom they consider below them in the scale of wealth; and it is thus that they have created and aroused a class feeling against rich men in the aggregate.

Nevertheless, there is nothing wrong in the possession of wealth that has been acquired by honorable means, by the exertions of one's faculties to the best advantage. On the contrary, it vastly increases a man's ability to do good to his fellows, to his country and to the human race. The good or the evil that attaches to the possession of great wealth, provided it has been honestly come by, depends wholly on how it is administered. The man who has so

many more millions than are required for the proper maintenance of himself and those dependent on him is a trustee holding by some grace or lenience of divine power a trust fund. The way in which he administers his trust must determine whether or not he has done his duty as the custodian of wealth.

There are various ways for wealthy men to do good with their riches. Of course, the money invested in great industrial operations giving employment to many workers is not to be counted, because the investment is made exclusively for personal gain, while the business so carried on is of a nature that if one man did not engage in it another would. Nevertheless, those citizens who spend their money in the erection of magnificent buildings, and who carry on extensive industries in the city in which they live, must be credited with that public spirit which in itself brings benefaction.

It is a greater charity to assist others in supporting and maintaining themselves than to support them outright unless they are entirely helpless. The mendicant who, being able, refuses to work and depends for a living upon his ability to beg it from others, is no better than a thief, and all such should be put to hard labor. But, on the other hand, the man who is able and who desires to work and who can not secure employment is a proper subject for sympathy, and to provide useful employment for such persons is truly a great beneficence. Therefore, the wealthy classes are responsible for doing their share in furnishing employment to the worthy and industrious work people.

Gunton's Magazine for November gives some account of the benefactions that have gone to public and private objects out of the greatest fortunes of the country. The foundations of the vast Astor wealth were laid by John Jacob, who emigrated to this country from Germany in 1783. He entered the service of a furrier, and having mastered the business, he embarked in it on his own account. The far West and Northwest of the United States then abounded with fur-bearing animals, and there was an extensive business in their skins, in which Mr. Astor acquired a fortune. He established trading posts throughout the Northwest as far as the Pacific Ocean and brought his peltries from those east of the Rocky Mountains in flatboats down the Missouri River, while those from the west of the range were floated in canoes down the Columbia and loaded on sailing ships, which made the homeward voyage around Cape Horn. This fur business rivaled that of the British Hudson Bay Company and demonstrated Mr. Astor's great enterprise and executive ability as a merchant. His greatest wealth was derived from the increase in the value of his extensive purchases of real estate in New York City, and in the hands of his descendants this has grown to enormous proportions. His successors have engaged in no active business, but allow their real estate to work for them. They have given some millions to libraries, hospitals and other charities.

The Vanderbilt fortune, which was acquired in trade and in operating ships and railroads, has been constantly invested in great active enterprises. The old Commodore, who laid the foundations of it, established and endowed a university at Nashville, Tenn., while his successors have been large givers, chiefly to colleges and hospitals.

The Gould fortune, which was made

by speculations during the flush times soon after the close of the Civil War, has lately been invested in the great railway and telegraph enterprises of the country. In the way of charity Miss Helen Gould, the daughter of the family, is the chief almoner. She has endeared herself to the American people by her expressions of tender sympathy for real distress, and by her never-failing and splendid responses to its needs.

Later on come the great fortunes of the Rockefellers, who gained their vast possessions by becoming the lucky possessors of extensive, paying petroleum property, and of Senator Clark, of Montana, whose mines, taken up at random on the public lands, happened to be of extraordinary richness, while those of others proved of little value. In such cases men become enormously wealthy by no merit of their own, but, apparently, by a freak of fortune. Mr. Rockefeller has been a large giver to Chicago University.

Latest of all comes the Carnegie fortune which was acquired by a man who started at the bottom as a laborer, and who worked his way to the top. Mr. Carnegie, who came to this country from Scotland, made his money in petroleum and in iron and steel manufacture. He has become famous for his expression that it would be a disgrace for him to die rich, and he has backed it up by giving ten million dollars to St. Andrew's University, Scotland, and numerous sums of money to found free public libraries in many states and cities.

It is in the power of rich men to perpetuate their names by inscribing them on the walls of the universities, the libraries, the hospitals and the asylums which they have built and endowed, and it is for them to realize that it is more blessed to give than to receive, for they give out of their abundance, while the widow, who gave to charity out of her poverty, did a greater act than had done all the multimillionaires.

But, with whatsoever good intentions, a rich man might desire to obey the divine injunction and selling all he has, give it to the poor, such a course would not be wise. The proper cure for poverty is to set all, who are able, to work to earning their own living and establishing their own self-respect. Only the helpless should be supported by alms. We have in this great Republic a vast and constantly-growing loafer and tramp class, made of able-bodied men, who absolutely refuse to work and are determined to live on the earnings of others. When it is more profitable to beg, they do that, but, if need be, they will not only steal, but will stop at no crime.

It becomes, then, the result of experience that the wisest and most beneficent charity is to help others to help themselves, and to those who are powerless to take advantage of such a benefit, give help outright with hospitals and asylums. In the meantime every possible aid to the education of the people is a duty that rests on the trustees of the world's wealth.

Frank Stowell.

## Probably a Sausage Fake.

That was a queer dispatch which came from St. Petersburg the other day, saying that the sanitary authorities at Libau had closed the large sausage factory there. The proprietor, who amassed a great fortune in the business, it is charged, was leagued with municipal employes, who brought him horses, dogs, cats and rats with which to make sausage. Without knowing the facts, we venture the opinion that the statements contained in the dispatch are mostly fake.

## An Eight-Year-Old Girl in Business.

The youngest merchant in Denver, and perhaps in the United States, is Miss Corinne Snyder, a tot of eight years, who conducts a successful business at 1223 Fourteenth street.

Since she was three years old and until quite recently Corinne has been doing for herself in the "make believe" store business. She dispensed wee bits of candy, nuts, fruit and cake, for which she received in payment buttons, pins, glass marbles and ribbon. So tidy and attentive to business was the little miss that she collected all of the loose buttons within a radius of two blocks of her home. Youngsters of her acquaintance flocked to the store, which she called the "Busy Bee." All kinds of toys and trinkets were dumped into the till of the prosperous and obliging proprietress. Many were the buttons clipped from the cloaks and gowns of the mothers of Corinne's patrons until Mrs. Snyder, the mother of the youthful business lady, concluded that her daughter's fortune in the button, glass marble and ribbon line had been made. Opposition stores were established and, finally, at the solicitation of her mother, Corinne discontinued her old establishment and set herself about opening a "sure 'nough" store.

Mrs. Louisa Johnson owns a little store directly across the street from Corinne's home on Fourteenth street. It was this little place that the child longed to possess, and as Mrs. Johnson was going to retire from active business, Corinne and her indulgent mamma purchased the store and Corinne was immediately installed as proprietress.

The young lady was found serving a big policeman with fried eggs, pie and coffee. It is to this latter class and to firemen that Corinne is now catering. Her place of business is quite near the City Hall, and during her earlier business career the big, blue-coated city officials learned to admire the tact of their little friend and often stopped to drop a brass button into her "money till." Now that she is a real business lady, the different city departments furnish not a few customers for the little out-of-the-way lunch room.

The butcher and baker and cigar drummer look upon and treat Corinne as they would an adult. They introduce clever arguments in trying to inveigle her into purchasing bills of goods and as an incentive offer long time credit.

The place is opened promptly at 7 o'clock in the morning. The tiny hands of the proprietress handle the broom that sweeps the floor, but the broom is one of two-for-a-nickel size.

After the day's work is over Corinne goes to her piano, of which she is very fond and upon which she is quite proficient. An hour's practice, and the ambitious tot is tucked into her comfortable bed by one who believes her to be the wonder of the twentieth century.

## The Thousandth Issue.

From the American Grocer.

The Michigan Tradesman, Grand Rapids, Mich., celebrates its thousandth issue with an 86-page issue, replete with articles bearing on various phases of commercial life, accompanied with photographs of the contributors. We congratulate Editor E. A. Stowe upon the success that has attended the Michigan Tradesman from its birth. It is a monument to his sagacity, skill, common sense and hard work. Mr. Stowe has in a remarkable degree those qualities which never fail to bring success—perseverance, economy and industry. We also extend our good wishes to the Tradesman Company, of which Mr. Stowe is President, upon its successful record and able direction.

## Suspicious.

"I suppose your chances of winning the affections of Miss Gay are as good as the next fellow's?"

"I don't know. She called me 'Jim' very affectionately last night."

"You don't say? Well, that's promising, isn't it?"

"Hardly, considering that my name happens to be Tom."



## FLOUR

Quakers are honest.

Quaker brand means honest count and high standard.

Quaker flour means a flour made with the greatest possible care by the best process from choicest winter wheat. It has stood the test of time and given satisfaction.

It is a trade builder wherever sold.

Write for quotations.

**Worden Grocer Co.**

Grand Rapids, Mich.

## Fremont Brand "Peas"

Extra Marrowfats.

Standard Early Junes.

Extra Sifted Early Junes.

Packed by the Fremont Canning Company from selected stock by the latest and best process.

Guaranteed to give satisfaction.

**Worden Grocer Co.**

Grand Rapids, Mich.

Distributors for

Western Michigan.

## Sugar Corn

QUAKER CORN has never failed to please since being placed on the market, and during this time the consumption has constantly grown. This is attributed to the fact that the corn is grown in that section of Illinois round about Vermilion county which is so peculiarly adapted to its growth and maturity, and is afterwards packed in the most careful manner.

**Quaker Brand** is a guarantee of quality and every can sold is sure to please the buyer. Packed by the Hoopeston Canning Co., Hoopeston, Ill.

Send orders to

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

## Mr. Retailer:

Are you doing a good cigar business and how are the profits? We know cheap cigars offer large profits on slow sales. You know good cigars offer a moderate profit on quick sales besides making a good customer.

**RED ROOSTER CIGARS** are manufactured in the cleanest factory in Michigan and are strictly hand made from the best stock. They are fast sellers, always the same—always good—and are sure to satisfy and increase your cigar trade. You cannot afford to offer cheaper goods when you can buy Red Roosters.

Manufactured by Lagora Fee Co.

Sold by

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

Distributors for

Western Michigan.

## Around the State

### Movements of Merchants.

Berlin—Fox & Burns have engaged in general trade.

Jasper—Clifford Burr has closed out his meat market.

Springdale—F. E. Burke has opened a general store at this place.

Pogy—Frank B. Corey continues the grocery business of L. F. Corey.

Allen—Thomas Frary, dealer in harnesses, has sold out to J. Condra.

Otsego—Thomas L. McClellan has opened up the Foote grocery stock.

Corunna—C. M. Peacock, the druggist, who has been very ill, is recovering.

Detroit—F. Wittelsberger & Co., bakers, have sold out to Schade Lorenz.

Fremont—H. C. Button has purchased the grocery stock of Ernest H. Forbes.

Vicksburg—Jasper Cady has sold his hardware stock and removed to Charlotte.

Ann Arbor—Boyle Bros. & Worden continue the grocery business of James Boyle.

Saginaw—Frederick W. Neuendorf has purchased the drug stock of Lou G. Moore.

Riga—L. B. Pence has purchased the general merchandise stock of A. J. Kneisel.

Onaway—Charles Thompson has purchased the Onaway Iron Works of L. T. Kline.

Bellevue—Steimle & Schoettle have purchased the meat market of M. A. Mahoney.

Paw Paw—Wm. Strowbridge has sold his grocery stock and bakery business to Mr. Lyn.

Buchanan—Walter E. Mutchler has purchased the meat market of Frank L. Raymond.

Burr Oak—Mrs. Fannie T. Wilson has sold her millinery stock to Miss Anna Burgess.

McBride—Arthur Steere, of Entrican, has purchased the mercantile stock of C. H. Laflamboy.

Detroit—McGregor & Buchanan succeed Sidney S. Brooker in the butter and egg business.

Allegan—S. B. Bunsold has purchased the grocery, flour, feed and hay business of the estate of B. F. Moon.

Newberry—W. C. Jenkins has opened up a stock of furniture in his store building in the Bank block.

Detroit—Somner, Smith & Reno succeed Kellogg, Somner & Co. in the wholesale millinery business.

Kent City—Fred Roman has sold his grocery stock to Luther M. Broman, who will take possession about March 1.

Cassopolis—Reynolds & Tallyday have engaged in the hardware business, having purchased the stock of Herbert E. Moon.

Dowagiac—Harley and Claude Woodruff succeed Collocott & Richmond in the fruit business under the style of Woodruff Bros.

Grand Ledge—Walter Rossman has purchased the grocery stock of A. E. Shadduck and will continue the business at the old stand.

Mesick—Ray E. Turner has taken a partner in his hardware, furniture and undertaking business under the style of Harry & Turner.

Silverwood—Seyfarth Bros., general merchandise dealers, have dissolved partnership. The business is continued by Henry J. Seyfarth.

Greenville—J. C. Rensman has engaged in the dry goods, clothing and boot and shoe business. His stock was purchased of Chas. C. Sprout.

Mulliken—A. C. Davis has purchased the interest of F. A. Brown in the drug firm of Davis & Brown and will continue the business at the same location.

Hudson—Bert Norris has purchased a half interest in R. N. Johnson's grocery store and will associate himself with Mr. Johnson in the conduct of the business.

Boyer City—The meat market so long conducted by J. C. Schaub, and of late by his brother, C. C. Schaub, has been purchased by Younkers & Rankin, of Mancelona.

Traverse City—Ed. Monroe has bought out the interest of Harry Monroe in the Monroe Bros. confectionery and cigar store and will conduct the business hereafter.

Menominee—Jos. Seaman, of South Bend, Ind., formerly engaged in the mercantile business here, has returned to this place and will shortly establish a dry goods house.

Cassopolis—O. F. Northrop, of Jones, has purchased a half interest in the furniture and undertaking business of C. C. Nelson. The new copartnership will be known as Nelson & Northrop.

Hudson—Henry Atherton has purchased a half interest in the agricultural implement and vehicle business of C. M. Russell, and the new firm will do business under the name of Russell & Atherton.

Nashville—E. Flewelling, of Bear Lake, has formed a copartnership with John S. Greene, the merchant tailor. They will carry a line of clothing and men's furnishing goods in connection with the tailoring business.

Muskegon—Hans Hansen, the Ottawa street grocer, has purchased the Boyer block from the Boyer estate for a consideration of \$2,000. The building is at present occupied by Mr. Hansen and the clothing and shoe stock of Moore & Dodge.

Ann Arbor—The confectionery and bakery firm of Gaudy, Brown & Kruspe has been dissolved. The store on Washington street will be continued under the style of Gaudy & Brown, and Mr. Kruspe will continue the business on William street.

Menominee—The stock of dry goods of Morris I. Perelstein, the Finntown merchant who was recently adjudged a bankrupt, has been purchased by Simon Cohen, of Kaukauna, Wis. The stock inventories about \$9,500 and will be closed out at retail.

Flint—Louis Delisle and Andrew Hibbard have purchased the Atkins meat market on North Saginaw street. Mr. Delisle has been in the employ of J. G. Windiate for several years and Mr. Hibbard has been engaged in the wholesale meat business.

Pontiac—Archie Adams, formerly connected with the Pontiac Savings Bank, has purchased the furniture stock of Prentice & Brace. Chauncey Brace will continue the undertaking business at the same stand and Frank Brogan will remain with Mr. Adams as furniture salesman.

Adrian—L. T. Lochner has sold his drug stock to James H. Benfer, of Delta, Ohio, and will continue the business at the same location. The building will be remodeled throughout and will be equipped with the most modern fixtures. The new proprietor will take possession about Feb. 1.

Saginaw—At the annual meeting of the Saginaw Butchers' Association, held Thursday night, the following officers were elected: President, John Bierwalte; Vice-President, John Gardei;

Secretary, F. W. Hubert; Treasurer, John Huebner; Sergeant, John Balzer; Guide, Charles Moll; Chaplain, John Stingel; Trustees, Christian Schmider, John Stingel and John Balzer.

### Manufacturing Matters.

Detroit—The Century Furnace Co. has been established with a capital stock of \$50,000.

Detroit—The Hall Pressed Brick Co. is putting in a dryer that will double the plant's capacity.

Tekonsha—The Tekonsha Co-Operative Cheese Co. has been organized with a capital stock of \$2,900.

Detroit—The Acme White Lead and Color Works has increased its capital stock from \$100,000 to \$500,000.

Hardwood—The Spies-Warren Lumber & Cedar Co. is the style of a new enterprise at this place. It is capitalized at \$50,000.

Jackson—The J. Creque Co., Limited, succeeds Josiah Creque in the manufacture of galvanized iron and house furnishing goods.

Lawton—The Battle Creek Grape Juice Co. has bottled 90,000 gallons of grape juice during the past season from 602 tons of the fruit.

Detroit—The Fischer Glue Co. has been changed to the Fischer-Hughes Gelatine Co., and the capital increased from \$40,000 to \$150,000.

South Haven—John Benacker and Charles Kuhn, formerly connected with the Black River mills, which were recently destroyed by fire, have leased the Pierce building and will engage in the grist mill business.

Quincy—F. A. McKenzie, proprietor of the Quincy roller mills, has organized a stock company for the purpose of handling the local business of the mill. The company is capitalized at \$5,000 and is owned by six stockholders.

Kalamazoo—Articles of copartnership have been filed by the Model Brass Co., Limited, which is capitalized at \$15,000. The incorporators are George Polasky and Samuel B. Myers, of this place, and Myer B. Franklin, of Battle Creek.

Battle Creek—The Level Park Machine Co., Limited, has been formed with a capital stock of \$35,000, \$14,400 of which is paid in. The new concern owns the plant of the Bod & Scott Machine Co., of Charlotte, which will be removed to this city.

Manistee—Gus Kitzinger and Robert S. Babcock have purchased the channel mill property and will transfer the plant of the Babcock Lumber Co. to this location, thus assembling a complete outfit for the manufacture of lumber, shingles and salt. The Babcock Lumber Co. will continue to exist, as a large share of Kitzinger & Babcock's first season's work will be custom sawing for the Babcock Lumber Co., which expects to put a large quantity of logs into the river this winter. The channel mill's output is about 8,000,000 feet of lumber per season.

Newaygo—The Michigan Manufacturing Co. will remove to Baldwin Jan. 1, where it will be furnished a brick building free of rent for one year, besides a substantial cash bonus. Simultaneous with the removal the capital stock will be increased to \$2,400, owned in equal portions by John D. Martin, H. W. Davis and O. K. Cummings. Mr. Martin will cover the Michigan trade, while Mr. Davis will look after the trade in other parts of the country. The company manufactures aprons and children's clothing and its business has shown a marked increase since it was estab-

lished. M. Schilling, who was a member of the company originally, has retired and will continue to travel on the road for the Milwaukee Bedding Co.

### Signs of Insanity.

A farmer came into town and went to see his doctor, saying that he did not feel well.

The doctor advised him to take a stimulant once in a while, but the farmer said he would not set such an example to his son who was growing up. The doctor asked him if he shaved. "Yes," answered the farmer. "Then," said the physician, "put a bottle of whisky in your shaving cabinet, and every time you shave take a little."

The farmer said he would and departed. The doctor did not see the farmer again but met his son about a month later running up to him on the street. "I was just coming to your office to get you to give me a certificate to put my father in an insane asylum," said the son.

"What are the symptoms?" asked the man of medicine.

"He wants to shave six and seven times a day!" answered the son.

### Something Lacking.

Bobby was seven. He was examining, with critical eye, the new arrival in the family, and showing some signs of displeasure with the shiny head and toothless gums.

"Well, Bobby," asked the nurse, "how do you like your new brother?"

"Pretty well," was the answer; "but he's not finished yet."

## WRAPPERS

Full size. Perfect fitting. Modern styles. Choice patterns. Carefully made. Prints and Percales. Lawns and Dimities.

Price \$7.50 to \$15 per dozen.

Send for samples. Manufactured by the

Lowell Manufacturing Co.,

91 Campau Street, Grand Rapids, Mich.



## 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



## VICES

Combination pipe and machinist's vises

Steam Fitters' Tools.

All kinds of Fittings and Valves.

GRAND RAPIDS SUPPLY CO.  
20 PEARL ST.



## Grand Rapids Gossip

## The Grain Market.

Wheat has been exceptionally strong during the past week. While many bear arguments were sprung they did not seem to have any effect on the market. The visible increase made a record of only 858,000 bushels, where 2,500,000 bushels were counted on. Chicago December wheat is 76c and May 77c, against 72½c for December and 75½c for May. The price seems to be hardening, especially as the visible probably will not show any more large increases. We now have 10,000,000 bushels less in sight than last year. We think present prices will remain about where they are.

Corn, owing to favorable weather, is hardening, which makes it grade, and there seems to be a great deal more going into Chicago that will grade than there has been. However, prices remain very steady, but we consider corn has reached the limit, so far as high prices are concerned.

Oats are very strong and selling 1c per bushel higher, as a demand sprung up suddenly. Present prices will remain while the present urgent demand prevails.

Rye also took a jump of 1c, as there was a sudden demand. How long it will last remains to be seen.

Beans are steady, with not much doing. Prices are rather topsey and demand firm.

The trade have come to the conclusion that flour is low enough; in fact, there is nothing so cheap to-day as flour.

Mill feed likewise remains firm, for both bran and middlings. There is no change to note—\$17 for bran and \$19 for middlings.

Receipts of grain have been fair, being as follows: wheat, 73 cars; corn, 7 cars; oats, 11 cars; flour, 1 car; beans, 1 car; hay, 2 cars; potatoes, 30 cars. Millers are paying 74c for wheat.

C. G. A. Voigt.

## The Produce Market.

Apples—Receipts are mostly poor in quality and appearance. Good varieties command \$2@2.25 per bu.

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 28½c for fancy and 27½c for choice. Pound prints from fancy command 29½c. 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 increasing in quantity.

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. Coconuts—\$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, 5c; Sairs, 4½c; 1 lb. package, 7c.

Eggs—Local dealers pay 20@22c for case count and 22@24c for candled. Receipts are increasing in quantity and improving in quality. 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, \$4.50; new Messinas, \$5.

Lettuce—12½c per lb. for bothhouse. Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

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

Onions—In good supply and not much demand at 60c per bu.

Oranges—Floridas command \$4 per box. Jamaicas fetch \$4.25 per box. California Navels, \$4.

Parsley—30c per doz.

Pop Corn—50@60c per bu.

Potatoes—The market is in anything but a satisfactory condition. Local dealers find an outlet for their purchases on the basis of 40@45c.

Poultry—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 bothhouse. Spanish Onions—\$1.40 per crate.

Spinach—90c per bu.

Squash—2c per lb. for Hubbard.

Sweet Potatoes—Jerseys, \$4 per bbl.; Illinois, \$3.50.

Turnips—40c per bu.

## Hides, Pelts, Tallow and Wool.

The hide market is weaker. Prices are off all along the line. The supply is ample for all wants and bids are lower. Large sales have been made at declined prices.

Pelts are in larger volume and trading has been active at good prices. The accumulation is not large, as consumption has been good. Prices are well sustained.

Tallow is weaker for soapers' stock, while the demand is full for all edible offered. Oils and greases are more plentiful for soapers' use and offerings are large.

Wools are firm in price, with large offerings at seaboard points. Manufacturers are well supplied for present wants, and trading is light. The future has a bright outlook, as stocks in the West are light. There is no great supply to draw from later and mills are busy, running overtime.

Wm. T. Hess.

## The Right Hand of Fellowship.

At the monthly meeting of the Grand Rapids Board of Trade, held last evening, the summary arrest of Charles W. Jennings at the instance of John Bennett, State Food Inspector, was discussed at some length, culminating in the adoption of the following resolution by a unanimous vote:

Whereas—A reputable citizen of Grand Rapids and a member of this Board has been subjected to arrest and his business attacked by a representative of the State Food Commissioner; therefore

Resolved—That we sympathize with Mr. Jennings in his effort to maintain the integrity of his product, commend his determination to take his case before the court of last resort and trust that the outcome may vindicate his position and sustain the reputation he and his goods have enjoyed during the past thirty years.

The Judson Grocer Company has purchased from the Ball estate the building fronting on Market street, being 150 feet in length and 125 feet deep, on which it will immediately erect an up-to-date three-story and basement warehouse building especially adapted to the wholesale grocery business. The rear portion of the lot fronts on East Fulton street, making it accessible from the street on two sides. The tracks will be laid in the rear, on which eight cars can be loaded or unloaded at one time. The building will be an ornament to that portion of the city and reflect credit on the enterprise of its projector and owner.

## The Grocery Market.

Sugar—The expected advance in refined grades occurred Tuesday, when all were marked up 10 points.

Canned Goods—In the canned goods market there is very little change of any account. Demand and prices are both about as usual at this season of the year. Not much activity is expected until after the first of the new year. Corn continues steady under quite a good demand. Stocks are moderate and are moving out well under quite a good consumptive demand. Peas are in fair demand for standards and seconds. Stocks of these goods are small, but considered sufficient for buyers' needs. There is some little demand for small fruits, but stocks are very light and consequently few sales are made. Gallon apples continue dull. Peaches also are very inactive. Stocks are well cleaned up, but demand at the moment is very light. Salmon continues firm with good demand. Sardines are in moderate demand and are very firmly held, with the possibility of higher prices soon. The season is practically over and the pack has been very light.

Dried Fruits—The dried fruit market continues firm, with considerable activity, increased largely by the more seasonable weather of the last few days. The next two or three weeks, however, are expected to show considerable increase in business in this line, as the trade in dried fruits around the holidays is most always good. Prunes continue quite active. Prices for all sizes are well sustained and small sizes are moving out well. Raisins are firmly held and are moving out well under a good, steady demand. Shipments from the coast have been very slow, but are beginning to come in more freely now, particularly of the seeded goods, for which there is an excellent demand, which is constantly increasing as the season progresses. Apricots and peaches are steady, but only a small demand is noted. For dates the market is steady and a fair movement is noted. Currants are in moderate demand, with no change in price. There is a fair demand for figs, but the warm weather has been against a large consumption of this article. Evaporated apples have been quite dull until the last day or two, when the market showed some improvement in demand and a number of good sized sales were made. It is hoped the colder weather will cause an increased demand for this article.

Rice—Trade in rice during the past week has been very good. Holders are very firm in their ideas, but buyers' views are a trifle lower and as they are pretty well stocked, it is difficult to get them to meet the views of holders.

Molasses and Syrups—The demand for molasses at unchanged prices is moderate, but not quite up to the average at this time of the year. There has been quite a good demand for corn syrup at some concession in price, but this concession is now withdrawn and the market is somewhat firmer.

Fish—The fish trade is about as usual at this season of the year. Mackerel is very scarce and very firmly held. There is a fair demand for codfish at unchanged prices.

Nuts—Trade in nuts of all varieties is good and it is expected will continue so until after the holidays. There is considerable firmness manifested on almost everything in the line, particularly on Brazils and almonds, which are in rather light supply. The only articles that show any weakness at all are pecans,

and filberts. Trade on peanuts is picking up considerably and a number of good sales are reported at full prices.

There is a club in Pennsylvania called "The Short Straws." Each year the man drawing the shortest straw has to get married within a year or leave town. A Mr. McGovern was the short straw man at the last drawing, and he says he will cheerfully abide by the club's ruling. He does not say which. The girl that marries Mr. McGovern may feel flattered. McGovern, meanwhile, is pondering over the question whether 'twere better to fly to an evil that he knows nothing about or to fly into the arms of an evil he knows something about.

The Welsh tinplate manufacturers have agreed to suspend business for a week in each month until April. This is due to the depressed condition of their business. The situation is likely to become worse over there if, as expected, the American Tinplate Company fills the future orders of the Standard Oil Company, which has heretofore bought its plate in Wales. The idea that Americans could do anything in the tinplate industry used to be derided.

Thomas B. Reed, like Roscoe Conkling, left public life a poor man. Yet in the short time that elapsed since he resumed the practice of the law he is believed, like Conkling, to have amassed a comfortable fortune. Had he devoted himself to a business career he would no doubt have become a millionaire. But he leaves a fame larger than any mere money king will ever gain.

Everything costs. The coal strike was immensely costly. It is to be settled by arbitration and that, too, costs. A bill has been introduced in Congress appropriating \$50,000 to defray the expenses of the commission. It will probably pass without opposition. The country can well afford to pay the amount named to secure resumption of mining operations.

The U. S. Packing Co. is selling butterine at 12 cents. Has a wholesale license and can ship quick. Also will give you protection against the anti-color food law of the State. Send your orders to this house.

John Hoedemaker has arranged to open a new drug store at the corner of East and Cherry streets. The Hazeltine & Perkins Drug Co. has the order for the stock.

A. E. Moore has engaged in the drug business at Owendale. The stock was purchased of the Hazeltine & Perkins Drug Co.

For Gillies' N. Y. tea, all kinds, grades and prices, call Vinner, 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.

## THINGS SECULAR AND SACRED.

Discourse Delivered By Wm. Connor, the Veteran Clothing Salesman.

The term, "things secular," denotes the things belonging to daily life, or to the visible world, as distinguished from things spiritual, things ecclesiastical, things celestial. These are included in the other term, "things sacred." Thus the distinction between things secular and things sacred corresponds nearly, although not exactly, to the distinction between the body and the soul, between things temporal and things spiritual, between "the things which are seen," and "the things which are not seen." Undoubtedly, we require a word to express just what the word "secular" does express; that is, "not sacred," in the higher and stricter sense of the word sacred. But we must avoid confounding "secular" with sinful, they are two essentially different ideas. "Sacred" and "sinful" are irreconcilably opposed, they war with each other to all eternity. But "sacred" and "secular" are not irreconcilably opposed, they can travel side by side; and God grant that you and I may learn the happy art of rightly adjusting their several claims, so that in the experience of each of us they may travel thus side by side in the journey of life.

The effect of true religion is not to set them at variance, not to represent the claims of the one as inimical to those of others. In St. Paul's catalogue we learn, "Whatsoever things are true, whatsoever things are honest, whatsoever things are just, pure, lovely, of good report—" there is nothing which may not apply to things secular, rightly understood and lawfully pursued. The lesson I wish to impress upon you is that the sacred and secular ought to blend naturally. There is no invincible enmity between them, there ought not to be, and to a mind thoroughly in harmony with its duty there will be no painful sense of abruptness or of impropriety or of coming down in passing from one to the other, for the love of God ennobles every duty and, although the one kind is higher and more spiritual than the other, yet both, when combined, form that life sacrifice required in the sacred words, "I beseech you, therefore, brethren, by the mercies of God, that ye present your bodies a living sacrifice, holy, acceptable unto God, which is your reasonable service."

Let sacred charity, not less than sacred justice, have voice in the management of your secular affairs. One way in which the sacred and the secular ought to be blended is this—that the holy principles of charity and benevolence which we so loudly proclaim on the Sabbath be acted upon in the transactions of the week. There are some men—and men, too, in Christian churches—who are inflexibly just, but implacably severe. They will pay every one to the day, but they will show no mercy to the poor and needy. They will make an uproarious outcry if some Christian professor defrauds his creditors, but they themselves will exact the utmost cent from the unfortunate, struggling debtor, without compunction and without pity. There are men in the church—rich men, too—who are more severe, more oppressive, more grasping, more unfeeling toward a poor man than many others who, perhaps, are not so rich who make no profession of religion, but who possess that without which the strictest profession is of but little worth—a compassionate heart. Regard your business, then, as a part of your duty to God. It is an important part of that life service which you ought to render to Him. The pure in heart see God in all things. Trade and merchandise are ordinances of God as truly as winter and summer or as day and night. Again, what nonsense it is to teach young people to call this beautiful world "a howling wilderness." You may make it a howling wilderness to yourself, certainly; but this will be your fault, not the fault of the Infinitely Holy and Blessed One who made it. Having briefly considered the subject in relation to the ordinary duties of daily life, let us now consider it in reference to recreations. What is the

proper light in which we ought to look at recreations and amusements? There are many young people who regard them as the chief thing in life. The day's work is dragged through in expectation of the evening's frolic—a play, a ball, a concert, is to them a matter of more real interest than all the business in the world. Such young people are to be pitied for the emptiness of their heads and of their hearts—and most probably in a few years they will be pitied for the emptiness of their pocketbooks, too. There are others who go to the opposite extreme—they are everlasting drudges. They have no taste for social pleasures or, indeed, for anything but working and getting money. These are, let us hope, extreme cases. Some people say, "All amusements have a savor of sin. If all mankind were perfectly religious and thoroughly devoted to God there would be no amusements of any kind." This opinion, to my thinking, is entirely wrong. It has no foundation, either in human nature or in the word of God. Where does the Bible say that you are to be perpetually hammering and bartering and stitching except when you are at prayers or asleep? What does our Blessed Creator mean by giving sweet, fresh air and pleasant fields and bracing hills and swelling waves? And what did our Blessed Creator mean when he gave us a social nature—social longings, aversion to constant solitude, love of society? Why should not the sacredness which belongs to our life as a whole belong to our relaxations? The pleasant walk, the healthful game of ball, the social evening party with friendly games and lively conversation, the musical meeting for the lovers of harmony, where every piece that looks immoral or even doubtful is kept out—why may not these things be viewed deliberately and approvingly as part and parcel of a Christian's acceptable life-service to God?

Again, we may profit by some of these games. I know there are many who love a game of chess. I will compare this life with a game of chess, in which there are king, bishops, queens, knights and pawns, each with an allotted and different work, yet cut out of the same wood. So it is in the game of life, some playing against the rules of the game, who must be checkmated. A Christian must play his part fearlessly—the man of business must be up to date in all the tricks of trade; but he must remember there is One watching the game. At the end there would be nothing for the body of which men make so much except perhaps a winding sheet and a coffin. I might compare life to the game of whist: Four men play. One is playing for riches and the trump card is diamonds. Some are playing for love and their trump card is hearts. Others must have honors and position and their trump card is clubs. No matter, however, what the players play for, they must remember that the fourth partner is the Angel of Death, whose trump card is the spade. They know not when this trump will turn up, for he is a thoughtless player; and, that being true, let them play the game according to the rules, so that when Death comes they may be prepared. Let them play for something higher and holier than riches, love or position, for, when the grave digger is about, their nearest and dearest friends will see that nothing is taken away that would be useful to him. I will refer to life in its comparison to a game of football, with its centers, its

half-backs, its three-quarter backs—and others "on their backs." To see men kicking a rubber ball encased in rawhide is something that attracts thousands. The victors, like the matadors of the bull ring, regard themselves as the first in the land, showing their scars—and probably feeling them. Far be it from me as an Englishman by birth and an American by choice to decry games or sports—I welcome such things in moderation, because, besides teaching a man quickness of eye, nimbleness of foot and suppleness of body, they provide an outlet for his passions. Yet the people of this world, like the footballers, are running after baubles and blowing bubbles which break at their touch. Might I compare the transitoriness of this life to the game of baseball, a noble athletic game of which Americans are proud? No batsman, however brilliant, is sure he will be able to play or hit the first ball sent to him. After splendid innings how quickly the applause for his achievement dies in the acclamation with which the next man in is received. St. Paul compared life to a foot race; but it might also have been compared to a weight race; or to a handicap race, with its bookmakers, its betters, its blacklegs.

Some people speak against fastings, but what about those who desire to reduce their weight in training for an athletic event? Anything would be given up to attain the desired result.

What were the stakes in the game of life? Eternal life. A man, to win the race, must go into training; and that is the reason why we demand Christian education from Christian people. The starting post is baptism, the winning post life everlasting. Heaven would not be won with a walk-over. Let us persevere and be plucky for God, casting off all that is hindering our progress, and when we have finished the course may we receive a crown of glory from the hands of Jesus Christ.

If the woman will let him, a man will hold fast to his ideals.

## Now Is the Time

You can materially increase your business in crackers, especially oyster crackers. There is only one thing to be careful about—order the

## Standard Bud Oyster Crackers

FOR RESULTS.

They are manufactured by a concern which is not in the trust and they stand back of their guarantee for purity and worth.

E. J. Kruce & Co.

Detroit, Michigan

## FIRE EXTINGUISHERS

GASOLINE FIRE OR ANY OTHER FLAME

Extinguished quickly as turning off an electric current by the use of the

## PHOENIX DRY CHEMICAL FIRE EXTINGUISHER

Least expensive and largest sale of any Fire Extinguisher in the world. For reference and terms address

JOHN L. SMITH, Manufacturers' Agt., 935 Michigan Trust Building, Grand Rapids, Mich.

Approved fire appliances of all kinds.

## DEALERS

Now is the time to consider what roofing to handle another year. We would be pleased to send you samples and prices which we know will be of interest to you.

H. M. Reynolds Roofing Co.  
Grand Rapids, Mich.

Manufacturers

"EDISON GAS SYSTEM" "WONDER"

300 SYSTEMS IN CHICAGO

SALESMEN WANTED WRITE FOR CATALOGUE

SYSTEMS \$25 AND UP 10 DAYS TRIAL

STORAGE TANK FOR EDISON GAS SYSTEM

CONSOLIDATED GAS & ELECTRIC CO.-CHICAGO, ILL. U.S.A.



## Ship Holiday Poultry Now

Also Butter, Eggs and Veal  
Co

**Coyne Brothers,**

Reference: Your Banker

161 S. Water St., Chicago, Ill.

### 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 & CO.**

159 MICHIGAN ST., BUFFALO, N. Y., ON BUFFALO'S WHOLESALE MARKET.

Prompt, reliable and responsible poultry commission merchants for 34 years.

### 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.**

CHRISTMAS SHIPMENTS OF

# TURKEYS

## CHICKENS AND GEESE

Wanted on Commission. Have a continual demand, especially for the Holiday Trade.

**HYDE, WHEELER COMPANY, BOSTON**  
41 North Market Street.

Reference: Any Mercantile Agency or Fourth National Bank, Boston.

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**Wholesale Groceries and Provisions**  
**Crockery and Woodenware**

61 FILER STREET Telephone 143 MANISTEE, MICH.

## Parchment Paper

For Roll Butter

Order now from

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Wholesale Dealer in Butter, Eggs, Fruits and Produce  
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SHIP YOUR

## BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

## 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

## 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.



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

E. A. STOWE, EDITOR.

WEDNESDAY - DECEMBER 10, 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 December 3, 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 sixth day of December, 1902.  
Henry B. Fairchild,  
Notary Public in and for Kent county, Mich.

#### MEDICAL MADMEN.

In the Virginia Legislature, which is now in session, one Dr. Ware, a member and a practicing physician, introduced a bill to make promiscuous kissing a misdemeanor. It is the first measure he has presented except by request. The act reads in part as follows:

Whereas, kissing has been decided by the medical profession to be a medium by which contagious and infectious diseases are transmitted from one person to another; therefore, be it enacted by the General Assembly of Virginia that it shall be unlawful for any person to kiss another unless he can prove by his family physician that he has not any contagious or infectious disease.

Violators of the proposed law will be fined not less than \$1 nor more than \$5 for each offense.

This doctor belongs to that class of medical madmen who want to change the laws of nature and regulate the physical life of the human race according to their insane and arbitrary whims. It has been repeatedly proposed that all the weakly, sickly, feeble and deformed should be destroyed at birth, so that in time a generation of persons physically perfect might be produced, and to these should be delegated the exclusive duty of propagating the species. Fortunately, the number of these insane theorists is small and they will never be permitted to carry out their murderous designs any more than the anti-kissing maniac will be allowed to interfere with love-making in the Old Dominion.

It is fair to suppose that, if God had intended to create this earth and its inhabitants for the express purpose of securing the exclusive production of perfect human animals, he would have insured such a result. It is said, however, that the Supreme Being has great pleasure in saving human souls, and without doubt these are of more importance in the divine economy than are their mortal bodies. Thus it is that not all the most precious souls are in the bodies of athletes and of artists'

models, and there is no evidence to show that in the entire history of mankind upon the earth the greatest minds and the noblest souls were in the most muscular and vigorous bodies. In many cases the contrary is true.

The butchers of Jersey City are "up against it," as they explain in picturesque language. They say they work for fourteen hours a day and have no Sunday off. This prevents them, even in a mild way, from attending to their social duties, and in a petition to the Legislature the butchers explain to the members, when asking for a law to compel shorter hours, that the men have no chance to call upon young ladies, form their acquaintance and subsequently marry them. "If we continue to work fourteen hours a day, have no Sunday off, you doom us forever to languish in a state of unnatural celibacy. We shall have no hot hearth to sit by when the shadows grow long and the health of youth hath departed, to be occupied by senile decay. No eyes shall blaze brightly at our coming, nor be dimmed with large wet tears when we have laid aside the cleaver and left the chopping block." The New Jersey Legislature, it is hoped, will favorably answer the plea of the poetic butchers.

If anybody had a lot of locomotives to sell just now they would go like the traditional hot cakes, the railroads having nothing like the number they could use. The pressure of traffic is unprecedented. Everything that will run on rails is in service. The concerns engaged in building locomotives are overwhelmed with orders and will not undertake to fill any new contracts in less than a year. Some of the railroad managers say they may be forced to buy locomotives abroad. This is a remarkable state of affairs in a country that was lately ready to supply locomotives for lines in all parts of the world. A while ago there were apprehensions of overproduction. To-day it seems impossible to get enough of anything. There was never a boom that could compare with the present one. Everybody is making hay.

You can not laugh at the farmers if you have read the report of the Secretary of Agriculture. Over half the people of the country live on farms. Of the 29,000,000 persons reported as engaged in gainful occupations, 10,000,000—more than a third—were employed in agricultural pursuits. In 1900 the fixed capital of agriculture was about \$20,000,000,000, or four times that invested in manufactures. In that year there were nearly 5,000,740 farms in the country, covering 841,000,000 acres, 415,000,000 of which consisted of improved land. The farmers in 1890 produced over \$5,000,000,000 worth of products. The manufacturer is not in the same class with them.

In France a novel method of catching fish is being tested by anglers. A tiny mirror is attached to the line near the baited hook. The assumption is that a fish, when it sees itself in a glass, will conclude that some other fish is trying to carry off the bait and will make haste to secure the tempting morsel for itself, the result being that it will speedily be caught on the relentless hook. From experiments which have been made there seems to be some foundation for this assumption. At any rate, some anglers say that they catch more fish when they use the little mirror than they ever caught before.

#### THE FINANCIAL SITUATION.

The pressure which has prevailed in the money market in this country for some time past, but which is now happily relaxing, has caused much concern to people in Europe, who naturally judge American finances solely from their own standards. These people contend that the high money rates are not due to the enormous expansion in general business, but to over-speculation and over-capitalization of trusts and other enterprises in this country. They argue from these premises that the situation in the United States is unhealthy, and that unless there is general retrenchment and liquidation disaster is inevitable.

The London Times, in a recent article on this subject, takes rather a pessimistic view of the outlook. The Times assumes as a fact that the business men of America have been carried away by the prosperity of the past few years, and have been afflicted with an aggravated case of "swelled head," imagining that there is no limit to the expansion possible, and that, believing this, they have capitalized great industries, not on the basis of their existing and actual earning capacity, but upon the basis of future prospects viewed and gauged not by any rule of healthy development, but according to the inflated idea of the country's possibilities, with which the London Times seems to think all Americans are afflicted. In its leading article of Nov. 18, the London Times says:

Ever since May, 1901, we have constantly drawn attention to the fact that the business men of the United States, as is usual after they have enjoyed a year or two of active and profitable trade, had begun to show symptoms of what is known colloquially as "swelled head." Many of them had temporarily lost their sense of proportion, and imagined that they were merely at the beginning of a period of extraordinary prosperity. There were not wanting persons even in London who adopted this view in all its extravagance, even after the ominous events of May 9, 1901. It was alleged by them that the United States is not to be judged by ordinary rules, that the country's "resources" are so large, its people so surprisingly clever and industrious, and their recent profits so enormous, that they can safely venture on almost any enterprise and undertake any liabilities which it may involve. No wonder that first astonishment and then alarm were felt by those who, fully accepting this view saw the price of almost all the leading American securities fall rapidly, towards the end of September last. The fall was immediately occasioned, it is true, by a sudden advance in the rates for loans and discounts, and the more fanatical believers in the "continued prosperity" theory were able to comfort themselves with the idea that this hardening of the terms for money was itself a symptom of good trade conditions, which was true, although irrelevant; moreover, it was certainly the fact that the stringency was partly due to the activity of the import trade, which locked up large sums in the Treasury for customs duties and made them unavailable in the New York money market. For these reasons it was asserted that when money became easier there would be a recovery.

While it is undoubtedly true that there are people who for their own selfish ends have made extravagant claims for the possibilities of this and that industry and have promoted enterprises on an inflated basis, just as it is true that they have found people foolish enough to believe them and accept the securities they have placed on the market, this does not prove, however, that the great mass of American business men entertain any such extravagant ideas as the Times credits them with. Even these

promoters of trusts, with the immense watered capital just referred to, are well aware that their enterprises can never pay interest on the nominal capitalization, while their dupes are just such foolish people as can be found in plenty in London and in every other financial center who are ready to pick up any "get rich quick" scheme, however barefaced. It is probable more worthless securities have been disposed of on the London market in the past quarter of a century than have been floated in New York since that city became a financial center.

The London Times, like all other foreign journals, utterly fails to appreciate the tremendous domestic trade of a thrifty population of nearly eighty million souls. Our foreign friends have no conception of the enormous natural and undeveloped wealth of this country, the constant exploiting of which furnishes yearly new surprises. While it is true that we have been going at a rather rapid pace in recent years and some caution and conservatism would undoubtedly be wise at the present time, it is not true that general values in this country have become inflated beyond their true worth. If our foreign friends think otherwise they can not be blamed too severely, because it is difficult, from their distance and general lack of reliable information about this country, to accurately estimate the enormous resources of the United States. A country that can meet, from its own production, all the wants of its immense population of nearly eighty million and yet spare sufficient for export to constitute a total foreign trade larger than that of any other country, is scarcely to be gauged by the standards customary in financial centers of an older world, where hide-bound conservatism, rather than intelligent progress is the rule. Our foreign friends fear for us because they do not and can not understand us or appreciate the circumstances which surround our affairs. That we will have panics in the future as we have had in the past is probable enough, but that we have yet reached the limit of trade growth and expansion is perfectly absurd.

It still happens that towns spring up in a night in America. The latest instance occurred in Oklahoma last Wednesday night, following the drawing of lots in the opening of a new section of public lands for settlement. The boomers had brought buildings along with them, and Thursday morning there was a town of 2,000 inhabitants ready for business, having a newspaper, a bank, several restaurants, saloons and gambling places, besides a score of mercantile establishments. By to-night it is expected that Eagle City, which is the name of the new community, will have a population of at least 4,000. This beats all magic for it is real.

A veteran of the Spanish war recently applied for a pension on account of corns that he alleged had been produced by wearing army shoes. The Department, after an exhaustive course of reasoning, comes to the conclusion that corns are not a pensionable disability. The decision says: "Corns are inconvenient, but are seldom incapacitating, and when they are the remedy is simple and within the reach of anyone. The soldier's patriotism ought not to terminate with his military service. It should prompt him to go to a chiropodist rather than to the Pension Bureau."



## 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.

## 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.

## MICA AXLE GREASE

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

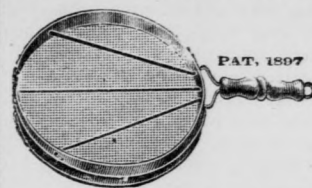
### ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY OILBARREL AND GASOLINE BARRELS

**STANDARD OIL CO.**

## For Delicious Toast



**The Fairgrieve Patent  
Gas Toaster**  
Retails at 25c

It is not new to the trade as it has been on the market several years, but it may be a new article to you and it deserves your attention.

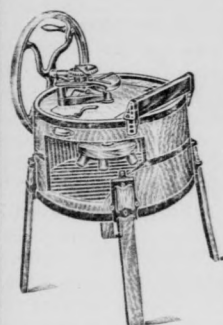
It saves time by toasting evenly and quickly on gas, gasoline or blue flame oil stoves directly over the flame and is ready for use as soon as placed on the flame. It saves fuel by confining the heat in such a manner that all the heat developed is used. It is the only toaster designed for use over flame which leaves the toast free from objectionable taste or odor. Made of the best material, riveted joints. No solder; will wear longer than the old fashioned wire toaster with much better results. Ask the jobbers.

**Fairgrieve Toaster Mfg. Co.**  
289 Jefferson Ave., Detroit, Michigan

## 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.



## Michigan Rotary Roller Bearing Washing Machines

Are the finest, easiest running and most simple machines made. They are all fitted with the new improved roller bearings. The bottoms are also reinforced by tongue and groove strips which make them stronger than any others. They are simple, strong, easy running and noiseless. Do not jar or pound when reversing at high speed.

The Michigan machines are the best and most popular on the market. Up-to-date merchants always keep a stock on hand.

Write for pamphlets and prices to-day.

**Michigan  
Washing Machine Co.**

Muskegon, Mich.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—The market is entirely cleaned up on coarse colored cottons, so far as stocks are concerned, and most of the lines are sold ahead for some time. Here and there small lots have been picked up for nearby delivery, but nowhere near the amount wanted, and there is considerable complaint on this score. In several cases it is reported that offers of a premium have been made, but it is not reported that these were successful.

**Prints and Gingham**—Indigo blues, mournings, reds, shirtings, etc., have been in particularly heavy request this fall and indigo blues and mournings have continued. Reds were by far the heaviest sellers for some time, but the buyers seem to have filled their wants for these goods, at least for the time being, and for the past two weeks they have been more quiet. The amount of business already transacted in these lines is enough to practically guarantee the steadiness of the market throughout the season, with the prospects of possible advances, if there should be any reason seen in the situation in the market for raw cotton. Sellers are making no effort to secure business, being satisfied with what comes to hand in the natural order of affairs, and they feel that to let matters take their own course is the only way. A course so favorable as the present one means a continuation of the steadiness that might be upset were any further efforts made on their part. In fancy calicoes, particularly in light colors, there is practically nothing new of importance to be mentioned. Printed flannelettes and domets continue scarce and quite firm, the situation being nearly the same as for the regular lines of coarse colored cottons. Gingham have not undergone any change and supplies are scarce, but prices are very firm.

**Underwear**—The retail demand for heavy weight underwear has been quite active since the first of the month in all parts of the country. Up to this month in the Eastern sections it was dull, but in the Middle and Far Western States it has been quite good for some time. The biggest business has been done by the retailers in Minnesota, Colorado, Utah and the more Northern and Western States. These localities experienced the cold weather earlier than the Eastern States, and the wholesale houses received many rush orders from these sections. Since the first of December there has been a decided improvement in orders from sections east of the Mississippi and even from the South, and there is little doubt in regard to the ultimate success of both the wholesaler and the retailer, and the buying has been remarkable for this year, much of it being for garments selling from 75c to \$2, which is considered above the average of any recent past season. This applies to both the Eastern and Western States. Formerly cheap underwear could be sold in large quantities through the Western and Southern States, although the East demanded better grades. While the East continues in this line, the West and South are demanding far better goods.

**Hosiery**—The wholesale houses have not been particularly active recently, for the retail dealers seem to have fair stocks on hand and until their trade increases there will be no reorder busi-

ness from the wholesalers. In regard to spring hosiery there are already strong signs of a scarcity. Both importers and houses selling domestic goods state that they have not been able to obtain anything like the quantity of goods they feel they ought to get and even when orders are accepted deliveries are not promised until very late. Many of the swellest retail houses are selling heavy, ribbed woolen half hose, making a feature of them, particularly for riding and driving, and, in fact, for any out-of-door recreation where special activity is not required.

**Carpets**—Everything that has taken place in the carpet trade since the opening a few weeks ago has met with the approval of the trade and much satisfaction is felt over the prospects as to future wants. Every carpet concern in the country is well supplied with orders received at the opening and further business of very good proportions is showing itself right along. Some of the very large concerns report their production for the season pretty well sold up, the amount of goods contracted for being unusually heavy up to this time. The Philadelphia weavers as a rule are well fixed as far as business ahead is concerned, and the values at which the goods were contracted for were fully up to the level drawn at the New York opening. The small orders taken were said to have shown even better than those prices. Ingrain weavers on all grades are running their looms to the fullest possible capacity, and on all woolen grades very satisfactory prices are being received. In grades where worsted yarns are being used the 2½c advance hardly places the manufacturer on a footing where he would like to be, although no dissatisfaction is expressed because the advance was not larger. The excessive prices which spinners are asking for worsted yarns for ingrain fully eat up what advance was made on the finished fabric, i. e., when last season's yarn values are taken into consideration. Fully 10c per pound more is being paid for all-worsted carpet yarns, and the present indications do not justify the anticipation of any immediate decline in values. Spinners are sold away ahead and weavers in many instances would be only too willing to get immediate deliveries at market rates. Weavers of supers and granites are very busy, and the amount of business received to date has been fully up to their anticipations. Granite ingrain and the printed granite and cotton ingrain and tapestries are having a fair Western demand.

**Rugs**—The rug manufacturing trade is pretty much in the same condition as that of carpets. Pretty nearly everything turned out in rugs has a ready call. The large Brussels and Wilton 9x12 rugs are sold away beyond immediate productions. Smyrnas and moquettes and rugs of the cheaper varieties are well sold up.



## 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.

## Rugs for Xmas Trade

We have just received a large assortment of rugs for Xmas trade. They come in some of the most beautiful patterns shown.

Sizes 26x65 inches and 36x67 inches.

Prices rang from \$1.05 to \$3.00 each.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

# 10 Cents a Pair

seems to catch them all. Judging by the great demand for Canvas Gloves nearly everybody must be wearing them. We think they are the handiest thing ever devised in the glove line. Are you supplied? If not send us a trial order for 5 or 10 dozen. Prices are 75 and 85 cents per dozen.

**Grand Rapids Dry Goods Co.,**

Grand Rapids, Mich.  
Exclusively Wholesale

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



# SUCCESSFUL ADVERTISING.

Must Use Plenty of Brains as Well as Spend Money.

The advertising department of a modern, up-to-date business is an important one. If it is to be a profitable one it must be properly managed. No merchant would expect a department of his store to prosper if it were only given the attention that could be paid to it by men busy with other affairs connected with the business. You would not expect your furnishing goods department to be the shining success of your store if someone did not make it all or a part of his special duty, and that someone a man trained in the conduct of such a department. How, then, can the merchant, wholesale or retail, who only attends to his advertising when he has nothing else to do, or sandwiches it in between other occupations which he considers of infinitely more importance, expect to make a success of the advertising end of the business?

To successfully conduct an up-to-date advertising campaign needs as wide a knowledge of affairs and as accurate acquaintance with actual conditions prevailing in the business and in the community as to manage any other department of the store. It is a question if the successful advertiser does not require a keener mind, more alert intelligence, than any department manager. This being the case why should merchants not look at advertising in a reasonable way, study the subject, familiarize themselves with improved methods, and give the work of the department the time and attention it requires, instead of delegating it to some of the clerks in the store or doing it themselves when everything else has been done?

We know of one merchant who is making a fair success of his business simply because he has the entire confidence of his community as an honest man, who will spend hours superintending the sweeping out of his store, watching every stroke of the broom and brush, or in instructing clerks how to pile boxes, but his advertisements are either written for him by some volunteer of the establishment or else scratched off on the back of an envelope or some handy scrap of paper at the very last moment, without care, thought or interest on his part. He simply thinks he has to advertise and buys space in the paper and fills it up with anything that comes handy.

In contrast with this man we know of another concern which in a few years has run its business up from \$30,000 a year to over five times that amount. The manager of this business only concerns himself with the details of two things—the buying of goods and the advertising. The details of the rest of the business are left to a junior partner and his assistants, the head of the firm considering that he is able to tell in a few minutes' time each day from an inspection of the store itself and the records whether the business is progressing satisfactorily.

What is the sense in a modern merchant standing over his janitor while he sweeps out the store? It is comparatively a lengthy job and all that he can possibly accomplish by doing this can be done by going through the store after it is swept and pointing out careless work and having it immediately corrected. If the merchant who does this would take the hours wasted on such occupations and spend them in considering ways to push his business, in studying up what he wanted to advertise,

and the best way to advertise it—in short, if he would delegate to an employee things that an employee is abundantly capable of doing and concentrate his mind on things that he can not leave to some one else—his business would be far more successful than it is.

It does not matter whether the merchant spends \$10 a year or \$10,000 a year in advertising his business, the money will be worse than wasted if the advertising is not done right. We say "worse than wasted," for it is a fact that poorly written, poorly illustrated and poorly printed advertising injures a store. It conveys a wrong impression of the business. It may be in all details except the advertising a first-class place in which to buy goods, but certainly those who are not acquainted with the character of such a store would not estimate it correctly if they based their ideas, as they are very likely to do, on the character of its announcements. Advertising is a very important part of every merchant's business, and no matter what method of advertising he may adopt he will have to use brains as well as spend money to make it successful.

It is well to have your fuel before you buy your kettle.

## Real Estate

Busy men and women, with no time to spare, can have their real and personal property managed by us.

This assures positive safety and absolute fidelity.

**The Michigan Trust Co.**

Grand Rapids, Mich.

**38 HIGHEST AWARDS in Europe and America**

**Walter Baker & Co.'s**

PURE, HIGH GRADE

**COCOAS**

—AND—

**CHOCOLATES**



TRADE-MARK

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

**Walter Baker & Co. Ltd.**

DORCHESTER, MASS.

Established 1780



## 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.

**Cheap as Dirt, Almost**

**50,000**

DUPLICATE ORDER SLIPS

**Only 25 Cents per Thousand**

Half original, half duplicate, or all original as desired. Larger quantities proportionately cheaper.

**THE SIMPLE ACCOUNT FILE CO.**

500 Whittlesey St., Fremont, Ohio



## Alpha New England Salad Cream

**Contains No Oil**

**The Cream of All Salad Dressings**

This is the cream of great renown, That is widely known in every town. For even the lobster under the sea With THIS a salad would fain to be.

**20 and 25 cents per bottle**

Valuable pillow tops given free for 5 trade marks.

**H. J. Blodgett Co., Inc.**

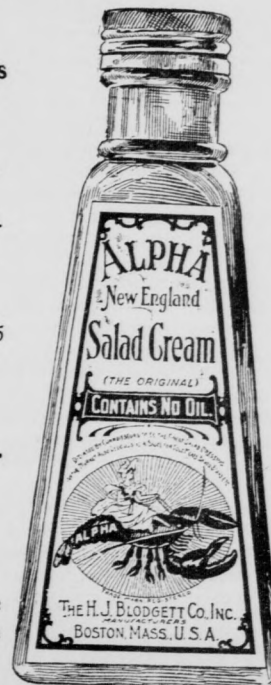
12 India St.

Boston, Mass.

Also manufacturers of

**Wonderland Pudding Tablets**

The perfect pure food dessert. One tablet, costing one penny, makes a quart of delicious pudding.



## STORE RAN ITSELF.

## Condition Which Could Not Last Forever and Didn't.

Written for the Tradesman.

A dozen years ago Newton Perry had one of the neatest, best equipped and most thoroughly organized of the smaller general stores in Northern Michigan. He had come from "down East," where he had been a clerk for one of those Vermont squires who think nothing of breaking a cracker in two to make the scales balance. But he fell into the Western ways in short order and he must have made money, for he had a good trade right along for years.

Yes, I think he made money, although very likely but little of it stayed by him. He liked to have things pretty comfortable in the house, he loved a good table and a fine horse and he was quite a high roller about town. Then he had two boys who managed to get away with a good deal of it. They had lots of high priced notions that were usually permitted and their schooling cost much more than that of most boys, and perhaps did them about as little good.

Early in Mr. Perry's business career he got an idea that he disliked store-keeping. Not long after that he came to the conclusion that it was too hard and too confining for him. Some men would have straightway begun to neglect business, and the store would have rapidly gone to the demerit bowwows, but not so with Mr. Perry. He had those two boys growing up and they were the lads, as soon as the time was ripe, that were to take the store off his hands and let him out. So, with the idea of handing down to them a good business legacy, he planned and worked and fortified his old methods with the very best of the new, and he burned the midnight oil night after night devising plans to make smooth sailing for Bert and Ben when they should at last take the tiller and plunge into the sea of commerce.

I knew something of these matters because at one time I was a frequent visitor at the Perry store and Mr. Perry told me a great deal about his plans. I was having some pretty hard mercantile sledding at the time, and I could not help feeling just the least bit envious of a concern that seemed to have entirely passed the danger line and the future prosperity of which appeared to be so firmly established.

Mr. Perry's whole idea was to get the boys into the store so that they would have a good paying business to depend upon, while he would retire from the concern and spend the most of his time in hunting, fishing and the like.

Well, things eventually came around to his wishes. Bert and Ben were taken in as full partners, with the understanding that they were to have full charge of the concern as soon as they seemed competent to assume it, and the father was to retire to his rods and his kennel. And all of this came to pass, and for a time it looked as though the new arrangement might be an improvement. It was a novelty for the boys and they took to it just as they would have taken to a new colt or an automobile or a dirigible balloon. They made it hum. Business was good. They got lots of new customers. They put in some novel and expensive lines of goods that their father had never dared to handle. They bought a number of elegant store fixtures that ran into a good deal of money, but they were none too fine for the new firm.

Along about this time a railroad was built so close to my own place of business that I could smell coal smoke every time a train passed through the village, and as it therefore became unnecessary for me to haul freight over forty miles of very bad roads, I stayed at home pretty closely for a few years and paid such good attention to my own affairs that I had very little opportunity to bother with those of anyones' else.

On the occasion of the present narrative I had been again called to the town I used to visit, and was interested in looking over some of the landmarks that I had not seen for years. This thing and that were familiar, here a sign had altered, there a building had been torn or burned down and replaced with more enduring material. And so I wandered along the street meeting hardly a face that I had ever seen before and wondering at the many changes that had taken place, when suddenly the gorgeous red front and gold lettering of Perry & Sons' store burst upon my vision.

I had not been thinking of them at all, and the recognition was as welcome as the meeting of an old friend in a strange place. "Hello, there!" I exclaimed. "Just what I've been looking for. I'll go in and see how they are." As I passed inside I could not help remarking that the paint was beginning to peel from the window sash, that there were many fly specks upon the windows and that the displays looked rather shabby and dusty, and didn't seem to have been changed very recently.

He was quite a pretty boy the one who presided over the south end of the grocery counter in Perry & Sons' store. He had black, curly hair and the loftiest collar you most ever saw. His shoes were polished in the highest style of the art, and there was a general air of prosperity about him that was good to see. Still he seemed rather out of place, and as he paid not the slightest attention to me when I entered I stood around and listened to a conversation between him and a fellow clerk, who was dressed principally in a suit of "Brownie" overalls, and who looked as though he had just emerged from, and was at any moment likely to re-enter, the cellar. Overalls was interested in the outcome of an incident of the morning's business and enquired artlessly:

"Say, Joe, how did you come on with the old hen that had so blamed much butter? I thought you'd never get through with her."

"O, Lord, don't ask me! I guess she'd have priced everything in the store if I'd let her. Gee! It makes me weary to wait on folks like that. Every time she bought anything she wanted to know how much it was and how much it came to and how much it all made with what she had bought before, and then how much there was coming to her. Well, I got sick and tired and disgusted, and when at last she had 98 cents coming and wanted to look at some fancy handkerchiefs to make a Christmas present to her daughter I just couldn't stand it any longer, so I says: 'Say, I haven't time to monkey around all day fussing with handkerchiefs and things. Why don't you just take sugar or something like that for it and have it over with?' So she done it, and I thought I had her off my hands for good, when she says: 'What kind of sugar was that you done up for me, young man?' 'Granulated, of course,' I says. 'Always put up granulated when there isn't anything said.' And now what do you suppose?"

## Stock it Promptly!

—You will have enquiries for—

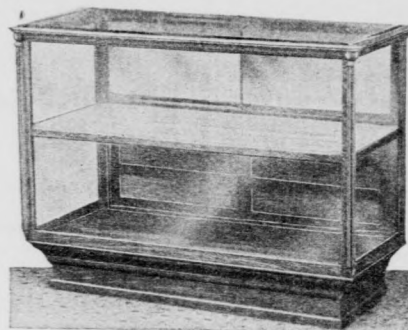
HAND  
SAPOLIO

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.

## Grand Rapids Fixtures Co.

A  
new  
elegant  
design  
in  
a  
combination  
Cigar  
Case

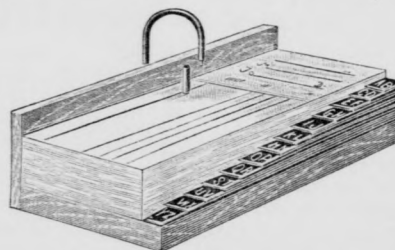


Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.

No. 36 Cigar Case.

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

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



## Account Files

DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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



"Gee, I d'no. Did she want some other kind?"

"Yep. She wanted light brown."

"Did you give it to her?"

"Well, I guess nit. Mebbe I ain't as new as I look, and I thought it was a good time for a woman of her age to learn a thing or two, so I says: 'If you'd wanted C sugar, you might have said so on the start before I got the other all done up. I've fooled away half the morning on you now. Next time you order goods you'd better say what you want in the first place.'"

"Did she take the granulated?"

"Of course she did. I tell you what! The more you let folks run over you, the more you can."

"I bet she don't come in here again, though," observed the overalls youth with a grin.

"Well, I should hope she wouldn't. She never brings in anything but butter and eggs anyway, and we never sell more than half what we get of them now. I'll bet there's half a ton of spoiled butter down cellar now, eh Dick?"

"Just about," assented that person amiably, at the same time helping himself to a cigar from the show case.

"There you go again, dipping into them sixty-five dollar snipes," protested Joe playfully. "Thought you were going to quit smoking. You'll be the ruination of this firm the way you go on."

"So I have quit—smoking a pipe. It got too nasty for my fine sensibilities so last night I heaved the briar into the river and now I don't smoke anything but cigars. I hate cheap ones or I might get along with stinkers, but I have so much cellar work to do, and it smells so bad down there that I believe the best tobacco is just about right. Have to get something to counterbalance them last three bins of potatoes. They're a holy fright."

"Say, they a-r-e pretty bad for a fact. We ought to get them out of here, too. There'll be a breaking out of typhoid fever if they ain't attended to pretty soon."

"Well, who's going to take 'em out, me or you? I'll tell ye right now that I hain't no hankering to stir up t-h-a-t mess. You don't know half how bad it is. I've kept it down some by throwing dry sand on top of it, but when you come to go to carrying it out, you'll have a bouquet you won't know what to do with, now, I promise you."

"It never ought to have been allowed to get so bad. I don't see why we can't have some one to look after things like that. I believe it would pay. Of course you and I can't do it, for we've got all we can do attending to legitimate business; but when I get a store of my own, I'll have some one to see to all sorts of things like that, that I don't care to do myself. I believe it would be a fine thing for any business."

The wisdom of these remarks struck Overalls favorably and, as he lighted his cigar, he nodded approvingly between puffs and then yawned wearily and said something about putting up the afternoon delivery.

A short, quick-spoken man with a black beard and businesslike bearing who had entered the store a few minutes before and had stood by my side, apparently interested in the conversation between the clerks, now stepped to the front and enquired:

"Is Mr. Perry in?"

"Nope," replied the curly haired young man.

"How soon will he be here?"

"I don't know. Haven't seen him to-day."

"Out of town?"

"O, he's up the lakes fishing."

"Either of his sons about?"

"Yes, they're somewhere in town. Ben looked in about an hour ago and then flew right out. He's getting to be the best fifteen ball pool player in t-h-i-s town. Bert's probably out on the lake with his gasoline launch. They don't any of 'em hang around here much, eh, Dick?"

"Well, that's no dream," assented the youth heartily.

The stranger then enquired after the general welfare of the business. "Is trade pretty good nowadays?" he asked.

"Naw," replied Joe. "Nothing to what it was. You see, we haven't got no stock like we ought to have. There ain't nobody to look after ordering goods half the time only me, and I've about given it up as a bad proposition. If I do order a little stuff one or the other of the bosses is sure to show up about the time it gets in and jack me up about it. There's always something that don't suit. Either I order too much or not enough or else it's the wrong kind or the price is too high. Think I'll bunch the business pretty soon. It's too much strain on a fellow. Say, Dick, whatever became of that Stag plug tobacco that got moldy?"

"The dray took it out to the dump last time we had the rubbish carted away from the back dock."

"O, that's all right, then. I just heard about a scheme to fix over moldy plug so that it was as good as new, providing the mold hadn't worked through the wrapper, and thought we might try it on that mess of Stag if we had it yet. I suppose it's just as well, though. Such schemes never amount to much."

The stranger handed a card to Joe. "Please give that to the first one of the firm that happens in and tell him I am at the Porter House and would like an interview at once on a matter of importance."

"Important to them or to you?" asked Joe with an impudent grin.

The stranger shot a look at Joe that went through him like a dagger. "This is no boys' play," said he sharply. "Will you deliver the message for me or shall I have to make other arrangements?"

"O, I'll see to it all right," said Joe, rather abashed.

"Very well," said the stranger, pleasantly, and went away.

"Wonder what that feller wants?" said Dick enquiringly. "What does it say on his card?"

"Henry Walsh is the name. Guess he's some sort of a lawyer."

"Uh huh, wouldn't wonder. O, we get everything there is going except the whooping cough and we've had that."

Henry Walsh. Yes, I remembered now. He is regularly employed to look after weak-kneed merchants. All sorts of financial "lame ducks" are his specialty. In fact, he has become a sort of commercial undertaker, superintending the last sad rites of those who in a business way have soared too high.

\*\*\*

The next morning the curtains were not raised in Perry & Sons' store. A placard on the front door announced that an inventory was being taken. A few days later a new man was in charge, but in deference to Mr. Perry he was not called a receiver. He was just the new manager.

Bert and Ben had played with their

new toy so well at first that their father, rather too willingly, it is true, allowed himself to be lulled into perfect security. He thought the boys were running a better business than he could run himself. So he devoted his time to his horse and his shooting.

After awhile the novelty of the toy wore off. The boys picked up other things to play with. The clerks ran the store for a time and then the store ran itself. Goods went out. Collections were not made. Bills went unpaid. Of course, this state of affairs could not last forever and it did not. Matters were straightened up after a fashion in a comparatively short time and the old business still goes on; but it has lost its prestige and much of its old snap and go.

The boys are both away—Bert is in Oregon and Ben is doing something in Chicago. They decided that the home town was too small for them and they went where they could have "room according to their strength." Mr. Perry looks tired and discouraged and I have heard that, although he lost a great deal of money through the mismanagement of his sons, he managed to pay every cent of the indebtedness. It seems too bad, after a man has fairly won his spurs in the field of business, that he should be obliged to go in again and fight the good fight all over.

Moral: If you are running a store or a steam engine, do not screw down the safety valve and do not take off the governor.

Geo. L. Thurston.

Unhappily Married.

He—She married a fool with plenty of money.

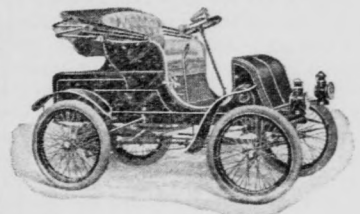
She—Then why isn't she happy?

He—It brought him to his senses.

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.

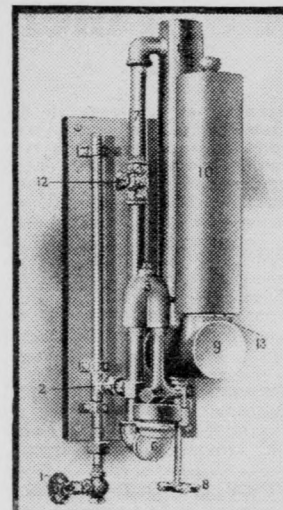
Grand Rapids

## Insurance Against Fire

is generally conceded to be a necessity with every merchant. It is just as essential that he should be protected against slow-pay and bad-pay customers, which can be accomplished by maintaining a membership in the

Commercial Credit Co.

## 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. Willmot, Manager.

17 S. Div. St., Grand Rapids, Mich.  
Long Distance 2090.

## 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.

## Clothing

### Plans For the Upbuilding of the Clothing Trade.

During the year now rapidly drawing to a close the textile mills of the country making a specialty of men's wear fabrics bent their energies to turning out better goods. Improvement was the foundation stone of fabrication. The times were opportune for the manufacturer. And the consensus of opinion, in both the retail and wholesale divisions of the clothing trade, is that the manufacturer has made good use of the means at hand. Expert inspection of the tissues produced is not essential to proof. A glimpse into the store windows where fall clothing is displayed demonstrates the fact. In the best exhibits cheapness is conspicuous by its absence. This is because the mills have had less reason than ever to resort to adulterants, and in consequence there are few adulterated goods on the market. Raw materials have been cheap; in fact, there is no country in the world where good wool is as cheap as it is in America. And the country's universal prosperity has inspired the best of purposes in the manufacturer.

With the encouragement given the clothier through the introduction of good goods, the maker of clothes has grasped the situation, with all its opportunities, and garments, as turned out by the leading workshops, have been better tailored, more fashionably designed and more expensively advertised, than at any time in the history of the clothing industry. Thus two of the most important factors in the upbuilding of men's wearing apparel have contributed their quota to the betterment of clothing. They have "traded up" with all the earnestness of purpose warranted by the times when the desire of man is to appear prosperous. Sharing in the general prosperity of the times, the men of the country naturally want to be well and fashionably dressed, but not cheaply attired. Cheapness has lost its allurements. With money to spend and the desire to dress becomingly the pocket-book of the consumer becomes accessible to the merchant.

Confronted with the foregoing conditions, the retail clothier finds an opportunity to "trade up" not oftentimes presented. The way for him has been paved by a betterment in merchandise, starting with the finished fabric and ending with the completed garment. Thus, well favored on the one hand, he is further backed up by the generally prosperous state of industries, with wage-earners in every department of trade—commercial and industrial—well employed and with money to spend. Such an alliance should encourage the best endeavors and purest methods of doing business on strictly legitimate and enduring lines.

That some of the clothing men have been slow to utilize what appeals to us as one of the most important and best seasons for business presented within the past decade is evident by the fact that even those who have heretofore built up reputations for exclusiveness and commendable business methods have introduced in their public appeals for patronage those very things which they have severely condemned in others. In other words, some individual clothiers have resorted to "the cheap John" methods credited to the department store, and we have the astonishing incident of a department store bringing to bear

all the refining influences of the best of trade, in its efforts to win the good will of good dressers.

In the language of one of the shrewdest buyers in the clothing trade, "It is now up to the retail clothier to throw out his chest and talk of his much-vaunted individuality." Since he can no longer lay claim to those fine methods of inducing the trade, he must resort to the price comparisons of "the cheap John" dry goods store clothing department, undoubtedly with the expectation of inveigling to his doors bargain hunting women, who constitute themselves the purchasing agent for the family.

On the one hand we have this erstwhile individual clothier calling attention to his merchandise, in a well-displayed advertisement, offering \$25 business suits for \$12.50, and on the other hand the much-condemned department store presenting journeymen-tailored suits, made in the old-fashioned way, by the hand work of experts, at \$18.50 per business suit.

Speaking of the success which attended him in the upbuilding of his business—a business which in very truth is a credit to him and to the trade—a clothier says he always made it a practice to secure intellectual, bright, well-appearing and courteous salesmen, taught them to first introduce a customer to the very best in stock and if possible ascertain how much that customer desired to spend for clothes. Referring to the means he had used to build upon, he said:

A man is responsible for the trade he creates. I am a high-class man and do not know how to handle cheap clothes or advertise a bargain. My stock has always been so displayed that the highest priced goods are shown on the first tables, nearest the entrance to the department, and so graded down.

## "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 35 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.

WILLIAM CONNOR  
President

WILLIAM ALDEN SMITH  
Vice-President

M. C. HUGGETT  
Sec'y-Treas.

**The William Connor Co.**

Incorporated

## WHOLESALE CLOTHING

28 and 30 S. Ionia St., Grand Rapids, Mich.

**SPRING and SUMMER**

line of samples of every kind in ready-made clothing for Children, Youths and Men. The largest line ever shown by one firm, representing sixty trunks and ten different factories' goods to select from and cheapest to highest grades.

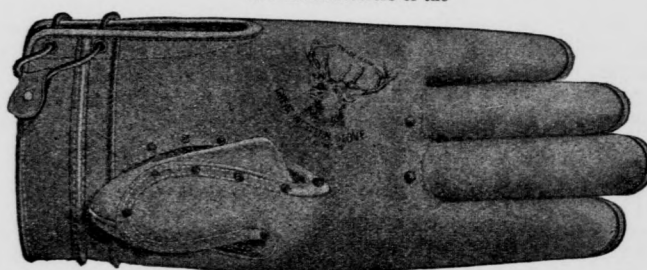
**WINTER OVERCOATS and SUITS**

We have these on hand for immediate delivery and are closing out same at reduced prices, being balance of KOLB & SONS' line, who have now retired from business. Mail orders promptly attended to. Customers' expenses allowed.

## Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



### Great Western Patent Double Thumbed Gloves and Mittens UNION MADE

We have everything in gloves. Catalogue on application. We want an agency in each town.  
B. B. DOWNARD, General Salesman.

## THE PAN-AMERICAN GUARANTEED CLOTHING



Is always doing business. It spreads its own fame—makes mouth-to-mouth talk. That's too slow for us though—we're advertising this year from the dealer to the consumer. Write us for a salesman—he'll tell you what we're doing to help you make money from the Pan-American Clothing.

There's no sweat shop or tenement house work about Pan-American Guaranteed Clothing—it's made under proper sanitary conditions.

\$3.75 to \$15.00—with a special accent on the \$5.50, \$7.00, \$8.50 lines—that's the range.

Quality just a little better than all others.

Suits and Overcoats for Men, Boys and Children.

That's all. Samples if you want to know more.

Detroit office—  
Room 19, Kanter Building  
in charge of M. J. Rogan.

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

A New Suit for Every Unsatisfied One



My salesmen are invariably taught to start high and go down the line until the customer's desire in the matter of value has been gratified. We have sought to attract attention to styling and genuine merit. We carry a full line of sizes, and my young men find it an easy matter to make sales with the high grade stock I carry. All they are required to do is to be courteous, attentive and obliging and they invariably land a customer; the goods sell themselves. We carry business suits as high as \$30 and from that amount go on down to \$15, although we have a catalogue suit for \$10, but it is not sold to any extent here in the store. Yes, we had a special sale of lightweight top coats the other day in which price comparisons were made, but then this is not the opening of the season, you know, because we have been selling top coats since August. We were simply closing out odd lots, the ends of lots opened earlier in the season.

The advertisement referred to said, among other things: "Fall weight overcoats and a fall in prices. Rather pleasant news, that—with overcoat weather scarcely more than beginning, in a gentle, hesitating way. We won't hang on to odd lots or broken sizes, in overcoats or anything else. So down go prices, in these fall weight \$13.50 to \$18 overcoats, to \$10 each." Trading down!

But is the clothing end the only evidence of the existence of the price craze? Not if the following is true, and it is vouched for by a gentleman whose word we have never had reason to doubt. The silk department (and we may be excused for digressing from the clothing interests of our story for the sake of illustrating a point) of a certain dry goods store had a quantity of silks which the buyer seemed powerless to move. They were lying in stock until they had become almost out of date in style. These silks had been priced at 98 cents a yard in the regular stock. They were removed to a bargain table, advertised at 59 cents, and if the money expended in advertising at the cut price was added to the cost, it would have been doubled. Still the silks did not move. Finally, after repeated fruitless efforts to close out the line, the buyer cut the stock into shirtwaist lengths, added 40 per cent. to the original retail price of 98 cents, advertised the stock as "a sale of manufacturer's sample remnants," and one day the entire stock of 600 pieces was closed out.—Apparel Gazette.

**The Care of the Coat.**

A merchant tailor, in talking to a customer about the care of an overcoat, said: "Men in general do not take good care of their clothing. When a new overcoat comes home the owner tugs it on anyhow and wears it flapping open. Every new coat should be carefully molded, by the wearer, into the shape of his every-day figure. He should get his shoulders well into it and, in order to arrive at that result, he should have assistance on at least the first six occasions on which he wears the garment. The coat should be carefully buttoned downward, but the reverse is so often the case. For at least one hour each of the first six days of use the coat should be kept buttoned. It will then have adjusted itself to the peculiarities of the figure."

The above advice is very sensible, and it would not be a bad plan to have it printed on a card and distributed to customers in clothing stores and clothing departments.

"What costs nothing is worth nothing," which is also true of much which costs much.



**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 IDEAL CLOTHING CO.**  
TWO FACTORIES.  
GRAND RAPIDS, MICH.

"Lest Ye Forget"

**JOSEPH SHRIER**

Cleveland, Ohio



**Hats**

**Caps**

**Straw Goods**

Spring 1903

Our Mr. Clark is now in the northern part of Michigan. If he does not call in time advise us and allow us to send him to you. Our line will be a revelation to you and prove profitable. Only twenty minutes of your time to see our line and it is somewhat different.

**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.

All Kinds  
of  
Solid

**PAPER BOXES**

All Kinds  
of  
Folding

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

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

Box Makers

Die Cutters

Printers

**OLD RELIABLE B.L. CIGAR**  
ALWAYS BEST.  
**LUBETSKY BROS. DETROIT, MICH. MAKERS**

## Shoes and Rubbers

### Point Which Deserves More Attention From Shoe Dealers.

A great many people are commencing to ask themselves "Why is it that some shoes which seem to fit and otherwise conform to the feet when first put on, seem to be so uncomfortable after wear begins?" They complain that the shoes are unduly warm, inducing perspiration where such trouble had previously been unknown, and few shoe wearers are able to place the fault where it properly belongs, namely, to the leather of which the shoe is made.

Of course it is a well recognized fact that patent and enamel leathers are not as porous, and therefore not as comfortable, as the dull tannages, but so many new methods of tanning have been applied to upper leathers in the last few years that certain calfskins and other upper leathers in common use, which heretofore were preferred by shoe wearers for the very reason that they were more comfortable on the foot, have proved to be just the reverse. The matter is important enough to warrant the attention of shoe dealers, who are the first to hear and the quickest to suffer for any unsatisfactory feature in the goods they sell. The porous leather is always to be preferred. The foot needs all the ventilation that can be given to it. Certain enterprising tanners, appreciating the value of the porous leather, have directed more energy to producing perfect high class leathers of this kind, and they have not hesitated in informing the trade that they have such leathers, and proclaiming their merit to dealer and consumer. Anything that contributes to the comfort of the shoe wearer and makes the pair of shoes that he buys in your store seem more satisfactory than any he has had before is a good thing for the shoe dealer to keep close watch of, talk about and advertise, while the contrary is true of any other feature that tends to destroy wearing quality or minimize comfort.

We saw a typical instance of the latter fact only a few days ago where a high-priced pair of shoes, worn only a few weeks, had to be practically cast aside because the leather was so uncomfortable. This shoe was built by one of the best manufacturers in the country. In style and fit it was everything that a good shoe could be. The leather was of the finest texture and of high quality, but was non-porous, something that the wearer knew nothing about, and could in no way have guarded against when purchasing the shoe; and yet, both dealer and manufacturer must suffer through this undesirable quality in the leather, and the brand of that manufacture plainly shown on the shoe and which should have been an advertisement for it and a mark of identification so that the customer should ask for that shoe a second time, becomes instead a warning signal which that particular purchaser will carefully avoid in the future.

One swallow does not make a summer, and while this particular instance may be no criterion as to how others might feel in reference to the same shoe, the fact remains that if one pair of shoes manufactured from this certain grade of stock was not satisfactory, it is reasonable to infer that the same condition will prevail to a greater or lesser degree in every pair of shoes turned out from the same leather, no matter who made them.

A shoe manufacturer, with the best intentions in the world, may buy the very finest upper leather that he can get hold of for his product, and trip upon the particular point first mentioned. In this connection it might be advisable to say a word of the campaign recently inaugurated by a prominent manufacturer of specialty shoes in favoring an oak sole leather as against hemlock soles. Making due allowance for the enthusiasm which has prompted his strong argument for oak sole leather as against hemlock, both will undoubtedly continue to march along side by side for a great many years to come. There is no question but what an oak sole of quality is as good a thing as can be put into a shoe, but that all hemlock leathers are as black as they have been painted by this specialty manufacturer is hardly to be believed. You pay your money and you take your choice. We believe the question of durable, comfortable upper leathers is fully, if not more, important than the problem as to whether one oak sole will outwear two hemlock soles, etc. Shoe dealers whose lines have been purchased with a view to avoid the character of upper leathers such as we have just described would be making a good point with a fair proportion of the purchasing public by dwelling on this fact as much as possible.—Shoe Retailer.

All true work is done with reference to the ultimate good of the whole.

### Share in Our Profits

From November 27th to December 31st 10 per cent. of each cash sale amounting to \$10.00 or over goes to the customer who makes the purchase. Send for our catalogue and further information

Chicago  
**SHOE STORE SUPPLY**  
Company

154 Fifth ave. Chicago

This offer expires Dec. 31, 1902

### 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



Hard to find rubbers to fit those wide-soled shoes? Not if you know where to get them.

Write us to send what kinds you need on the Sharon toe for women and on the Spartan toe for men.

They are made by the Boston Rubber Shoe Co. and Bostons are durable.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Michigan

**Mayer's School Shoes**

The merchant who can please his trade on school shoes usually does the shoe business of the town. Mayer's shoes for Boys and Girls are never disappointing. You can depend on them. They are made in every conceivable style and wear like iron. Write for prices.

F. Mayer Boot & Shoe Co., Milwaukee, Wis

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

### Lycoming Rubbers

but we also carry an assortment of the old reliable

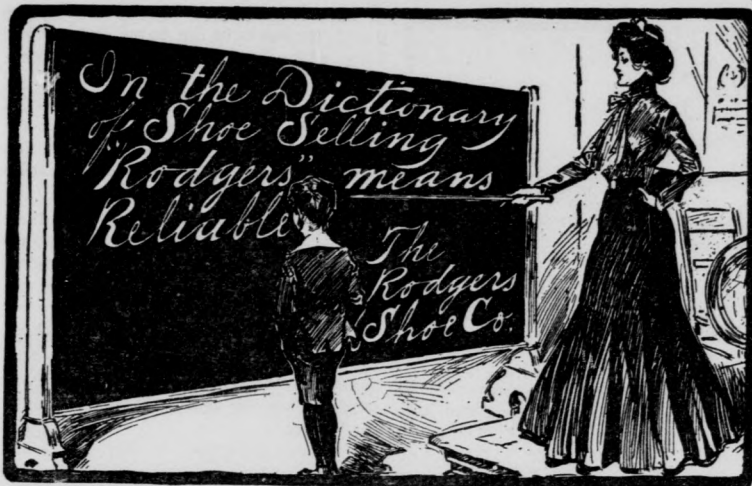
### Woonsocket Boots

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.





#### Pushing the Sale of Holiday Novelties.

The custom of buying liberally of many lines of goods this season of the year has been growing steadily, as the value of holiday trade has become enormous, and the disposition of the people to buy more liberally of innovations, such as are to be found in a well-regulated findings department affords an excellent opportunity for dealers to bring this department to the front.

The keeping of all kinds of findings, both staple and novel, will be the means of swelling holiday receipts in more ways than one, but in order to do this in the most effective way and also keep your department or store before the people, it is necessary to make use of catchy signs. Do you realize how many people want button-hooks, insoles, shoe dressing, etc., in comparison to those who want shoes? Well, the majority is very much in favor of the smaller articles, and the holiday season of the year is a good time to bring this department forward.

Give your findings a space in your window or a showing in your case in order that people can see the different articles for sale. Do not put them in the rear of the store, and when a customer asks for something in that line, then, and only then, show them, but keep them out front where they can be seen at all times. Remember these little articles help sell the larger ones. You are not only advertising the findings department, but your shoes as well at the same time. There are many little articles in this department which if shown up in the right way will sell like hot cakes, and the people will be glad of the opportunity to get something that is cheap and at the same time useful as a present.

One that will be appreciated by both men and women is a shoe shiner. There is one on the market that retails for 50 cents. Dealers are given a liberal discount and the profits are satisfying, as it is an easy proposition to sell such a handy household and office article for such a small price. Then again any dealer who will put in a fair assortment of bath slippers can work up a large demand for them at this time of the year, as it is desirable to have slippers match bath robes when possible.

Still another good seller is crocheted slippers. A good quality slipper can be made to retail from 75 cents to \$1 and a fair profit may be realized. The majority of women prefer to buy them ready-made if they can get good ones at this price instead of paying 25 cents for the soles and crocheting them, as it requires considerable time. There is the combination blacking case, which

makes a neat present and will meet with a favorable demand when shown in the right way. There will certainly be a big demand for warm goods, and it is up to every dealer to lay in a good stock of overgaiters, leggings and lamb's wool soles. There is a good margin of profit on all these articles, and this fact should not be overlooked. There are many novelties which can be kept in stock that will catch the eye and suit the purse of holiday shoppers.

In order to call attention to your display of these goods make use of bright, catchy signs. Remember, it is just as important to advertise the little things as the more important ones—in fact, more so—for people know of the more popular articles when they do not know about the little ones. Dealers who do not cater to the demands of this department are not up to date and are losing an excellent opportunity to make money.

#### The Point of View.

Mrs. Brown—I hate to make complaint of my neighbors' children, Mrs. Greene, but your boy has been behaving disgracefully. He has been throwing stones at my front door and ringing the bell.

Mrs. Greene—My boy has been away from town all day. It happens that it was your own son who did the things you complain of.

Mrs. Brown—Was it, indeed? Johnny is such a playful fellow. He's so full of life, you know.

#### SOME PEOPLE NEVER PROGRESS



Other people are leaders and they are usually successful, but the idea of a successful business man writing his business letters with a pen is a thing of the past, at least is coming to be a thing of the past, as fast as people discover how easy it is to use a typewriter, and what a good typewriter "THE FOX" is.

Our free trial plan enables anyone to thoroughly try the machine before buying. Let us take the matter up with you.

Fox Typewriter Co., Ltd.

350 N. Front St., Grand Rapids, Mich.

## 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. 236. Men's Boarded Calf, Heavy  $\frac{1}{2}$  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.



## Women's Blue Cross Shoes

Have no equal for comfort.  
They have rubber heels.

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



## 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.

## Getting the People

Why the Imitator in Advertising Falls Flat.

Advertising is humanity in print.

Advertising is the multiplication of commercial intercourse.

The beggar in the street may ask alms of a hundred people and be rewarded by ten.

The beggar in print may ask alms of a thousand people and be rewarded by a hundred.

The percentage of rewards in either case depends upon the manner of asking.

The manner in the first instance includes the clothes, the bearing, the voice, the age, the size of the "touch," and all material and immaterial things that, collectively, make up one's personality.

The manner in the second instance includes the argument, the amount of space used, the character of the publication, the position, and the hundred and one other little points that require constant study.

One beggar in the street will get dollar bills readily.

Another beggar in the street can not get enough dimes to keep from starving.

The beggars in print—ditto.

Advertising is humanity in print.

Write that on a week's supply of cuffs and before the week is over you will have it in your mind.

And when you get it fixed in your mind it will help you in taking a broad view of the many modern methods of extending your commercial relations with mankind.

The little shopkeeper may have a shabby sign and an uninviting window and a few customers.

Any man anywhere will get some business, but there is no reason why prosperity should walk into the wide open doors of the shabby shop.

The man next door may have a great shop and a great number of customers and be looked upon as one of the few who are "favored by fortune."

But the whole difference is due to the difference between the two men.

It is due to the methods of appealing to the public.

Two advertisements will appear side by side in a newspaper.

One will not bring any business, perhaps, while the other proves immensely profitable.

They may appear quite similar—they may both offer goods at cut prices—but one fails to carry conviction because it lacks earnestness and sincerity.

Or if you consult back numbers of the same periodical, you may find that the weak advertisement is merely an imitation of a previous one used by the successful competitor.

We look up to some men and down upon others.

We look up to the man who coined the word Uneeda and we look down upon the serious-minded people who have imagined that we would buy their wares because they have burlesqued the word.

We like Uneeda Biscuits, but we prefer to get along without Itsagood Soap, Pears' or Ivory or Fairy will do.

To a great extent advertising is a plain, cold, hard matter of arithmetic and dollars and cents, but you can not afford to overlook the sentimental side of it.

People rather enjoy being told to

## Gas Portables..

New and Tasty Designs

Reasonable Prices

LANSING GAS LIGHT CO., - - 110 Michigan Avenue East

## New Elevator.

We Buy

Grain of all kinds,  
Beans, Live Stock.  
Seeds.

We Sell

High grade flour.  
Lime, Cement, Hair,  
Coal, Etc.

Our Coal is the best Hocking Valley and gives good satisfaction. Give us a trial order. Salt. 90c per barrel.

**C. E. ROWLADER.**

Warehouse near C. K. & S. Depot.

## "As the Twig is bent The Tree's Inclined."

Are you seeking the opportunity to "bend the twig?" If so, send the young folks to this bank with the first spare dollar. The next dollar should be treated in like manner, and the practice continued until a fixed habit of saving has been established.

All money deposited in our Savings Department will draw interest at the rate of three per cent. On the second Wednesday of June and December of each year interest earned is computed, and if not withdrawn is considered as principal and at once begins to draw interest as such, thus giving depositors the benefit of compound interest. Give us a trial, you will be surprised and pleased with the results.

**Hastings National Bank.**

The only National Bank in Barry Co.

## Ten Dollars Buys An Overcoat

Black or Oxford Frieze—latest style, padded shoulders—satin sleeve lining—44 to 48 length—nothing better ever shown.

**Hamilton Clothing Co.**

## Sixteen Dollars Buys an Overcoat

Black or Oxford Grey—two different lengths—full back—nothing newer—H. S. & M. hand tailored goods—perfect fitting.

**Hamilton Clothing Co.**

## Twenty-Four Dollars Buys an Overcoat

Handsome Rough Astrachan effect—extra quality lining and trimming—tailors would charge you probably \$40.00

**Hamilton Clothing Co.**

## Straight Forward Business

Needs no diplomacy or sharpness in its management.

Plain, Clean, Honest Methods are what the people like.

We are here to serve you faithfully and fairly.

Call Phone 63 for your next Grocery order.

**A. D. Castle.**  
GROCER.

## Before The Holidays

We must reduce or stock of pianos and organs and to do this will make extraordinary reductions in price. We are sole agents for the celebrated

**STARR AND  
RICHMOND  
PIANO**

There are none better. Also the famous Farrand and Ealey organs

**H. G. Schubert  
& Son,**

273 River Street

## Hot Water Bottles

Fountain and  
Bulb Syringes  
**COLEGATE'S**

Old English, Brown Windsor, Turtle Oil, Glycerine, White Castile, Honey, Shaving.

**SOAP**

Half Pound Cakes 10 Cents.  
All Kinds of Toilet Soaps.

**Red Cross Drug Co**  
JONES & SONNER BLOCK

## OVERCOAT WEATHER

That's the kind we'll have from now on. We are showing the newest styles in black, Oxford greys, grey checks, stripes, blue and black kerseys, long or short lengths and the prices are low enough to leave a happy balance in your pocketbook

**GEO. H. DAVIS**  
Men's Outfitter.

"see that hump," but when they are told, in precisely the same manner, to see a lot of other things they become weary.

Advertising is the multiplication of commercial intercourse, and if you are not on the right track at the outset you will gain nothing on the multiplication of your doings.

Lots of men can not profit by advertising because all they could accomplish would be to force a greater number of people to learn that they are not entitled to patronage.

The successful advertiser is like the man at a large social gathering who gets a word in with every one present and makes an agreeable impression in each case.

The non-advertiser is like the wallflower who fails to make his presence felt.—Hollis Corbin in Printers' Ink.

\* \* \*

The Lansing Gas Light Co. leaves a good deal to the imagination as to whether it is advertising lamps or heaters, possibly both are meant. It strikes me that the ones likely to be interested in either would be more effectually reached by more definite designation. I admit that saying too much is the more common fault, but it would be well to indicate the class of goods when the description is so ambiguous.

For a general advertisement the display of C. E. Rowlader is a model of completeness and good display. The trouble with such advertisements as this is they are too apt to be run without change. The manner of contrasting the articles bought and sold is an excellent feature for general advertising.

The Hastings National Bank gives us a sample of good bank advertising. The argument may be a little long, but those who are interested are likely to peruse it. The printing would have been improved by the omission of the lines of emphasis under the first display—white space is better—and the characters in the border should not be turned in so many directions.

Hamilton Clothing Co. presents a sample of specializing on overcoats which would be worthy of imitation. The price feature for three values made so plain and emphatic is well brought out. The arrangement in panels, followed by firm name, is an excellent feature.

A. D. Castle makes a strong profession of straightforward methods and it only requires, as is doubtless the case, that the business be conducted accordingly. An address would be an improvement.

H. G. Schubert & Son give a strong display of their leading piano, but introduce their organs as of little importance. I would have given the latter a little more prominence, as in this kind of an advertisement, in which the buyers of one article would not be interested in the other, there is less danger of diverted attention.

Red Cross Drug Co. makes a strong column display of a few specialties. A few more prices would give more effectiveness, but it will sell goods as it is.

Geo. H. Davis makes a pleasant hit for a small space and the printer has done his part well.

## 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.



**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.

**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**

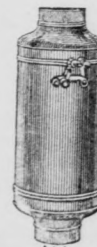
If you wish to save fuel at once, order now.

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



**The  
Fuel Economizer  
Company**

160 West Larned St., Detroit, Mich.



# ***E. Bement's Sons***

## ***Lansing Michigan.***

**Ideal Carriage Runner**

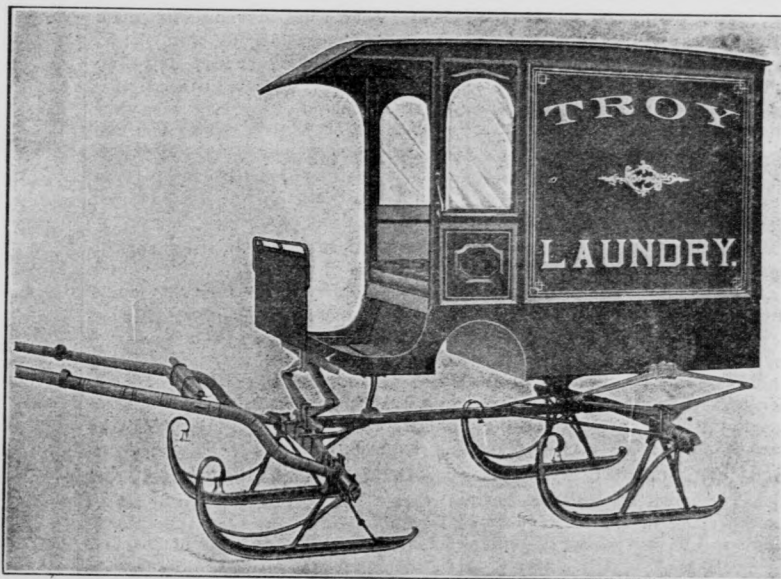
The runners attached to a fine carriage make a turn-out much more comfortable, elegant in appearance and convenient than the most expensive sleigh and at a cost very much less.

No straps or other bungling devices are required to prevent them from inverting or flopping over when backing or driving rapidly over rough roads. Narrow track, same as cutters and sleighs. Only one bolt is required to fasten each runner. It may be observed from the cut that there are four bolt holes in the collar which holds the hub, thus giving four different widths of track, permitting an extreme variation of six inches.

The malleable clips which grasp the axle permit free oscillation and hold the runner securely to place.

Sleds for Farming, Logging, Mining

Sleds for the Roads and Mountains



**THE LARGEST BOB SLED FACTORY IN THE WORLD**

## Woman's World

How the Homely Girl May Make Herself Attractive.

A girl who frankly confesses that she is ugly sends me this plaint:

I am one of those unfortunate creatures whose friends describe them as plain and whose enemies declare they could break a looking-glass. I am invited out for the sake of my family connection and not because I am a drawing-room ornament. When a man asks me to dance he does it with an air of feeling that he deserves the Victoria Cross, and wherever I go I am forced to listen to a paean of praise of those who have rosy cheeks and curling pompadours and large eyes and every feature I have not been blessed with. Now, do not tell me "not to mind," but tell me how I may offset my lack of good looks—if, indeed, there is any charm that atones for the lack of beauty in a woman.

My dear girl, I won't tell you "not to mind," for I have been there, too, and I know exactly how the ugly duckling feels. I know, too, that no woman was ever such a saint that she did not care how she looked, and that there is not enough philosophy in the world, no matter if a woman had cornered the whole visible supply, to reconcile her to being ugly.

When we pretend that we do not care, we are simply telling lies to our own hearts and trying to bluff other people. Why should a woman not care for her looks? How can we help caring when at every turn in life beauty is held up as the open sesame to every advantage and pleasure and occupation? When a new woman appears on the scene you never hear people asking: "Is she good? Is she clever?" But the invariable question that is put first, and that is regarded as most important, is "Is she pretty?" A woman's goodness is taken for granted. Her cleverness is something she always has to live down, but beauty is a letter of credit that she can present on the street car, at the ball, in the office—anywhere and everywhere—and that the whole world is willing to honor at sight.

This is a hard saying, but it is the truth, and there is never any use in blinking a fact. The best way is to recognize it for an enemy and get out your gun for it, and, being human, there is comfort to the ugly woman in reflecting that, while the good looker has everything her way at the start, and is the hot favorite in the race of life, she does not always possess staying powers that enable her to win out. The race is not always to the swift, nor the battle to the peachy complexioned.

To be beautiful is a blessing so great that nature vouchsafes it in reverse ratio to its desirability. There are millions of beautiful children, thousands of lovely young girls, hundreds of pretty women of 30, and very few who carry their good looks beyond 40 years. Whereas, the plain woman may be relied on to hold her own. And there is comfort—deep, abiding comfort and peace—in the reflection that the woman who has never been a beauty will never be called on to endure the torment of being told how she has faded. Moreover, it not infrequently happens that she who has been noted in her youth for plainness blooms out in middle life into a kind of Indian summer loveliness.

But what shall the girl who is ugly, and who realizes the fact, do to offset her lack of personal attractiveness?

In the much-discussed play, "Iris," the subtle Mr. Pinero makes one of the characters give his definition of a charming woman.

"A woman," he says, "should be beautiful to the eye, soft to the ear, gentle in her movements. She should be happy when she hears fine music and sees beautiful pictures. She should be kind to dumb animals and other people's children."

Perhaps that is not a very lofty ideal, but it describes the kind of woman we should all like to have about us, and that we should all find charming. Best of all, it is an ideal that lies within the power of every woman to achieve.

It has not escaped your attention, I trust, little sister, that there are many kinds and varying degrees of ugliness. There is the woman who is ugly because she is too lazy to be good-looking. There is the woman who is ugly because she is dull and heavy and tiresome. There is the woman who is ugly because of her ill nature and disagreeable manners, and there is the woman who is ugly with mitigating circumstances and attractions. For the lazy and the stupid ugly woman there is no hope, but the intelligent ugly woman, to whom nature has been a cruel stepmother, often outwits the niggardly old dame and creates for herself an effect of beauty where there is no beauty at all.

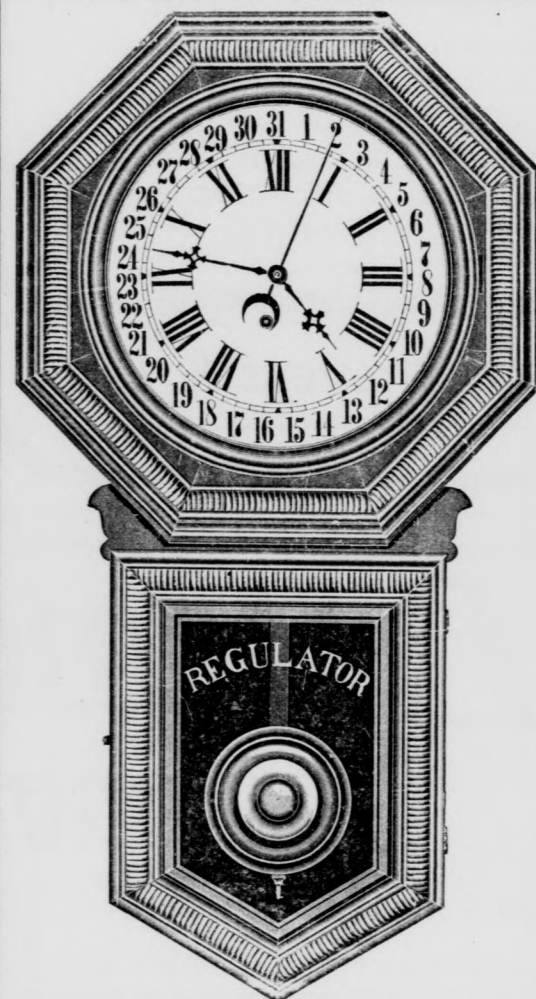
It is a trick of dress, of manner, of charm, of carrying oneself 40 per cent. above par, instead of 20 per cent. below. Nobody ever knows how a woman does it, but when I see a homely woman who enjoys a reputation for being handsome I always take off my best bonnet to consummate generalship and genius. This is one of the arts that the stage has it in its power to teach women, if they were only clever enough to learn it, for most of the actresses that we are fond of celebrating as "beauties" are not good-looking at all.

Mrs. Patrick Campbell is a worn, haggard, middle-aged woman, with lines in her face—ugly until she begins to speak, and then such is the magnetism of her presence, the eloquence of her expression, the golden melody of her voice, the spectator is entranced and ready to swear that she is more beautiful than a hundred Mrs. Langtrys and Lillian Russells. Duse is another homely woman until she thrills you with the incomparable fire of her acting, and the catlike grace of her movements. Maud Adams is an unusually plain woman, colorless, haggard, thin, little, yet whoever watched the airy, fairy impersonation of ethereal girlhood that she gives thought of her otherwise than as beautiful? It is a solemn fact that just to see the way these women surmount physical difficulties and give an illusion of beauty where there is none is worth \$3 of any woman's money.

The first thing the ugly girl should do is to beware of vanity. By that sin have angels fallen and pretty women made guys of themselves. How much more necessary, then, for the ugly woman to avoid it. It is, of course, a pleasing illusion that any of us can wear anything. This is a mistake, and the homely woman should sit down and take an unbiased view of her own defects. The beauty may take liberties with her clothes. The ugly woman dare not be ill-dressed, for ninety-nine times out of a hundred, when we speak of beauty, we mean clothes instead of the wearer. There is comfort in this thought, and likewise in the reflection that it is perfectly possible for the homely girl to be

## Yes, This Is Good Value

The Toledo Coffee & Spice Co.—be sure you get the name



right---will send you this splendid 8-day Regulator (solid oak and 32 inches high), with 40 pounds of purest spices at the unusually low price for both of - - - - **\$10**

Toledo Coffee & Spice Co.,  
Toledo, Ohio.



so discreetly garbed, and present such a bewildering array of chiffons and frills, that she will make the beauty look like a marked-down remnant on a bargain counter. Indeed, it is a matter of doubt whether, when you can not have both, it is not better to have chic than beauty.

The pretty woman should so dress as to call attention to her face. The ugly woman should dress so as to concentrate attention on her clothes.

The next point of importance to the ugly girl is to cultivate her mind. It is to her everlasting advantage that few pretty women are clever. Things are more evenly divided in this world than we are in the way of thinking, and when Heaven bestows a beautiful countenance on a woman it generally leaves her brainpan empty. We all like to look at a charming object, and for that reason the beauty attracts us at first; but few of us care to contemplate still-life for long at a time, and before we know it we have begun to weary of the woman who has no wit or intelligence. Here is where the ugly girl gets in her innings. It is up to her to make herself so entertaining, so bright and agreeable that no one will remember how she looks—only what she says. If you recall the old fairy story, you will remember that it was none of the Grand Vizier's beautiful wives who was able to hold him in thrall and keep their heads, but the homely wife who was a good story-teller.

The woman who is intelligent, who is in touch with all the news of the day who has read the last novel and seen the last play and heard a good story, has a dozen weapons in her armory, while the merely pretty woman who is dull and ignorant has only one. Furthermore, if she has some specialty, some stunt, as our vaudeville friends say; if she can sing coon songs, or dance fancy dances, or do something else that brightens and lightens up an evening's entertainment, she need never realize that she is ugly, for her sin will not be remembered against her in an ennuied society.

I think that mothers who have plain little daughters growing up into ugly girls should seriously prepare for this contingency. I have known a homely girl to be most sought after for a partner at balls because she had been taught to dance exquisitely. I know another—an ugly, jolly little snub-nosed, freckle-faced thing—who is never, never left out of anything because she has a most bewitching knack of drumming a banjo and always has the latest music hall ditty on her tongue.

Another charm is tact, and this the ugly girl may also possess. Indeed, it may be said she has a monopoly on it, for the beauty is always so much absorbed in contemplating her own charms she rarely has time to consider anyone else's. The homely girl, not having to admire herself, has leisure to admire other people and to remember their little weaknesses and vanities, and it is worth noting, in this connection, that none of us admire anyone else so much as we do the discriminating person who admires us.

Also cultivate sympathy, little sister. It is the best substitute that has yet been found for beauty. Of the woman who can laugh over our joys and weep at our sorrows we never weary, no matter how plain she may be. We sit at her feet, as we never do at the beauty's, and rehearse our triumphs and explain our defeats. She makes a man feel that he is the finest fellow in the world, no matter whether his triumphs consist in

coloring meerschaum pipes or organizing a trust. She makes every woman feel that she has, at last, found a friend who understands her, and who is thrilled at hearing about her clothes, and her cooks, and her babies.

If we bore her she never shows it. If she has troubles of her own we never know them. She diffuses admiration of other people. She holds up a mirror in which you see a flattering reflection of yourself. The pretty girl expects you to be the looking-glass holder. I submit the inevitable result for your consideration.

The pretty woman feels with justice that she pays her way through life by being a living picture, and that nothing else in the way of attainments or effort should be expected of her. The ugly woman knows that she must justify herself for existing at all, and that if she gets any cakes and ale she must earn them. Therefore, paste this on your looking-glass:

She must dress beautifully.  
She must make herself agreeable.  
She must be entertaining.  
She must have tact.  
She must be sympathetic.  
She must be gentle and graceful.

Is such a woman ever ugly? I submit the question to hundreds of thousands of men who have married intelligent, agreeable, accomplished women, but women who never had, and never will have, a single title to good looks, yet these men see in their wives' faces the beauty that would shame a Venus de Milo.

I have said nothing of the beauty into which high and noble thoughts often mold the plainest face. Be sure of this, that life chisels its story on every human countenance, and that if you live beautifully you will grow beautiful. It is the soul shining through and transfiguring the clay like the light through an alabaster vase. This is the best beauty, little sister, and it may belong to you.  
Dorothy Dix.



### 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.



## Fancy Goods For Holiday Trade

Mail orders intrusted to our care will have personal attention. Tell us what you want and you will receive same promptly.

Geo. H. Wheelock & Co.

113 and 115 West Washington Street, South Bend, Ind.

## 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.

# For \$4.00

We will send you printed and complete

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

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

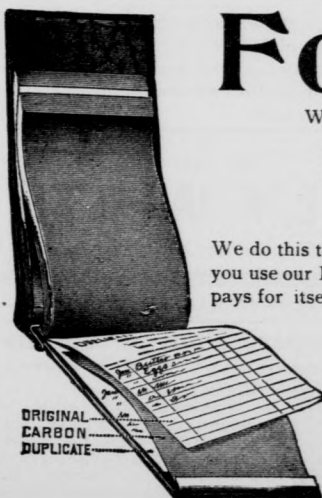
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



## Butter and Eggs

Observations by a Gotham Egg Man.

Down in the sub-cellar of one of our leading egg houses I found a very intelligent young man candling eggs. There were all sorts of eggs in the place, fresh gathered and refrigerators, and I thought it a good opportunity to get some information about the comparative qualities of each. So I quizzed the young man a little and this is what I found out. I knew it before, but it may be worth repeating because shippers very often fail to appreciate the real quality of the goods they are sending to market:

All of the fresh gathered eggs now coming from country points in any considerable quantity are of mixed quality; the mixture consists of full and fresh eggs and of stale held stock, and of rotten eggs. Sometimes refrigerator eggs are found mixed in with the fresh gathered, but as a rule the stale held stock contained in the fresh gathered eggs consists of eggs which have not been in cold storage but which have been held after production either by the farmers or by the country store-keepers who obtain the eggs from the farmers.

Of all the classes of eggs above mentioned there are various degrees. Of such as are rated full and strong and fit for the best trade, some are fuller and stronger than others, and of the shrunken and weak bodied eggs some are more shrunken and weaker than others. In sorting them out for different classes of trade it is no easy job to draw the line.

The proportion of fine, poor or worthless eggs in the current receipts varies very widely. There are exceptional cases that will candle out as much as 80@85 per cent. of eggs good enough for first-class trade, but these are very few and far between. If there are 60 per cent. of first quality the eggs are considered relatively fine this season while the average is scarcely 50 per cent. In many cases there are not over 25@35 per cent. of first-class eggs in the cases and such stock is not considered worth candling out by the better class of dealers.

Of the more or less shrunken and weak bodied eggs contained in the current arrivals those which show only slight effects of holding are considered a little better value than refrigerator eggs by most jobbers because they are perfectly sweet and have better staying qualities. But as a rule the finest refrigerator eggs are more useful than the generality of country holdings.

To class the various qualities according to their actual value and usefulness in the trade we must place first the full, strong bodied fresh gathered eggs which are of late production; second those fresh gathered eggs that show only slight age and shrinkage; third the finest of the refrigerator eggs, such as are comparatively full and strong and have little, if any, old flavor; fourth the generality of shrunken and weak country holdings; fifth the ordinary grades of refrigerators which show pronounced old flavor. The more inferior qualities of either fresh gathered or refrigerators are about on a parity.

Now the difference in value of these different qualities is very considerable and the value of receipts of fresh gathered eggs varies widely according to the proportion of the different qualities contained.

Naturally dealers who want fine fresh eggs do not want to buy a great lot of

inferior stock to get them, especially when the inferior eggs are largely less desirable than refrigerator eggs which can be had of uniform quality, at a comparatively moderate price.

It is easy to understand, therefore why the fresh gathered eggs which contain a large proportion of stale country holdings sit around in receivers' stores day after day begging for customers, and why they can be forced to sale only at comparatively low prices.—N. Y. Produce Review.

### Recent Business Changes in Indiana.

Clayton—Vanarsdell, Lipps & Show succeed Vanarsdell & Lipps in the flouring mill business.

Decatur—Jas. K. Niblick has purchased the interest of his partner in the implement business of Niblick & Summers.

Goshen—J. A. Bickel & Co. have purchased the drug stock of Anderson & Co.

Indianapolis—Chopson & Martin, dealers in bazaar goods, have dissolved partnership. The business is continued under the style of Chopson & Co.

Indianapolis—The Hamilton Tobacco Co., manufacturer, is closing out its business.

Knox—Wilhelm & Windisch, grocers, have dissolved partnership, Chas. Windisch succeeding.

Lochiel—Henry A. Johnson has purchased the general merchandise stock of J. A. Hison.

Martinsville—Curtis A. League, grocer, has failed.

Michigan City—John G. Paul has discontinued the boot and shoe business.

Morocco—Fred W. Schmal has purchased the hardware stock of O. F. Stoner & Son.

Newcastle—H. L. Smith continues the grocery business under the style of H. L. Smith & Co.

Indianapolis—The Monarch Supply Co., retail grocer, has closed out its stock and discontinued business.

Indianapolis—Chas. E. Shekell, grocer, has taken a partner under the style of Shekell & Blatz.

La Porte—Wm. J. Brooks has purchased the general merchandise stock of Francis Almer.

Mier—S. Agnes & Sons continue the general merchandise business of S. Agnes.

Pleasant Lake—Wm. Teegarden is closing out his furniture business.

Richmond—The McConaha & Taylor Co. succeeds Williams & Taylor in the sale of buggies.

Wabash—Pearson & Hutchins, meat dealers, have dissolved partnership. The business is continued under the style of Pearson & Bicourt.

If a merchant was satisfied to tell the truth in his advertising he would always have business when his competitor was lonesome—if he was the right kind of a business man.

You ought to sell

## LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.

### Cheaper Than a Candle

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



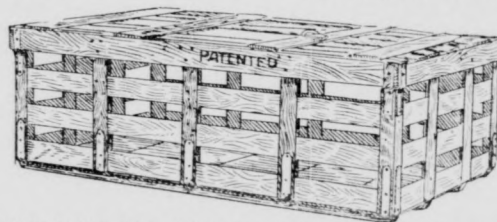
# Butter

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.

## 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

## 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.



## The New York Market

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

New York, Dec. 6.—For the remainder of the year business will be given over to holiday trade and stock taking and legitimate transactions will be simply of an everyday character. The volume of retail trade is enormous and, so far as the grocery departments of big stores are concerned, they are as well patronized as any other section. The trade in fine raisins and fancy fruits, both fresh and dried, is likely to be larger than ever before and the profits must be fairly satisfactory.

One of the duller things this week is the coffee market. It has been a continuation of the liquidation which began a week or so ago and which is likely to continue for the remainder of the year. Demand from jobbers and roasters has been as usual, although some of the better sorts have been in a little better request, for the holiday fever seems to call for the best of everything. Supplies seem to be, and really are, ample in the average Brazil sorts and there is enough to warrant the assertion that for the next year we shall see little, if any, advance. Crop receipts at Rio and Santos have aggregated since July 1 7,452,000 bags, against 9,684,000 bags during the same time last year. This is quite a falling off for this season and, should it continue for the whole year, it may have the effect of hardening the market. The supply in store and afloat is large, aggregating 2,655,745 bags, against 2,356,540 bags at the same time last year. Mild coffees show little, if any, change. Demand is fairly good, but might be better and cause no alarm. East India sorts are unchanged.

The week shows a little different aspect from last, but the outlook is still favorable for the seller and holders are not especially anxious to part with their goods on the present basis. Next year, they anticipate, will show up very favorably on the right side.

The sugar market is very firm and some pretty fair-sized lots have been called for. Quotations are about unchanged. A large share of the business has been of withdrawals under old contracts.

The demand for rice is fairly active for this time of year. Supplies are limited, especially of the better sorts, and quotations are firmly maintained, the situation generally being in sellers' favor. Choice head, 5½¢@6¼¢. Common sorts are not so much in demand and are about unchanged.

Little business is reported in spices and the market generally is dull and dragging. Buyers are taking only enough for everyday requirements and show little interest. Quotations on some articles are a trifle unsteady. Until after the turn of the year there will not be much interest in this line.

Open kettle molasses of desirable sorts are very firmly sustained and the situation closes decidedly in favor of the seller. Reports of damage by cold weather have been coming in and altogether the molasses situation is strong. The demand during the week has been sufficiently active to keep the stocks well cleaned up and those who purchase stocks a little ahead of present wants will make no mistake. The inferior sorts are neglected. Syrups are in moderate demand. Prices are steady and the supply a trifle larger than last week.

There is a decided lull in the canned goods market and attention has been so largely diverted to other goods that "tinned stock" is in the background at the moment. Tomatoes, especially, are dull and not over 85¢ can be quoted for Maryland f. o. b. Baltimore. This means about 87½¢ here. Buyers are indifferent. Jerseys threes are ranging from \$1.10@1.15. Maine corn is worth \$1.15 and is hard to find if any quantity is wanted. Best brands of (talls) red Alaska salmon are worth \$1.15, with some "outside" brands from \$1.05@1.07½. Fruits are about unchanged, although California stock is rather strong.

Dried fruits are steady and the market generally is well sustained. Large prune, especially, are strong and quotations are firmly adhered to. Most of the business is of a holiday character.

The week has shown little, if any, change in butter. At the close the supply of strictly fancy Western creamery is in limited supply and the demand is good. The rate of 29¢ is seemingly well established and seconds to firsts command 25¢@28¢; imitation creamery, 18¢@22½¢, the latter for finest stock; Western factory, 18¢@19¢; renovated, 19¢@21¢.

Cheese is rather quiet, although quotations are firm. Full cream, large size is worth 13¼¢@13½¢, and this seems to be about top for any sort.

Fresh gathered Western eggs, loss off, are worth 29¢. The market is well sustained for the best stock, but lower grades seem to be in supply sufficiently large to "go around," and perhaps no strength has been added during the week. At mark the range for Western is from 18¢ through every fraction up to about 27¢, although stock must be very good to bring the latter figure.

Most any one can advertise in the poor mediums, but it takes a man who understands his business to handle the good mediums.

### Holiday Poultry

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.



#### The Imperial Gas Lamp

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

The Imperial Gas Lamp Co.  
210 Kinzie Street, Chicago

### 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 1000 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-assessable. 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.

## 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.

Remember, we need your poultry for the holidays. We have the trade to enable us to realize good prices for you. Ship us all possible to arrive the 20th and 22nd. Prospects good prices.

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

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.

## 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.

## 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

## SEEDS

Clover and Timothy—all kinds of Grass Seeds.

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

## 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.

WHELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.  
Citizens Phone 3232.

## 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

## THE HEAD CLERK.

How He Waited For Customers Who Did Not Come.  
Written for the Tradesman.

The head clerk sat on a soap box gazing wearily about the store. The day was stormy, and business was decidedly dull. But this was not what made the clerk carry the disgusted look. He expected dull business on stormy days. What did cause the trouble was the rusty look of the store. The grocery department, especially, was anything but inviting to customers. On the shelves were goods of most ancient vintage. There were piles of soap that had been in the house for fifteen years and other articles that were still older. The packages of several brands of washing mixture led one to believe that some mercantile house had been robbed in the days "before the war" and the goods brought to this very store to be laid carefully away to await the wrath of cyclone or conflagration.

"I wonder what the old man would say if I should have a slaughter sale while he is away and clean out this rubbish?" mused the clerk as he surveyed the conglomeration of ancient merchandise. "I know he is against that kind of business, but it makes me tired to see all this stuff piled up here when we need the room for something that is not covered with flyspecks. He is away down in Florida, and won't be back until spring, so maybe if I get rid of the stuff while he is gone he won't notice the difference when he gets back. Guess I will try it, anyway."

So he got pencil and paper and commenced writing an advertisement of the biggest sale ever held in the county. It was going to be a clean-up sale and the prices would be the lowest ever

heard of in that part of the country. He started the advertisement like this: "Great Clean-up Sale at the Cheapest Store in the County." Then followed a list of prices that no store in the country could hope to combat. A large pile of soap, consisting of about twenty different brands, was offered at fifteen bars for a quarter, while other things that could positively not be sold unless some like inducement was offered were priced in the same ratio.

Then, after he had finished writing up the bargains in the grocery department he went through the shoe and dry good stock and sorted a lot of old-time stuff out and scribbled off a few more attractive paragraphs on the wisdom of buying these goods at greatly reduced prices.

Then he went down to the printing office and told the foreman of the paper to fix 'er up the best he could, so that all the people would be sure to read it. The foreman was an obliging man, so he did the best he knew how. The paper came out on Friday morning and on the fourth page in screaming black type the people read that now was the time to buy goods at the cheap store. They read and reread the advertisement and by the time night came they were planning on the things they would buy when Saturday came.

All day Friday the clerk waited for the customers looking for his great bargains, but they did not come. As the day drew to a close the old look of disgust resumed its place on his face, and he said to himself that it did not pay to advertise. But when Saturday came he changed his mind. By 9 o'clock the store was crowded with people. They came from all points of the compass. They came in wagons, buggies and

buckboards. They pushed and shoved each other in their efforts to get closer to the bargains. The clerk did not have help enough to handle the crowd properly, so that some of them went away without buying, but at that there was more business that day than he had ever seen before.

"Gi'me three cans o' the salmon thet yew be a sellin' fer a quarter," cried a tall denizen of the sand plains who had come eight miles to attend the sale. He got the salmon and bought a lot of other stuff.

And that was the way it went all day. Very few of the customers quit buying when they had purchased the articles advertised at the cut prices. They were in need of other articles, so they bought at this store rather than go to some other place. The brisk trade continued until late at night, and when he opened the cash register he found that he had done the biggest business on record. The look of disgust was gone.

"How much of that old soap is there left?" he asked one of the other clerk when he had completed counting the money taken in.

"Two bars. Gee! that stuff went quick. I'll bet if we hadn't had that slaughter sale we couldn't have sold that old soap in twenty years. And say, that old chewing tobacco that we bought three years ago was all gone before noon to-day. How's that for selling goods?"

"Was any of the stuff so old that it wouldn't sell?"

"Yes. That old soda that was marked two packages for five cents was no good. They wouldn't have it. The women said it was too old to be good. What'll we do with it?"

"Throw it out on the ash heap. If it won't sell during a big sale like we had to-day we can't get rid of the stuff at a cent a pound. Throw the whole pile out back of the woodshed."

Well, the big sale was so successful that the head clerk followed it up with others until the "cheapest store in the county" was known all over the country

as a good place to trade. He made money for the house, too. The goods in all the departments began moving faster. Trade got so large that some of the rival merchants, who used to make fun of this store, now began to kick and say that the head clerk wasn't playing fair. They said he was cheating the people. They told their customers that he put down the prices on some of the goods to draw a crowd and then raised the price of other articles so that customers were paying dearly for the things they purchased at that store. This, of course, only served as an advertisement of the head clerk's business. The more he was talked about by rivals in trade, the faster his business grew. All the clerks under him seemed to take new interest in the business, they worked harder and were better satisfied than ever before. The hustle of the head clerk seemed to be contagious.

But there came a time when all was changed. One day a letter came from the South land, saying that "the old man" would be home in a few days. Somebody had written him that things in the old store had changed while he was away, and he was coming back to see about it. And so one day he arrived, inspected the stock and looked wise.

"How long has this hifalootin' advertisin' and price cuttin' been goin' on?" he asked in a distressed voice.

The head clerk told him all that had happened while he was away, but he shook his head and said he guessed the store had seen enough of that kind of business. He didn't like the newfangled ideas and wouldn't put up with any more of them.

Well, to-day the spiders are spinning webs across the windows in that store as in days of yore. The head clerk has gone to fields more congenial to his disposition. The store cat snoozes peacefully behind the stove, while the show cases are covered with dust. And when the villagers pass that way and look in they sigh for the bargain sales that used to make things hum in that part of town.

Raymond H. Merrill.



When you receive a new consignment of goods, do you place them in stock without first checking them on the bill?

No progressive merchant would.

Yet, in many stores, those same goods, which have been so carefully checked, are sold over the counter and the hard-earned cash dropped into an ordinary drawer and left practically unprotected against mistakes.

Isn't this the kind of economy that saves the pennies only to waste the dollars?

Isn't it even more necessary to check the outgoing of your goods than their incoming?

In providing you with such a check, the National Cash Register will soon save enough money to pay its entire cost.

Let us tell you other reasons why you need a Register. Detach the coupon, fill it out and mail to us today.

## NATIONAL CASH REGISTER CO.

Dayton, Ohio.

## "PAYS FOR ITSELF."

Our No. 35 Register purchased of you sixteen months ago is the best investment we ever made. There is not a month that it did not save us the payment in correcting or preventing errors. Even in a small business it pays for itself in a short time. We don't consider that it cost us a cent, as we know it has saved us fifty cents per day since we bought it.

Prior Lake, Minn.

COSTELLO BROS.



REGISTERS  
FROM \$25 UP.

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 \_\_\_\_\_



# Commercial Travelers

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

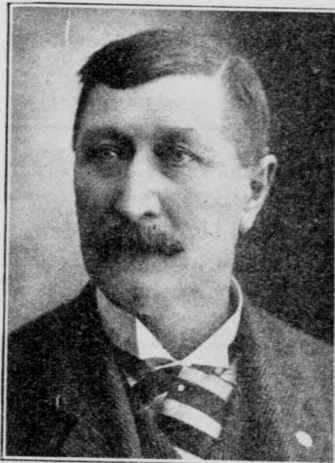
United Commercial Travelers of Michigan  
Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

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

## SUCCESSFUL SALESMEN.

Geo. H. Randall, the West Bay City Lumberman.

George H. Randall, of West Bay City, first saw the light of day on a farm in Jamesville, N. Y., where his parents were prosperous farmers. After eleven years they removed to Syracuse, N. Y., where Mr. Randall, Sr., engaged in the salt-kettle business, while young George attended the public schools and incidentally helped his father—when he could be persuaded to do so. In 1863—he was then nineteen—he suffered a violent attack of fever—the Western kind—and landed in Saginaw late in the fall of that year, where he found employment among the salt people in the business with which he was familiar. The prospects there being so encouraging, he returned to Syracuse in April, 1864, and induced his father and family to go to Saginaw with him and engage in the salt-kettle business in



In 1868 he was married to Miss Jennie Louise De Laverne, of Saginaw, and soon after removed to West Bay City, where he has since resided. Five sons blessed the union, three of whom are alive and following in their father's footsteps, all being in the lumber business. Harry, the eldest, is engaged with his father, while the other two occupy responsible positions with local firms.

Being of an open hearted and whole souled disposition and temperament he early in life acquired membership in various fraternal organizations, but has been most active in the Michigan Knights of the Grip, which order he joined in 1891. Mainly through his efforts Post D, of Bay City, was organized and for a number of years he was its chairman. Ever a hard worker in the interests of this order, a few years ago, when a prize was offered by one of the officers to the member securing the largest number of new members, Mr. Randall was the successful one and won the prize, which, however, he immediately re-donated to the order, to be again offered for a like purpose.

At the Saginaw convention in 1898 he was elected one of the Directors of the order and was re-elected at the Grand Rapids convention in 1900.

Post D, of Bay City, at a recent meeting, unanimously and enthusiastically indorsed him for the office of President for 1903, and his many friends hope to see his long career and efficient work in the order fittingly crowned by his election to the highest office in the gift of the order.

## Death of Allison D. Baker, the Hardware Salesman.

From the Traverse City Eagle.

Allison D. Baker, traveling salesman for Foster, Stevens & Co., Grand Rapids, died at Park Place Saturday evening after a short illness. Mr. Baker was taken sick at Manton Friday, but did not feel that anything serious was the matter.

As was his usual custom, he arrived here on the train Saturday afternoon and drove directly to Park Place. He was helped to a room and a physician was summoned at once. Alarming symptoms were evident and a nurse was procured at once and his relatives in this city notified. Although everything possible was done to relieve the suffering man he expired at 8:40, of cardiac apoplexy, without any evident premonition that death was near. He was cheerful to the last, although it was with great difficulty that he breathed for some time. He did not even seem to realize the necessity of having anyone with him. Mr. Baker has been in ill health for a number of years.

Allison D. Baker was born in Ransomville, N. Y., May 9, 1860. When a boy he had a liking for the study of medicine and anticipated becoming a physician, but his father's death threw him upon his own resources and he was obliged to seek employment. He entered a hardware store as clerk when about 15 years of age. His steady habits and industrious ways earned him the reputation of a worker and he became a valuable employee. In 1882 Mr. Baker secured a position with Foster, Stevens & Co., of Grand Rapids, and has remained in the employ of the firm to the time of his death. For eighteen years Mr. Baker has been a traveling salesman, making regular trips to Traverse City and surrounding towns. He has during that time made a wide circle of friends and acquaintances wherever his business has called him. His genial, jolly manner, his hearty salutation and warm hand clasp will be missed by those with whom he has so long been associated.

June 24, 1886, Mr. Baker married Miss Sybil Day, of this city. Their home has always been in Grand Rapids. Deceased leaves two brothers and four sisters, besides his wife and son Louis.

Later—The funeral of Allison D. Baker was held this afternoon from the residence of E. S. Pratt. The Episcopal service was read by Rev. C. T. Stout, the Misses Everett and Despres sang "Lead, Kindly Light," and the local order of Elks assisted in the services at the private cemetery near Hillcrest.

The flowers were a profusion of loveliness, conspicuous among them being a traveling man's grip of roses and smilax containing the initials, "A. D. B.," from brother Knights of the Grip, and a large wreath from the hardware men of this city.

Those who attended the services from out of the city were H. E. Baker, a brother from Watertown, N. Y.; Dr. B. Fowler Baker, another brother from Milwaukee; Geo. Hayward, of Lockport, N. Y., and W. D. Johnson, of Greenville, brothers-in-laws of the deceased, Hon. Reuben Hatch, Sidney F. Stevens and Mr. Matthews, of Grand Rapids, and David Holmes, of Jennings.

The pallbearers were chosen from the ranks of the Elks, of which deceased was a member.

## Will Have Club Rooms in the Barnhart Building.

Grand Rapids, Dec. 8.—The December meeting of Grand Rapids Council, No. 131, U. C. T., held Saturday evening, was filled brim full of business and pleasure. There was a large attendance and, after many remarks from different sides and expressions of different opinions, the matter of a permanent hall and club room was settled in the acceptance of the second floor in the Barnhart block, and it is expected that the improvements that will be necessary can be completed by Feb. 1, and then Grand Rapids Council will have one of the finest club rooms to be found anywhere, and positively the first council rooms in Michigan, and as good as the best anywhere. The initiation of Thos. K. Doyle and the obligation of J. H. Watkins added two more to our number. We want them all and they need us, especially when some mishap occurs that lays them out in a helpless condition. Brother Cherryman was brought home a few days ago in a very bad condition from an accident, but we are very glad to hear of his very speedy improvement and he hopes to be at work again soon. The next dancing party is on Saturday evening, Dec. 13, at the St. Cecilia, and if every person who has a ticket will come and try and bring some friend who has not already procured a ticket, we will be ensured of a good crowd. Remember, boys, that these parties are costing considerable money and a large crowd is both enjoyable and profitable. Ja Dee.

## Gripsack Brigade.

Shelby Herald: M. W. McQuarrie, who has for several years been head salesman and store manager for A. R. McKinnon, has secured a position as traveling salesman for the Majestic Range manufacturers and leaves next week to begin work.

Byron S. Davenport (Judson Grocer Company) is rejoiced over the recovery of his English setter, which has been missing since last March. The dog was evidently stolen and passed through the hands of several different persons before it was finally located in Chicago.

The death of A. D. Baker removes one of the oldest and best known traveling men in Michigan. Particulars of the death are given elsewhere in this week's issue. The funeral was held at the residence of E. S. Pratt, in Traverse City, Tuesday afternoon, the interment being in the private family cemetery at that place. Mrs. Baker reached Traverse City Monday evening, accompanied by her son, Louis, who is attending the military school at Lima, Ind. Sidney F. Stevens attended the funeral as a friend and as the representative of Foster, Stevens & Co.

Soo News: Edward R. Morrison, traveling representative for the Standard Oil Co., recently died at Marquette after a short illness, with pneumonia and heart trouble. Mr. Morrison had been in the Upper Peninsula some twelve years, during which time he made his headquarters at Marquette. He had held a position as traveling representative of the Standard Oil Co. all this time. His territory has been this county, the line of the South Shore to the Soo and the line of the Northwestern, down to Iron River, and including Florence, Wis. In this territory he was unusually well known and thoroughly liked and respected. In the Soo he had many friends and especially by the traveling fraternity he was admired. Numerous expressions of sorrow at his death were heard in the hotels.

A girl of sweet sixteen is now at the head of the house of Krupp. She may need all the family's guns to guard the millions to which she is heir. There will be youths, however, who will seek her hand even at the cannon's mouth.

## The Livingston Hotel

Only three minutes' walk from Union Station.

Cor. Division and Fulton Sts.  
Grand Rapids, Mich.

## The Warwick

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

## Consignments

of all kinds solicited. We make a specialty of handling merchandise consigned to us in bulk to be distributed to various firms here and outside. We will also act as brokers for you here. Large storage warehouses, extra good facilities and prompt attention to all business. Our many years' experience enables us to look after the business to the benefit of our customers. Give us a trial. Write for full particulars and state what is wanted. We can help you.

Grand Rapids Messenger & Packet Co.

11-13 Canal St., Grand Rapids, Mich.

Alex. McLachlin, Manager

that thriving salt center, the salt business being then in its infancy in Michigan. They continued to reside in Saginaw until 1870, when they sold the business and George engaged with the late Jesse Hoyt in the lumber business, which seemed a larger and more profitable field. Here he remained until 1877, at which time he was offered the management of the northern interests of George T. Cross, also of Saginaw. This position, which required a thorough and accurate knowledge of lumber lands, estimating standing timber, etc., fitted him well for his later career—buying and selling lumber—and after five years' experience with Mr. Cross, he severed his connection with him and launched out upon his own responsibility and judgment, and is still in the same business. Hundreds of millions of feet of lumber of all kinds and descriptions have been successfully handled by him and he is to-day one of the most favorably known lumber buyers in Northern Michigan. Through strictly honest methods and fair dealing, he has won the esteem of both buyer and seller, as both can rely absolutely upon his judgment and honesty.

## Drugs--Chemicals

### Michigan State Board of Pharmacy

HENRY HEIM, Saginaw	Term expires Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1902
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1906
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.

### Extract of Vanilla of the Best Sort.

Oscar Kalish read a paper a few years ago before the New York College of Pharmacy which was widely commended for its excellence. He gave the following formula as being the best for an extract of vanilla:

We will start upon the supposition that we are to make seven gallons of vanilla extract. Our formula will then be:

Mexican vanilla beans.....3½ lbs. av.  
Granulated sugar (twice the weight of the beans).....7 lbs.  
Cologne spirit (100 deg. proof).....4 gallons.  
Water.....3 gallons.

After having carefully selected a lot of prime vanilla beans, the first step is to divide them into small pieces of from three-quarters to one inch long, by means of an herb-cutter. Right here let me say that vanilla beans should not be allowed to come in contact with iron, as such contact destroys the flavor very quickly and may be the cause of a poor tincture. Place the cut beans in a porcelain jar and pour upon them seven pints of boiling water. Cover the jar and let it stand for twenty-four hours. The object of this maceration or infusion is to bring the bean as nearly as possible to its natural green state. The bean as we find it in the market is, to use a homely expression, much wrinkled. The maceration swells the fibre, and that portion of the surface which was formerly hidden is now exposed to the action of the menstruum which later is poured upon it. This maceration also prepares the vanilla for the next step, facilitating its passage through the chopper, and causes it to go through without becoming heated and without sticking to the blades of the machine as it would if not previously treated as stated. After maceration for twenty-four hours, pour off the supernatant liquid and transfer the beans to a machine that will cut or grind them up as fine as possible—the finer the better. A sausage cutter answers the purpose best; one in the form of a chaser, consisting of four steel disks revolving about a block of wood, and permitting no contact with iron. Place the now finely ground vanilla in a porcelain jar, add to it seven pounds of granulated sugar, then the liquid with which it had previously been macerating, and three pints additional of water. Stir frequently during twenty-four hours and then add one gallon of cologne spirits or alcohol. No longer than twenty-four hours should elapse before the addition of spirits is made, otherwise there will be danger of fermentation taking place. Macerate for seven days and add another gallon of spirits; macerate another week, and add four pints of spirits. It is this last portion of alcohol which contributes to the appearance of the finished product. Up to this time the liquid has a turbid appearance, but upon the addition of these last four pints it becomes clearer, the albumen present is coagulated, and the finished product requires no filtration. If a menstruum less alcoholic is used, the tincture of vanilla will not have this bright appearance and will require filtration, which is not to be advised in the making of vanilla extract. We then al-

low this mixture to macerate thirty days more, and at the expiration of that time transfer the whole to a Squibb's percolator and cover with a muslin diaphragm. After the liquid with which it has been standing has run through, add a menstruum of nine pints of water and twelve pints of spirits. The percolate will yield an excellent tincture or extract of vanilla, perfectly bright and clear and ready for use. It is advisable to keep this in wood for six months, but of course it can be used at any time. There is no method to be followed which will yield a satisfactory product in a few days, and therefore the pharmacist must anticipate his wants at least sixty days in advance.

Mr. Kalish went on to say that to make a good syrup for the soda fountain is an easy matter if you have a good extract to work from. He uses three ounces of the foregoing extract to the gallon of simple syrup.

### Plan to Increase Christmas Trade.

A scheme conceived last year by Minor E. Keyes, an energetic Detroit druggist, attracted a great deal of attention and brought about a large increase in the sale of Christmas goods. It consisted simply of this: Mr. Keyes offered six prizes aggregating \$10 in money to those who should hand in the greatest number of words made by using the letters in K-E-Y-E-S F-O-R C-A-N-D-I-E-S. In case, however, more than one competitor should have the same number of words, the prizes were to be divided equally. It was directed that no letter should be used more than once unless such letter were found oftener than once in the legend (the letter E, for instance, occurred three times). All words were to be arranged by the competitors in alphabetical order, and it was announced that words improperly placed would not be counted. The lists of words were all to be handed in not later than December 24, and when deposited a purchase to the amount of twenty-five cents was required. Of course all the children in the neighborhood were anxious to get a prize, and they induced their parents, their friends and everybody else to buy their drugs, toilet goods and the like of Keyes in order that the prizes could be competed for. It may be said in conclusion that the whole scheme was set forth in a circular 5x10 inches in size, and that the circulars were distributed in the packages leaving the counters, and in numerous other ways.

### The Drug Market.

Opium—Is steady.  
Morphine—Is unchanged.  
Quinine—There is no change from price of last week.  
Citric Acid—Is weak and lower.  
Bromides Ammonium, Potash and Sodium—Are steady at the decline. It is not believed there will be any lower price.  
Cocaine—Is very firm and higher prices are looked for.  
Cocoa Butter—Is weak and lower.  
Cod Liver Oil—Continues to advance.  
Menthol—Is being sold at less than importation cost. Higher prices would not surprise anyone.  
Saw Palmetto Berries—Continue to advance. Manufacturers of fluid extracts and elixirs have all advanced their prices.  
Canary Seed—Is very firm at advanced price.  
Pumpkin Seed—Is very scarce and has been advanced.

He who would make life grand and noble must have high ideals and patiently strive to realize them.

### The General Trend of Modern Medicine.

In interpreting the signs of the times it is easy to conclude that the trend of the progressive medicine of to day is as much toward the prevention of disease as to its cure. Scientists throughout the world are busily engaged in combating epidemics by wholesale methods. Each faithful worker along these lines rejoices not only in the opportunity for presenting some useful fact connected with the cause of an epidemic, but in discovering some new and practical method of neutralizing the power of the infection.

The grand results are seen in the virtual control of most of the pestilential maladies and in the reasonable promise of immunity from all the ordinary forms of contagion. The doctrine of sanitation, so long preached by the profession, has taken such deep root in the public mind that it has become the leading and fundamental tenet in every broad and comprehensive scheme of health preservation. Thousands of lives are now saved that in olden times were sacrificed to the ignorance of what are now proved to be the plainest hygienic laws. Cholera, smallpox, scarlet fever, diphtheria, typhoid, typhus, and yellow fevers, and even the mysterious plague, are fought on scientific principles, and except for the temporary interruption of trade by occasional quarantines, there is no concern or doubt as to the quick and satisfactory results of the measures adopted.

The laws of disease dissemination, thank to bacteriology, are being better understood year by year. A striking example in point is indicated in the outcome of the more recent and remarkably interesting studies bearing on the mosquito as the active agent for the propagation of malarial and yellow fevers. When Finlay first promulgated his theory years ago that a particular variety of this insect was the intermediary host of the yellow fever poison he was looked upon as a mere dreamer, and it was not until very recently, when his views were so amply confirmed by Drs. Reed, Carroll and Agramonte, that the preventive measures against the spread of the infection, which have been so successful in Havana, were intelligently put in force. Now we hear for the first time that "Yellow Jack" in Cuba is under complete control, and that virtual safety against fever infection rests almost wholly with the extermination of one of the most insignificant of insects.

The ingenious experiments with the anopheles mosquito in connection with malarial infection prove how intimately present pathological investigations are linked with strictly logical methods. Nothing in modern scientific study is taken without adequate proof. The development of the germ in this tiny insect is noted with as much care as it is in the human being and with equally practical results. The transfer of the microbe from gnat to man and back again is so accurately traced that nothing is wanting in the way of further demonstration of reciprocal relations.

Almost a new literature has sprung into existence treating of the family history, habits, anatomy, growth, and various distinctive qualities of different species of this now important disease disseminator. These are only examples of the thoroughness with which the study of disease processes is being prosecuted by the active laboratory workers here and abroad, and enable us to hope that the time is not far distant when even

the true nature of cancer will be discovered and perhaps its permanent cure be guaranteed. So far, however, no specific micro-organism has been demonstrated as belonging to this dreadful disease, although repeated announcements have been made to such effect. This by no means proves, however, that the long-sought-for germ may not yet be found. The entire scientific world is now focusing its hope in this direction, and never before have so much work and thought been given to the clinical and pathological features of this malady.

So far it is generally held that cancer is at first a distinctly local affection, and that early extirpation of the growth gives the main, if not the only chance for permanent cure. Late statistics prove that the results of operations are much better than was formerly the case. With the more superficial ulcers the use of the Roentgen rays has given promising outlooks in a limited number of selected cases, but with the deeper growths the chances of cure are not by any means satisfactorily assured. The same may be said for caustics, which have obviously a very restricted range of usefulness, and as for any hope in drugs, it is said to state that no internal remedy has yet been found that has in the slightest degree commended itself to the serious consideration of the medical profession.

George F. Shady.

### 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.

## Valentines

Write for catalogue and discount before placing your order.

Grand Rapids Stationery Co.

29 No. Ionia St.

GRAND RAPIDS, MICH.

### 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 pay on receipt of price. Catalogue P. Free.

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





## WHOLESALE DRUG PRICE CURRENT

Advanced—Senega Root, Cocaine.  
Declined—

# 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.

## 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-  
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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.Hazel tine & 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

Refined Sugars  
Straw Paper  
Brick Cheese  
Gallon Apples

## DECLINED

Sauer Kraut  
Evaporated Apples  
Lemons  
Family Whitefish

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## 1

## AXLE GREASE

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

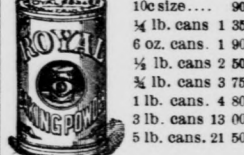


## BAKING POWDER

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

## JAXON

Mica, tin boxes	75	9 00
Paragon	55	6 00



## BATH BRICK

American	75
English	85

## BLUING

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



## CONDENSED PEARL BLUING

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

## BREAKFAST FOOD

Cases, 36 packages	4 50
Five case lots	4 40

## GERA NUT FLAKES

## TRYABITA

Peptonized Celery Food, 3 doz. in case	4 05
Hulled Corn, per doz.	95

## BRUSHES

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

## SHOE

No. 8	1 00
No. 7	1 30
No. 6	1 70
No. 5	1 90

## STOVE

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

## BUTTER COLOR

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

## 2

## CANDLES

Electric Light, 8s.	12
Electric Light, 16s.	12 1/2
Paraffine, 8s.	9 1/2
Paraffine, 12s.	10
Wickless	17

## CANNED GOODS

3 lb. Standards	85
Gallons, standards	2 25

## Blackberries

Standards	35
-----------	----

## Beans

Baked	1 00
Red Kidney	75
String	70
Wax	75

## Blueberries

Standard	85
----------	----

## Brook Trout

2 lb. cans, Spiced	1 90
--------------------	------

## Clams

Little Neck, 1 lb.	1 00
Little Neck, 2 lb.	1 50

## Clam Bouillon

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

## Cherries

Red Standards	30
White	1 50

## Corn

Fair	85
Good	95
Fancy	1 20

## French Peas

Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11

## Gooseberries

Standard	90
----------	----

## Hominy

Standard	85
----------	----

## Lobster

Star, 1/2 lb.	2 10
Star, 1 lb.	3 60
Picnic Tails	2 40

## Mackerel

Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Sous sd, 1 lb.	1 90
Sous sd, 2 lb.	2 80
Tomato, 1 lb.	1 80
Tomato, 2 lb.	2 80

## Mushrooms

Hotels	18
Buttons	22

## Oysters

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

## Peaches

Pie	85
Yellow	1 35

## Pears

Standard	1 00
Fancy	1 25

## Peas

Marrowfat	1 00
Early June	90
Early June Sifted	1 65

## Plums

Plums	85
-------	----

## Pineapple

Grated	1 25
Sliced	1 35

## Pumpkin

Fair	90
Good	1 00
Fancy	1 25

## Raspberries

Standard	1 15
----------	------

## Russian Caviar

1/2 lb. cans	3 75
1 lb. cans	7 00
1 lb. can	12 00

## Salmon

Columbia River, talls	21 85
Columbia River, flats	21 30
Red Alaska	21 90
Pink Alaska	21 90

## Shrimps

Standard	1 40
----------	------

## Sardines

Domestic, 1/2	3 1/2
Domestic, 1/4	5
Domestic, Mustard	6

## California, 1/4s

California, 1/4s	11
California, 1/4s	17
French, 1/4s	7
French, 1/4s	18

## Strawberries

Standard	1 10
Fancy	1 40

## 3

## Succotash

Fair	95
Good	1 00
Fancy	1 25

## Tomatoes

Fair	1 15
Good	1 15
Fancy	1 25
Gallons	3 50

## CARBON OILS

Roocene	12 1/2
Perfection	11 1/2
Diamond White	11
D. S. Gasoline	14 1/2
Deodorized Naphtha	12
Cylinder	29
Engine	22
Black, winter	9

## CATSUP

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

## CHEESE

Acme	2 1/4
Amboy	2 1/4
Elm	2 1/4
Emblem	2 1/4
Gem	2 1/4
Gold Medal	2 1/4
Ideal	2 1/4
Jersey	2 1/4
Riverside	2 1/4
Brick	14
Edam	2 1/4
Leiden	2 1/4
Limburger	13
Pineapple	50
Sap Sago	2 1/4

## CHEWING GUM

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

## CHICORY

Bulk	5
Red	7
Eagle	4
Frank's	7
Schener's	6

## CHOCOLATE

Walter Baker & Co.'s	23
German Sweet	31
Premium	31
Breakfast Cocoa	46

## CLEANER &amp; POLISHER

10 oz. box, 3 doz., per doz.	\$1 35
Qts box, 2 doz., per doz.	2 25
Gal box, 1/2 doz., per doz.	7 50

## CLOTHES LINES

Sisal	1 00
60 ft, 3 thread, extra	1 40
72 ft, 3 thread, extra	1 40
90 ft, 3 thread, extra	1 70
60 ft, 6 thread, extra	1 29
72 ft, 6 thread, extra	1 29

## Jute

60 ft.	75
72 ft.	90
90 ft.	1 05
120 ft.	1 50

## Cotton Victor

50 ft.	80
60 ft.	95
70 ft.	1 10

## Cotton Windsor

50 ft.	1 20
60 ft.	1 40
70 ft.	1 65
80 ft.	1 85

## Cotton Braided

40 ft.	75
50 ft.	85
60 ft.	95

## Galvanized Wire

No. 20, each 100 ft long	1 90
No. 19, each 100 ft long	2 10

## COCOA

Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	35
Colonial, 3/4s	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 3/4s	40
Webb	30
Wilbur, 1/4s	41
Wilbur, 1/2s	42

## COCOANUT

Dunham's 1/4s	26
Dunham's 1/2s and 3/4s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	13

## COCOA SHELLS

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

## COFFEE

Roasted	9
Telfer Coffee Co. brands	10
No. 9	12 1/2
No. 10	12 1/2
No. 12	14
No. 14	14

## 4

## No. 16

No. 16	16
No. 18	18
No. 20	20
No. 22	22
No. 24	24
No. 26	26
No. 28	28
Belle Isle	20
Red Cross	24
Colonial	26
Juvu	30



6

Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5.00
Pearl, 100 lb. sack	2.50
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2.50
Pearl Barley	
Common	3.00
Chester	2.90
Empire	3.65
Peas	
Green, Wisconsin, bu.	1.85
Green, Scotch, bu.	1.85
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	5.10
Steel Cut, 100 lb. sacks	2.75
Monarch, 40 lb. sacks	4.80
Monarch, 20 lb. sacks	2.20
Monarch, 10 lb. sacks	3.10
Quaker, cases	3.10
Grits	
Walsh-DeRoo Co.'s Brand.	



Cases, 24 2 lb. packages	2.00
Sago	
East India	3%
German, sacks	3%
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4%
Pearl, 130 lb. sacks	3%
Pearl, 24 1 lb. packages	6%
Wheat	
Cracked, bulk	3%
24 2 lb. packages	2.50
FISHING TACKLE	
1/4 to 1 inch	6
1 1/2 to 2 inches	7
2 to 3 inches	11
3 to 4 inches	15
4 to 5 inches	30
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	15
Linen Lines	
Small	20
Medium	26
Large	34
Ropes	
Bamboo, 14 ft. per doz.	65
Bamboo, 16 ft. per doz.	60
Bamboo, 18 ft. per doz.	80

### FLAVORING EXTRACTS

## FOOTE & JENKS' JAXON

Highest Grade Extracts

Vanilla	1 20
Lemon	1 20
1 oz full m. 1 20	2 00
2 oz full m. 1 20	2 00
No. 3 fan'y 3 15	No. 3 fan'y 1 25



Vanilla	1 20
Lemon	1 20
2 oz panel 1 20	2 00
3 oz taper 2 00	4 00
4 oz taper 1 50	2 00

### JENNINGS' JAXON

FLAVORING EXTRACTS

Folding Boxes	
D. C. Lemon	D. C. Vanilla
2 oz.	2 oz.
4 oz.	4 oz.
6 oz.	6 oz.

Taper Bottles	
D. C. Lemon	D. C. Vanilla
2 oz.	2 oz.
4 oz.	4 oz.
6 oz.	6 oz.

Full Measure	
D. C. Lemon	D. C. Vanilla
1 oz.	1 oz.
2 oz.	2 oz.
4 oz.	4 oz.

Tropical Extracts	
2 oz. full measure, Lemon	75
4 oz. full measure, Lemon	1.50
2 oz. full measure, Vanilla	90
4 oz. full measure, Vanilla	1.80

### FRESH MEATS

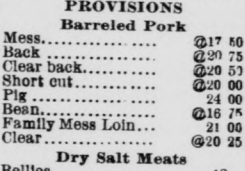
Beef	
Carcass	5 @ 7 1/2
Forequarters	5 @ 6
Hindquarters	6 @ 7 1/2
Loins	8 @ 14
Ribs	7 @ 12
Rounds	5 1/2 @ 7
Chucks	5 @ 5 1/2
Plates	4 1/2 @ 5
Pork	
Dressed	7 @ 7 1/2
Loins	2 @ 10
Boston Butts	2 @ 9
Shoulders	2 @ 9
Leaf Lard	2 @ 12

7

Mutton	
Carcass	2 @ 6
Lamb	2 @ 7 1/2
Veal	
Carcass	2 @ 6 1/2
GELATINE	
Knox's Sparkling	1.20
Knox's Sparkling, pr gross	14.00
Knox's Acidulated	1.20
Knox's Acidulated, pr gross	14.00
Oxford	75
Plymouth Rock	1.20
Nelson's	1.50
Cox's, 2 qt size	1.61
Cox's, 1 qt size	1.10
GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2
GRAINS AND FLOUR	
Wheat	
Wheat	74
Winter Wheat Flour	
Local Brands	
Patents	4.25
Second Patent	3.75
Straight	3.50
Second Straight	3.25
Clear	3.15
Graham	3.25
Buckwheat	5.00
Rye	3.00
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Worden Grocer Co.'s Brand	
Quaker 1/2	3.80
Quaker 1/4	3.83
Quaker 1/8	3.80
Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2	4.60
Pillsbury's Best 1/4	4.50
Pillsbury's Best 1/8	4.40
Pillsbury's Best 1/4 paper	4.40
Pillsbury's Best 1/8 paper	4.40
Lemon & Wheeler Co.'s Brand	
Wingold 1/2	4.40
Wingold 1/4	4.30
Wingold 1/8	4.20
Judson Grocer Co.'s Brand	
Ceresota 1/2	4.60
Ceresota 1/4	4.50
Ceresota 1/8	4.40
Worden Grocer Co.'s Brand	
Laurel 1/2	4.50
Laurel 1/4	4.40
Laurel 1/8	4.30
Laurel 1/2 and 1/4 paper	4.30
Meal	
Bolted	2.70
Granulated	2.80
Feed and Millstuffs	
St. Car Feed screened new	21.00
No. 1 Corn and Oats	21.00
Corn Meal, coarse	21.00
Corn Meal, fine old	21.00
Winter Wheat Bran	16.00
Winter Wheat Middlings	19.00
Cow Feed	18.00
Screenings	17.00
Oats	
Car lots new	35
Corn	
Corn, car lots, new	48
Corn, car lots, old	60
Hay	
No. 1 Timothy car lots	59.50
No. 1 Timothy ton lots	12.00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	55
JELLY	
5 lb. pails, per doz.	1.95
15 lb. pails	43
30 lb. pails	80
LICORICE	
Pure	30
Calabria	23
Sicily	14
Root	10
LYE	
Condensed, 2 doz.	1.20
Condensed, 4 doz.	2.25
MALTED FOOD	
MALT-OLA	
Cases, 12 packages	1.35
Cases, 36 packages	4.05
MEAT EXTRACTS	
Armour & Co.'s, 2 oz.	4.45
Liebig's, 2 oz.	2.75
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	28
Good	22
Half-barrels 20 extra	
MUSTARD	
Horse Radish, 1 doz.	1.75
Horse Radish, 2 doz.	3.50
Bayle's Celery, 1 doz.	1.75
OLIVES	
Bulk, 1 gal. kegs	1.35
Bulk, 3 gal. kegs	1.10
Bulk, 5 gal. kegs	1.05
Manzanilla, 7 oz.	80
Queen, pints	2.35
Queen, 19 oz.	4.50
Queen, 28 oz.	7.00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1.45
Stuffed, 10 oz.	2.90

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PIPES	
Clay, No. 216	1.70
Clay, T. D. full count	57
C. S. No. 2	57
PICKLES	
Medium	
Barrels, 1,200 count	8.00
Half bbls, 600 count	4.25
Small	
Barrels, 2,400 count	9.50
Half bbls, 1,200 count	5.20
PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Extra, assorted	1.20
No. 20, Rover, enameled	1.60
No. 572, Special	1.75
No. 98, Golf, satin finish	2.00
No. 808, Bicycle	2.00
No. 632, Tournant Whist	2.25
POTASH	
48 cans in case	
Babbitt's	4.00
Penna Salt Co.'s	3.00
PROVISIONS	
Barreled Pork	
Mess.	217.50
Back	220.75
Clear back	220.50
Short cut	220.00
Pig	24.00
Beef	216.75
Family Mess Loin	21.00
Clear	20.25
Dry Salt Meats	
Beilles	12
S P Beilles	13 1/2
Extra shorts	12
Smoked Meats	
Hams, 12 lb. average	212 1/2
Hams, 14 lb. average	212 1/2
Hams, 16 lb. average	212 1/2
Hams, 20 lb. average	212 1/2
Hams dried beef	212 1/2
Shoulders (N. Y. cut)	14 @ 14 1/4
Bacon, clear	14 @ 14 1/4
Bolled Hams	2 @ 10
Picnic Bolled Hams	2 @ 14 1/4
Berlin Ham pr's'd	9 1/2 @ 10
Mince Hams	9 1/2 @ 10
Lard	
Compound	@ 7 1/2
Pure	@ 11 1/4
60 lb. Tubs, advance	1 1/2
80 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
Vegetable	8 1/2
Sausages	
Bologna	6
Liver	6 1/4
Frankfort	2 1/2
Pork	8 1/2 @ 9
Tongue	9
Headcheese	8 1/4
Beef	
Extra Mess.	
Boneless	11.75
Rump, New	@ 11.75
Pigs' Feet	
1/4 bbls., 40 lbs.	1.85
1/2 bbls., 80 lbs.	3.25
1 bbl., 160 lbs.	7.50
Tripe	
Kits, 15 lbs.	80
1/4 bbls., 40 lbs.	1.50
1/2 bbls., 80 lbs.	3.00
Casings	
Pork	28
Beef middles	12
Sheep	55
Uncolored Butterine	
Solid, dairy	212 1/2
Rolls, dairy	213
Rolls, purity	18 1/4
Solid, purity	16
Canned Meats	
Corned beef, 2 lb.	2.80
Corned beef, 14 lb.	17.60
Roast beef, 2 lb.	2.80
Potted ham, 1/4	50
Potted ham, 1/2	50
Deviled ham, 1/4	50
Potted tongue, 1/4	50
Potted tongue, 1/2	90
RICE	
Domestic	
Carolina head	7
Carolina No. 1	8 1/4
Carolina No. 2	8
Broken	3 1/2



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

SALAD DRESSING	
Alpha Cream, large, 2 doz.	1.85
Alpha Cream, large, 1 doz.	1.90
Alpha Cream, small, 3 doz.	95
Durkee's, large, 1 doz.	4.15
Durkee's, small, 2 doz.	4.85
SALERATUS	
Packed 60 lbs. in box	
Church's Arm and Hammer	3.15
Deland's	3.00
Dwight's Cow	3.15
Emblem	2.10
L. P.	3.00
Wyandotte, 100 lbs.	3.00
SAL SODA	
Granulated, bbls.	96
Granulated, 100 lb. cases	1.05
Lump, bbls.	90
Lump, 145 lb. kegs	95
SALT	
Diamond Crystal	
Table, cases, 24 3 lb. boxes	1.40
Table, barrels, 100 3 lb. bags	3.00
Table, barrels, 50 6 lb. bags	3.00
Table, barrels, 40 7 lb. bags	2.75
Butter, barrels, 20 14 lb. bags	2.85
Butter, barrels, 20 14 lb. bags	2.75
Butter, sacks, 28 lbs.	27
Butter, sacks, 28 lbs.	27
Shaker, 24 2 lb. boxes	1.50
Common Grades	
100 3 lb. sacks	2.25
60 5 lb. sacks	2.15
28 10 lb. sacks	2.05
56 lb. sacks	40
28 lb. sacks	22
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Ashton	
56 lb. dairy in linen sacks	60
Higgins	
56 lb. dairy in linen sacks	60
Solar Rock	
56 lb. sacks	23
Common	
Granulated Fine	75
Medium Fine	80
SALT FISH	
Cod	
Large whole	@ 5 1/2
Small whole	@ 5
Strips or bricks	7 @ 9
Pollock	@ 8 1/2
Halibut	
Strips	12
Chunks	13
Trout	
No. 1 100 lbs.	5.50
No. 1 40 lbs.	2.50
No. 1 10 lbs.	2.50
No. 1 8 lbs.	59
Mackerel	
Mess 100 lbs.	14.50
Mess 50 lbs.	7.75
Mess 10 lbs.	1.60
Mess 8 lbs.	1.30
No. 1 100 lbs.	13.00
No. 1 50 lbs.	7.00
No. 1 10 lbs.	1.45
No. 1 8 lbs.	1.19
No. 2 100 lbs.	1.30
No. 2 50 lbs.	1.30
No. 2 10 lbs.	1.30
No. 2 8 lbs.	1.30
Herring	
Holland white hoops, bbl.	10.50
Holland white hoops, 1/2 bbl.	5.50
Holland white hoop, keg	2.75
Holland white hoop mehs.	85
Norwegian	2.10
Round 100 lbs.	3.80
Round 50 lbs.	1.80
Scaled	13 1/4
Blotlers	1.65

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



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SALERATUS	
Packed 60 lbs. in box.	
Church's Arm and Hammer	3.15
Deland's	3.00
Dwight's Cow	3.15
Emblem	2.10
L. P.	3.00
Wyandotte, 100 %	3.00

12	13	14	15
<b>Lubetsky Bros. brands</b> B. L. 35 00 Daily Mail, 5c edition 35 00 <b>Fine Cut</b> Cadillac 54 Sweet Loma 33 Hiawatha, 5 lb. pails 56 Hiawatha, 10 lb. pails 54 Telegram 22 Pay Car 31 Prairie Rose 49 Protection 37 Sweet Burley 42 Tiger 38 <b>Plug</b> Red Cross 32 Palo 31 Kylo 34 Hiawatha 41 Battle Axe 33 American Eagle 32 Standard Navy 36 Spear Head, 8 oz. 41 Spear Head, 8 oz. 43 Nobby Twist 48 Jolly Tar 36 Old Honesty 42 Toddy 33 J. T. 36 Piper Heldstock 61 Boot Jack 76 Honey Dip Twist 49 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 <b>Smoking</b> Sweet Core 34 Flat Car 37 Great Navy 34 Warpath 25 Bamboo, 16 oz. 24 1 X L, 5 lb. 28 1 X L, 16 oz. pails 30 Honey Dew 35 Gold Block 35 Flagman 38 Chips 32 Klin Dried 32 Duke's Mixture 38 Duke's Cameo 41 Myrtle Navy 39 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails 37 Cream 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 38 Plow Boy, 3 1/2 oz. 38 Peerless, 3 1/2 oz. 32 Peerless, 1 1/2 oz. 34 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex XXXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 <b>TWINE</b> Cotton, 3 ply 16 Cotton, 4 ply 16 Jute, 2 ply 12 Hemp, 8 ply 12 Flax, medium 20 Wool, 1 lb. balls 7 1/2 <b>VINEGAR</b> Malt White Wine, 40 grain 8 Malt White Wine, 80 grain 11 Pure Cider, B. & B. brand 11 Pure Cider, Red Star 11 Pure Cider, Robinson 11 Pure Cider, Silver 11 <b>WASHING POWDER</b> Diamond Flake 2 75 Gold Brick 3 25 Gold Dust, regular 4 50 Gold Dust, 5c 4 00 Kirkoline, 24 lb. 3 90 Pearlina 2 75 Soapline 4 10 Rabbitt's 1776 3 75 Roseline 3 50 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Scourline 3 50 Rub-No-More 3 75 <b>WICKING</b> No. 0, per gross 25 No. 1, per gross 30 No. 2, per gross 40 No. 3, per gross 55 <b>WOODENWARE</b> <b>Baskets</b> Bushels 1 25 Bushels, wide band 1 25 Market 6 00 Splint, large 5 00 Splint, medium 5 00 Splint, small 4 00 Willow Clothes, large 5 00 Willow Clothes, medium 5 00 Willow Clothes, small 5 00 <b>Bradley Butter Boxes</b> 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gals., each 2 40 Barrel, 10 gals., each 2 55 Barrel, 15 gals., each 2 70 <b>Clothes Pins</b> Round head, 5 gross box 50 Round head, cartons 75 <b>Egg Crates</b> Humpty Dumpty 2 25 No. 1, complete 28 No. 2, complete 18	<b>Faucets</b> Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 68 <b>Mop Sticks</b> Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 patent brush holder 85 12 lb. cotton mop heads 1 25 Ideal No. 7 90 <b>Pails</b> 2-hoop Standard 1 80 3-hoop Standard 1 65 2-wire, Cable 1 60 3-wire, Cable 1 80 Cedar, all red, brass bound 1 25 Paper, Eureka 2 25 Fibre 2 40 <b>Toothpicks</b> Hardwood 2 50 Softwood 2 75 Banquet 1 80 Ideal 1 50 <b>Traps</b> Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 <b>Tubs</b> 20-inch, Standard, No. 1 7 00 18-inch, Standard, No. 2 6 00 16-inch, Standard, No. 3 5 00 20-inch, Cable, No. 1 7 50 18-inch, Cable, No. 2 6 50 16-inch, Cable, No. 3 5 50 No. 1 Fibre 9 45 No. 2 Fibre 7 95 No. 3 Fibre 7 20 <b>Wash Boards</b> Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 11 in. Butter 1 75 13 in. Butter 1 10 15 in. Butter 1 75 17 in. Butter 2 75 19 in. Butter 4 25 Assorted 13-15-17 1 75 Assorted 15-17-19 3 00 <b>WRAPPING PAPER</b> Common Straw 1 1/4 Fiber Manila, white 3 1/4 Fiber Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short count 13 Wax Butter, full count 20 Wax Butter, rolls 15 <b>YEAST CAKE</b> Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 <b>FRESH FISH</b> White fish, per lb. 11 Trout 8 Black Bass 11 Halibut 14 Clisces or Herring 5 Bluefish 11 Live Lobster 20 Boiled Lobster 22 Cod 10 Haddock 8 No. 1 Pickerel 8 1/4 Pike 7 Perch 5 Smoked White 11 Red Snapper 10 Col River Salmon 13 Mackerel 18 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 7 1/4 Green No. 2 6 1/4 Cured No. 1 8 Cured No. 2 8 Calfskins, green No. 1 9 1/4 Calfskins, green No. 2 8 1/4 Calfskins, cured No. 1 10 1/4 Calfskins, cured No. 2 9 <b>Pelts</b> Old Wool 50 1/2 Lamb 50 1/2 Shearlings 40 1/2 <b>Tallow</b> No. 1 6 1/4 No. 2 5 1/4 <b>Wool</b> Washed, fine 2 20 Washed, medium 2 23 Unwashed, fine 2 16 Unwashed, medium 16 1/8 <b>CANDIES</b> <b>Stick Candy</b> Standard 7 Standard H. H. 7 Standard Twist 8 Cut Leaf 9 Jumbo, 32 lb. cases 7 1/4 Extra H. H. 10 1/4 Boston Cream 10 Beet Root 8	<b>Mixed Candy</b> Grocers 8 Competition 7 1/2 Special 7 1/4 Conserved 7 1/4 Royal 8 1/4 Ribbon 8 1/4 Broken 8 1/4 Cut Leaf 8 1/4 English Rock 8 1/4 Kindergarten 8 1/4 Bon Ton Cream 8 1/4 French Cream 8 1/4 Dandy Pan 8 1/4 Hand Made Cream 11 1/4 mixed 13 Crystal Cream mix 13 <b>Fancy-In Pails</b> Champ. Crys. Gums 8 1/4 Pony Hearts 15 Fairy Cream Squares 12 Fudge Squares 12 Peanut Squares 11 Sugared Peanuts 11 Salted Peanuts 10 Starlight Kisses 10 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolate 11 1/4 Quintette Choc. 12 Gum Drops 5 1/4 Moss Drops 9 Lemon Sours 9 Imperials 9 Ital. Cream Opera 12 Ital. Cream Bonbons 11 20 lb. pails 11 Molasses Chews, 15 lb. pails 13 Golden Waffles 12 <b>Fancy-In 5 lb. Boxes</b> Lemon Sours 2 50 Peppermint Drops 2 50 Chocolate Drops 2 50 H. M. Choc. Drops 2 55 H. M. Choc. Lt. and Dk. No. 12 2 1 00 Gum Drops 2 35 Licorice Drops 2 75 Lozenges, plain 2 55 Lozenges, printed 2 60 Imperials 2 60 Molasses 2 55 Cream Bars 2 55 Molasses Bars 2 55 Hand Made Creams 80 2 90 Cream Buttons, Pep. and Wint. 2 55 String Rock 2 65 Wintergreen Berries 2 60 <b>Caramels</b> Clipper, 20 lb. pails 2 8 1/4 Perfection, 20 lb. pails 2 12 1/2 Amazon, Choc. Cov'd 2 13 Korker 2 for 1c pr bx 2 55 Big 3, 3 for 1c pr bx 2 55 Dukes, 2 for 1c pr bx 2 60 Favorite, 4 for 1c, bx 2 60 AA Cream Carls 3 lb 2 50 <b>FRUITS</b> <b>Oranges</b> Florida Russett 2 Florida Bright 2 Fancy Navel 2 Extra Choice 2 Late Valencia 2 Seedlings 2 Medt. Sweets 2 Jamaica 2 1 00 Rodi 2 <b>Lemons</b> Verdell, ex fcy 300 2 Verdell, fcy 300 2 Verdell, ex chcc 300 2 Verdell, fcy 300 2 Call Lemons, 300 2 Messina 300s 3 50 2 4 50 Messina 300s 3 50 2 4 50 <b>Bananas</b> Medium bunches 1 50 2 00 <b>Large bunches</b> <b>Foreign Dried Fruits</b> <b>Figs</b> Californias, Fancy 2 Cal. pkg. 10 lb. boxes 2 1 00 Extra Choice, Turk., 10 lb. boxes 2 Fancy, Thrk., 12 lb. boxes 13 1/4 2 15 Pulled, 6 lb. boxes 2 Naturals, in bags 2 <b>Dates</b> Fards in 10 lb. boxes 2 6 1/4 Fards in 60 lb. cases 2 Hollow 5 2 5 1/4 lb. cases, new 2 Sals, 60 lb. cases 2 <b>NUTS</b> Almonds, Tarragona 2 16 Almonds, Java 2 Almonds, California, soft shelled 15 1/2 16 Brazil 2 11 Filberts 2 13 Walnuts, Grenobles 2 13 Walnuts, soft shelled 2 14 Cal. No. 1, new 2 14 Table Nuts, fancy 2 13 1/4 Pecans, M. M. 2 10 Pecans, Ex. Large 2 13 Pecans, Jumbos 2 14 Hickory Nuts per bu. 2 Ohio, new 2 Cocoanuts, full sacks 2 3 50 Chestnuts, per bu. 2 <b>Peanuts</b> Fancy, H. P. Sums 5 1/4 2 6 1/4 Fancy, H. P. Sums 5 1/4 2 6 1/4 Roasted 2 7 1/4 Choice, H. P., Jumbo 2 7 1/4 Choice, H. P., Jumbo 2 9 1/4 <b>Roasted</b> Span, Shell No. 1 in w 8 2 7	<b>STONEWARE</b> <b>Butters</b> 1/2 gal., per doz. 48 1 to 6 gal., per gal. 5 1/4 8 gal. each 48 10 gal. each 60 12 gal. each 72 15 gal. meat-tubs, each 1 12 20 gal. meat-tubs, each 1 50 25 gal. meat-tubs, each 2 12 30 gal. meat-tubs, each 2 55 <b>Churns</b> 2 to 6 gal., per gal. 6 "urn Dashers, per doz. 84 <b>Milkpans</b> 1/2 gal. flat or rd. bot., per doz. 48 1 gal. nat or rd. bot., each 5 1/4 <b>Fine Glazed Milkpans</b> 1/2 gal. flat or rd. bot., per doz. 60 1 gal. flat or rd. bot., each 6 <b>Stewpans</b> 1/2 gal. fireproof, ball, per doz. 85 1 gal. fireproof, ball, per doz. 1 10 <b>Jugs</b> 1/2 gal. per doz. 56 1 gal. per doz. 42 1 to 5 gal., per gal. 7 <b>Sealing Wax</b> 5 lbs. in package, per lb. 2 <b>LAMP BURNERS</b> No. 0 Sun. 35 No. 1 Sun. 36 No. 2 Sun. 48 No. 3 Sun. 85 Tubular 50 Nutmeg 50 <b>MASON FRUIT JARS</b> <b>With Porcelain Lined Caps</b> Pints 4 25 per gross Quarts 4 25 per gross 1/2 Gallon 6 50 per gross Fruit Jars packed 1 dozen in box <b>LAMP CHIMNEYS—Seconds</b> Per box of 6 doz. No. 0 Sun. 1 84 No. 1 Sun. 1 84 No. 2 Sun. 2 80 <b>Anchor Carton Chimneys</b> Each chimney in corrugated carton. No. 0 Crimp 1 74 No. 1 Crimp 1 96 No. 2 Crimp 2 90 <b>First Quality</b> No. 0 Sun, crimp top, wrapped & lab. 1 91 No. 1 Sun, crimp top, wrapped & lab. 2 18 No. 2 Sun, crimp top, wrapped & lab. 3 08 <b>XXX Flint</b> No. 1 Sun, crimp top, wrapped & lab. 2 75 No. 2 Sun, crimp top, wrapped & lab. 3 75 No. 2 Sun, hinge, wrapped & lab. 4 00 <b>Pearl Top</b> No. 1 Sun, wrapped and labeled 4 60 No. 2 Sun, wrapped and labeled 5 30 No. 2 hinge, wrapped and labeled 5 10 No. 2 Sun, "Small Bulb," for Globe Lamps 80 <b>La Bastie</b> No. 1 Sun, plain bulb, per doz. 1 00 No. 2 Sun, plain bulb, per doz. 1 25 No. 1 Crimp, per doz. 1 35 No. 2 Crimp, per doz. 1 60 <b>Rochester</b> No. 1 Lime (85c doz) 3 50 No. 2 Lime (75c doz) 4 00 No. 2 Flint (80c doz) 4 60 <b>Electric</b> No. 2 Lime (70c doz) 4 00 No. 2 Flint (80c doz) 4 60 <b>OIL CANS</b> 1 gal. tin cans with spout, per doz. 1 30 2 gal. galv. iron with spout, per doz. 1 50 2 gal. galv. iron with spout, per doz. 2 50 3 gal. galv. iron with spout, per doz. 3 50 3 gal. galv. iron with spout, per doz. 4 50 3 gal. galv. iron with faucet, per doz. 3 75 3 gal. galv. iron with faucet, per doz. 5 00 5 gal. tilting cans 7 00 5 gal. galv. iron Nacefas 9 00 <b>LANTERNS</b> No. 0 Tubular, side lift 4 75 No. 1 B Tubular 7 25 No. 15 Tubular, dash 7 25 No. 1 Tubular, glass fountain 7 50 No. 12 Tubular, side lamp 13 50 No. 3 Street lamp, each 3 60 <b>LANTERN GLOBES</b> No. 0 Tub., cases 1 doz. each, box, 10c 45 No. 0 Tub., cases 2 doz. each, box, 15c 45 No. 0 Tub., bbls 5 doz. each, per bbl. 1 75 No. 0 Tub., Bull's eye, cases 1 doz. each 1 25 <b>BEST WHITE COTTON WICKS</b> Roll contains 32 yards in one piece. No. 0, 3/4-inch wide, per gross or roll 18 No. 1, 1/2-inch wide, per gross or roll 24 No. 2, 1-inch wide, per gross or roll 24 No. 3, 1 1/4-inch wide, per gross or roll 53 <b>COUPON BOOKS</b> 50 books, any denomination 1 50 100 books, any denomination 2 50 500 books, any denomination 11 50 1,000 books, any denomination 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. <b>Coupon Pass Books</b> Can be made to represent any denomination from \$10 down. 50 books 1 50 100 books 2 50 500 books 11 50 1,000 books 20 00 <b>Credit Checks</b> 500, any one denomination 2 00 1,000, any one denomination 3 00 2,000, any one denomination 5 00 Steel punch 75

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something  
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in bell making

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Grand Rapids, Mich.



### The Modern Frankness.

This is the age of liberty, and in common with many other things, the tongue has received considerable enfranchisement. Subjects which used to be forbidden are now openly mentioned as a matter of course, and topics to which a few decades ago it would have been considered in bad taste to allude are spoken of without reserve.

"How openly people talk of their poverty nowadays," says grandmamma. "I do not think I like it. I prefer the dignified old-fashioned reserve that bore its privations in secret and showed a brave face to the world. I think for people to be always saying how poor they are sounds like begging, for, of course, it always sets their friends to thinking what they can do for them."

"Another freedom of speech I do not like at all," she continued, "is the universal use of 'swear words,' as the children call them, by really nice girls. They actually say that word that begins with 'd,' which I can not even repeat with perfect ease. 'Why, what else can I say to express my feelings, grannie?' said my granddaughter the other day when I remonstrated with her about it. 'When I was a girl,' I answered, 'and missed my croquet ball, I said, 'Oh, sugar!' and you ought to have heard her laugh!'"

"Well, for my part," said the young matron to whom she was speaking, "I like the honesty of to-day which says just what it thinks. My girls when they are grown up read everything and talk about everything that I do, and I find that their discrimination of what is good and what is bad is quite as good as my own, but I agree with you about the 'swear words,' she added. "I never hear a woman swear without a shudder."

### The New York Tribune Review.

The Tribune Review is a handsome sixteen page weekly issued by The New York Tribune Association. It costs five cents a copy, but may be had for a whole year for \$1. There is no other such publication sold anywhere for the money. It gives the essence of the week's news, with clean cut, sane and intelligent comment, and it keeps you up to date on everything worth knowing in politics (domestic and foreign) and in literature, art and music. For free sample copy send a postal card to The Tribune, New York.

### "Killed While You Wait."

A Chicago retail butcher has perfected arrangements for keeping poultry alive on the premises, and killing them as they are required. Contrary to usage, the poultry in his establishment is fed from the time it is brought in until it is killed. The customers pick out the live chickens, and see them killed. A sign over the store has these words: "Chickens killed while you wait."

The busy buyers shun his store—its sleepy precincts they despise. He rests in quiet evermore. Because he does not advertise.

We have the Largest  
Stock in Western Mich-  
igan of

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

Send us your orders.

**Sherwood Hall Co., Ltd.**

Grand Rapids, Michigan



IF YOU  
work  
hard and live  
long enough

you can probably make money  
by handling almost any brand  
of suspender.

But the time you have to  
enjoy your steam yacht and  
your gout is limited, so why not  
handle a rapid moneymaker like the

### "KADY" SUSPENDER

If you think that you are making  
big money with some other suspender,  
just try the "Kady."

Leading jobbers handle it.

**The Ohio Suspender Co.**

MANSFIELD, OHIO.

### 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 ma-  
chinery.

**Large Stock of New Machinery**

DETROIT, MICHIGAN  
Foot of Cass St.

### 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.

### Light Machinery

of all kinds made to order quickly. Qual-  
ity and workmanship guaranteed. Prices  
right. Estimates quoted free on request.  
Models for Patents. Dies and Tools a  
specialty. Expert repair men in the  
machine line. Let us know your wants.

**John Knappe Machine Co.**

87 Campau St. Grand Rapids, Mich.

### F. M. C. COFFEES

are always

**Fresh Roasted**

### 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.,**

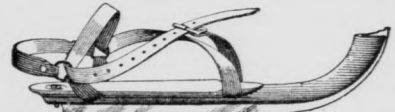
Limited

455-457 Mitchell St., Petoskey, Mich.

### Order Them Now

Upon receipt of \$2.50 I will send you a pair of  
**DUTCH SKATES**  
complete with straps, prepaid by express.  
Send cash and size of shoe with order.

**J. Vander Stel, Importer and Manufacturer, 33 Kent St., Grand Rapids, Mich.**



**Cadillac** } Fine Cut and Plug  
THE BEST.  
**Ask for it.**

**MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent  
Factory)**

AGAINST THE TRUST. See Quotations in Price Current.



You cannot get good coffee at ten cents and there would be no money  
in it if you could—but B. B. B. is an elegant coffee, good enough for  
any one and retails at 20 cents.

**JUDSON GROCER COMPANY, Grand Rapids**

## Calendars for 1903

If you have not yet placed your order for a  
supply of calendars for 1903, it is not yet too  
late to do so. Our stock is still complete and  
our selections unbroken.

We are having more voluntary orders for  
portrait calendars this season than ever be-  
fore, even from those who have had portrait  
calendars heretofore, showing the permanent  
value they are to the merchant.

## Tradesman Company

Barnhart Building

Grand Rapids, Michigan

**The Boys Behind the Counter.**

**Cadillac**—J. E. Taggart, of Marlette, has taken a position as pharmacist with Davis & Maurer.

**Laurium**—The young lady who wants to make a home for herself and some fortunate young man should secure a position on the clerical staff at the general store of Johnson Vivian, Jr., & Co. At the rate the young ladies employed in that mercantile establishment have been getting tied up in matrimonial alliances recently and at the rate of future marriages of the young ladies, the Vivian store is establishing a reputation which ought to make the store very popular. Within the past few weeks two of the young ladies employed in the store have resigned to be married and according to the stories of the young men in the store at least three more are to follow suit after the holidays. The reputation of Vivian's store in this line has become so pronounced that applications for positions on the force have been piling in at a great rate, and it is supposed that the applicants base their ambitions for places as much on the hope of following the footsteps of the girls who have been married as upon the desirability of the positions as clerical places. The management of the store do not guarantee to get husbands for their young lady clerks; in fact, the management would prefer to keep the young ladies on the store staff rather than to have them leave for the purpose of helping some young man establish a happy home; but it is now commonly supposed that a place on Vivian's store staff is as good as an engagement for marriage.

**Grand Rapids**—G. D. Clintsman, formerly of the firm of Clintsman Bros., general dealers at Casnovia, has taken a position in the men's furnishing goods department of the Herpolsheimer Co.

**South Haven**—Earl Linderman, who has been in the employ of the South Haven Grocery Co., has taken a position in the grocery department of the M. Hale & Co. store.

**Cadillac**—Frank Flynn has resigned his position in the L. B. Bellaire grocery store to take a clerkship in the Hardick & Wager meat market.

**Kalkaska**—Lyman A. Sites, for the last two years with J. B. Collins & Sons, of Frankfort, has taken a position at E. M. Colson's drug store.

**Saginaw**—Emil Olander has taken a clerkship in the store of the Metropolitan Dry Goods Co. He hails from Cadillac, where he clerked in the grocery store of W. W. Cowin.

**Quincy**—Richard Rogers, who has been head clerk in Pearce's dry goods store the past four years, has resigned to take a position in a dry goods store at Adrian.

**Cadillac**—Edward C. Drury has returned to his former position as salesman in the Drury & Kelley Hardware Co.'s store, after an absence of several months.

**Change From Co. to Company.**

There is food for thought in the fact that two great houses, Saks of New York and Marshall Field of Chicago require that the word "Company" in their firm names be always spelled out. Rogers, Peet & Company spurned the abbreviation long ago. At first glance many will set this innovation down to mere pedantry, to a desire to be odd and different from the common run of stores. And yet much good sense underlies the change. "Co." has only its brevity

to recommend it. It is an ungainly contraction, harsh, almost guttural in sound and stiff to the tongue. If "Co." why not "dept." for "department," "bldg." for "building," "fl." for "floor," and a score of other maimed expressions that will readily suggest themselves. Modern trading has made such prodigious strides within the last decade that dignity and good taste have become important factors in business. It used to be the practice to sign letters with a rubber stamp for the sake of saving time, yet what merchant with any regard for his correspondent and any respect for himself would do that to-day? "Yours, etc.," is still used in business, but no person who receives a letter with the sentence so emasculated but feels resentful of the implied affront. "Company" is smooth, flowing, dignified; "Co." is slouchy, graceless, inelegant.

**Look Out For Hair Slipped Hides.**

When you buy a green hide see that it is not hair slipped. If the hair will slip off easily in spots over the hide it is a glue and should be bought from one to two cents per pound. If only a little tainted on the edge and you can salt it at once it will go as a through hide at highest price. If rotten, have nothing to do with it. Do not think, because a hide is glue when you buy it that you will ship it without any further notice, as it will only bring glue price anyway.

**Green Hides Should Be Well Salted.**

Never ship a green hide without first seeing that it is well salted, until the weather is cold enough to freeze ice one inch thick during the night. A fresh green hide should be salted immediately. In cool weather, even in the month of November, there are days warm enough to spoil a hide if not salted.

**Grand Ledge Independent:** The thousandth number of the Michigan Tradesman, published last week, was a credit to the publisher, E. A. Stowe, who has worked unceasingly to make it one of the leading trade publications of the United States and the best in this State. The number consisted of 86 pages, well illustrated and, as usual, full of good things for the merchant as well as the layman.

**Martin H. Van Horn**, for four years on the road for the Clark-Rutka-Weaver Co., takes the position with Foster, Stevens & Co. rendered vacant by the death of A. D. Baker.

**W. L. Thomas**, dealer in dry goods, clothing, carpets, boots and shoes, Centerville: Enclosed find \$1 for subscription for 1903. Could not keep house without the Tradesman.

## 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—CLOTHING AND SHOESTOCK.** Involving \$7,000 to \$8,000; in one of the best towns in Northern Indiana; business \$15,000 per year; stock new; splendid opportunity; trade established; best of reasons for selling. Henderson & Brosnahan, Piercetown, Ind. 925

**FOR SALE—DRUG STOCK AND FIXTURES.** Involving about \$4,800; located in one of the best resort towns in Western Michigan. Address No. 923, care Michigan Tradesman. 923

**CLOTHING STOCK OF \$3,500 IN GOOD** Upper Peninsula town must be sold immediately; good discount. Clark's Business Exchange, Grand Rapids. 922

**DON'T BUY STOCK GENERAL MERCHANDISE** until you investigate mine; \$10,000 yearly business on \$3,000 investment; good profit; pleasant small town. Address No. 919, care Michigan Tradesman. 919

**FOR SALE—ONE OF THE BEST DRUG** stocks in Northern Indiana, involving about \$800; only stock of drugs in the town. Address No. 909, care Michigan Tradesman. 909

**160 ACRES OREGON GOVERNMENT LAND;** cut three million feet timber; take six months; cost \$500; worth \$3,000. Clark's Real Estate Exchange, Grand Rapids. 921

**FOR SALE—CLOTHING, DRY GOODS,** millinery and cloak business; established thirty years; put in complete new stock four years ago; best location; best trade in city 3,000 population; best of reasons for selling; stock can be reduced to \$5,000; annual sales, \$25,000. Address No. 924, care Michigan Tradesman. 924

**FOR SALE—HALF INTEREST IN PLANT,** consisting of blacksmith shop, foundry and machine shop; good location; must sell at once; machinist required. W. P. Fleming, Box 187, Sanilac Center, Mich. 917

**FOR SALE—DRY GOODS STOCK AT AL-** legan, Mich. Fine location and good trade. Address at once John C. Stein. 914

**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. VanHaften, 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 clear 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, involving between \$7,000 and \$8,000; located in gas belt in city of 30,000; 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. Rice, 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 stock than any other one man living. For terms and reference book address P. O. Box 478, Omaha, Neb. 911

**FOR SALE—STOCK CONSISTING OF DRY** goods, ladies' and men's furnishing goods, youths' and boys' clothing, hats, caps, boots and shoes, inventorying from \$3,000 to \$1,000; 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—HARNESS BUSINESS FOR-** merly conducted by Robert McCormick in Cadillac, Mich. Only one small shop in city over 6,000 people; an exceptional opportunity for harness man. Address A. W. Newark, Administrator, Cadillac, Mich. 851

**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—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. Fairbanks 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

**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 anyone 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

**WANTED FOR CASH—LUMBER OF ALL** kinds; also shingles and lath. Will contract mill cuts. Belding-Hall Mfg. Co., Belding, Mich. 764

**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. 866

**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

**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. 799

**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

**FOR SALE—SMALL STOCK CLOTHING,** shoes and furnishing goods; invoices about \$2,500; stock new and clean; in town of about 1,200. Address No. 867, care Michigan Tradesman. 867

**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. 821

**FOR SALE—DRUG STOCK AND FIXTURES,** involving about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

**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** 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 AT ONCE—PHYSICIAN AND** surgeon. For particulars address Dr. J. W. Hawkey, Hesperia, Mich. 916

**WANTED—REGISTERED PHARMACIST** with experience, unmarried man preferred. Apply to F. R. Northwood, Thompsonville, Mich. 915

**WANTED—SITUATION IN DRUG STORE** by young married man; four years' experience; not registered; strictly temperate. Address No. 918, care Michigan Tradesman. 918

**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

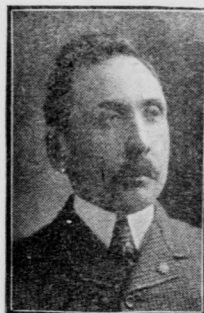
**WANTED—A MAN TO DELIVER AND** work in grocery store. Must be of good character, a worker and strictly temperate; a steady job for the right man. Address No. 823, care Michigan Tradesman. 823

## Cheney & Tuxbury

Real Estate Dealers

Timbered and Farm Lands a Specialty  
24 Canal St., Grand Rapids, Mich.

## WE ARE Auctioneers and Special Salesmen



C. C. O'NEILL

fixtures or take them on consignment.

C. C. O'NEILL & CO., Chicago, Ill.  
356 Dearborn St., Suite 408 Star Building

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