

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 31, 1902.

Number 1006

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.

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

**Commercial
 Credit Co., Ltd.**
 Widdicombe Building, Grand Rapids
 Detroit Opera House Block, Detroit
 Good but slow debtors pay
 upon receipt of our direct de-
 mand letters. Send all other
 accounts to our offices for collec-
 tion.

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 un-
 usual favorable developments at
 the mine. The whole proposition
 could not be in better shape and
 the management feel justified in
 increasing the price. Investigate
 now. It will mean dollars to you.
 Our elegant prospectus free. Write
 for it quick.

Charles E. Temple
 623 Michigan Trust Bldg.
 Grand Rapids, Mich.

Tradesman Coupons

IMPORTANT FEATURES.

Page.	
2.	Trend of the Times.
4.	Around the State.
5.	Grand Rapids Gossip.
6.	Made One Sale.
7.	Opportunities.
8.	Editorial.
10.	Clothing.
12.	After-Christmas Thoughts.
14.	Dry Goods.
16.	Shoes and Rubbers.
18.	Stock In Trade.
20.	Woman's World.
22.	Shippers and Receivers.
23.	Standard Bales.
24.	Smallest Make.
25.	Commercial Travelers.
26.	Drugs and Chemicals.
27.	Drug Price Current.
28.	Grocery Price Current.
29.	Grocery Price Current.
30.	Grocery Price Current.
31.	The New York Market.

STUDY OF THE OCEAN.

Much activity has been displayed of late years in the study of the ocean. This study has not been confined to the multitude of animal forms which exist in its waters, but notable efforts have been made to secure reliable data of the bed of the ocean. Moreover, the activity has not wholly been on the part of professional scientists; the study has received considerable impetus through the investigations of the amateur. In the ranks of the latter may be included the name of the King of Portugal and the Prince of Monaco. The published observations of the former, while they may be partly of the dilettante order, contain much that is valuable. Not so with the investigations of the Prince of Monaco whose deep-sea explorations

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.

Several Things That Should Be Considered

before investing in Mining and Oil stocks: First, the amount of development, work and showing. Second, intelligent management and see that it is not over capitalized and too much promoting stock, and see that the treasury stock actually sold has a 12 per cent. priority before the balance of the stock participates in the dividends. And see how much of the money actually raised goes into the workings of the mine, and see if the necessary amount can be raised at little expense. It generally takes from \$100,000 to \$200,000 to bring a property to a dividend basis with the best of management.

DOUGLAS, LACEY & CO.
 can meet all of these requirements.
 Currie & Forsyth, Managers
 1123 Mich. Trust, 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

have been carried on for many years and the value of which has been acclaimed pre-eminent by every worker in the field. These royalists are, however, but a couple of the many hundreds of earnest workers in the amateur ranks. Under the efforts of these and the many scientific workers employed by governments the bed of the ocean is being mapped out in much the same manner as the surface of the land. The mere figuring the contour of the ocean is but of little importance when placed by the side of the many problems which confront the investigator of the life found in its depths. The ocean is the source of immense supplies of food products, upon the abundance of which depends the very life of whole communities, and anything which tends to reduce the supply means, if not actual famine, untold hardships to millions of people. The bear possibility of a scarcity either through improvident fishing or through natural causes has prompted governments of late years to look more into the scientific aspects of the many problems involved. Biological stations have been erected and corps of scientists engaged to investigate the life-histories of food-fishes, expeditions have been organized to study the yearly migrations of the shoals, while hatcheries have been erected where the results of such investigations have been put into actual practice. In this work there has been no government more energetic than that of the United States. The Fish Commission is a standing monument of the welding of the scientific with the economic. The work of its hatcheries has regenerated the salmon fisheries of the Pacific coast; in its laboratories the full life cycle of the lobster has been investigated and the renewal of the wasted fisheries of the New England coast may be said to have been commenced. In Europe there is now a kind of co-operative working on oceanic problems with governments as partners. Each government in partnership has a vessel exclusively engaged in research work both biological and physiographical. Each vessel is equipped with the latest instruments of research while among the picked corps of workers are to be found the names of the foremost scientists of the day. One of such vessels—the Huxley—sailed the other day from England for investigating the fisheries of the North Sea. In co-operation with vessels of other countries immense numbers of fishes are to be labeled and liberated. In this way it is hoped to solve the problem of the migration and growth of food-fishes. These tags will be numbered so that the exact record of each fish will be kept. Fishermen have been asked to co-operate in the work and should any tagged fish get into the nets the exact place of their capture will be known. The method is an old one but it has never been carried out on the scale which the present scheme contemplates.

General intelligence and education have always been at a premium, but these days they are getting to be a necessity.

THE POSTAL CHECK SYSTEM.

The proposed postal check system, which is designed to enable persons living more or less remote from a post-office to remit small sums through the mails, without being forced to submit to the inconvenience of visiting a post-office to purchase a money order or a bank to buy a draft, has been thoroughly exploited in the newspapers of the country during the past year and generally approved. The matter will come up for action before Congress at the present session. The plan has received the indorsement of the Postmaster-General and his assistants and the auditor of the Postoffice Department. The latter officer recommends it in the following terms: "This post check plan seems to be practicable, to accomplish several desirable results simultaneously, and to afford accommodation to the entire public at a minimum of labor and expense." No objection seems to have been offered to it from any quarter. A proposition which promises to be so much of a public convenience and which is received with such uniform favor ought to be adopted by Congress without a dissenting vote.

Medical science is always making advances, never more rapidly than in recent years. The latest important announcement comes from the laboratory in Chicago where Profs. Loeb and Lingle have been pursuing a line of experiments with oxygen and the heart. The prediction is made that as a result of these discoveries the doctors will at no very distant day "know just how much sodium chloride and how much oxygen, and how much of something else to inject into a dead person's veins in order to restore him to life." It reads almost like a fairy tale or a vagary, and yet in these days it is never safe so to designate any prophecy made by scientific searchers. So much is constantly being done and learned by the investigators that there seems practically no limit to their accomplishment. Medical and surgical skill have made long strides forward, and as a result human life has unquestionably been lengthened. The physician's skill must be supplemented by that right living which will give the patient a strong constitution if the best results are to be obtained.

Pennsylvania is not the only source of coal supplies in the United States. The importance of its coal fields is derived chiefly from the fact that they are located so near to the great centers of population and industry. The cost of transportation is a large factor in the cost of coal to consumers. In New Mexico, for instance, there are coal mines from which 4,000,000 tons could be taken every year, but New Mexico is so remote that its coal finds no demand except in a limited local area.

Most of us are so much absorbed that we think making a living is all there is of merchandising. We forget that the highest success lies not in making a living, but in making a life, a life for ourselves and for our children, our friends and our neighbors.

TREND OF THE TIMES.

Handling Hay in Terminal and Transfer Warehouses.*

The first query raised by those who are not familiar with the hay trade is, Does the volume of business warrant the erection of houses especially for this commodity at all of the more important terminal and transfer points? None of these questioners would think of considering this phase of the question as regards storage and transfer facilities for the handling of flour, wheat, corn, oats, barley, rye at the different terminals, but statistics show that the number of cars of hay and straw handled at the large terminal, with the exception of one or two, far exceeds those of any of the products named above, but this statement relates only to the business transacted at terminals and data are not at hand so that comparative statements can not be formed as to the volume of business that passes through the different terminal yards, but it is entirely reasonable to suppose that the proportion is as great as at the terminals. From these statements it would seem that the traffic would justify the erection of houses, but this is not the only question to be considered. Would warehouses erected for this purpose and operated on a plan to encourage and foster the business be profitable or would the expense of erection, maintenance and operation be so great as to drive the business into other channels? I think this point admits of no argument, as the warehouses in the cities that have adopted this method of handling this commodity are financially successful, the parties concerned seem to be satisfied that this is the best method of handling the business, notwithstanding the fact that the charges at some of the terminals are so exorbitant that they border on extortion, being practically the same rate as the car service charges assessed by the railroad companies. In other markets charges are less exorbitant, yet, with the exception of one, as far as I can learn, they are not of such a character as to encourage and foster the business. That is, in some of the markets storage rates remain stationary, while in others they increase, the longer period of storage being higher than the shorter. The storage rates now in force, where cars are used for warehouses and in a few cases where private corporations and railroad companies own the warehouses, the storage charges mean the actual confiscation of the property in from one to three months and with the one exception, in all the others in eight to ten months.

Does this look as if the business was being fostered and cared for and protected? Is there another commodity handled with the same lack of facilities as this great product?

Some one says the reason that these houses are profitable is because they charge exorbitant rates and houses operated on your plan would mean an actual loss to the stockholders. To this allow me to use the words of the President of the company, which I have quoted above as the only exception: "Our business is satisfactory and would be very profitable if our contract with the carriers compelled the delivery of all the cars of hay and straw through our house." Yet his company's first period of storage is less than any of the others, with three exceptions, and I believe in these instances the period of storage for the exceptions is two to five days, while the other is ten days, and their rate of storage for long periods is less than one-half that of any other company. Yet the President says: "Our long period storage is most profitable."

The question is raised, Suppose we had warehouses operated for the benefit of the property, wherein would the trade be benefited?

Let me answer this first from the standpoint of the commission merchant. Were warehouses erected so that all of the hay entering the different large markets could be unloaded immediately on arrival, it would be much easier for the commission merchant to

*Paper read at annual convention Michigan Hay Dealers' Association by George S. Bridge, of Chicago.

dispose of his property by taking his customers to these houses and letting them examine the entire contents of the car of hay. As the business is transacted in cities where there are no hay storage warehouses, the car of hay is sold on grade or by sample or by appearance of the hay at the car doors.

It is estimated that 50 per cent. of the cars of hay and straw sold in the manner as described above are rejected, many because the hay is not loaded uniformly, some for the reason that the buyers are unscrupulous. After sorting out the best hay they repile the poor bales and reject the remainder, or they may find that they can buy the same grade of hay or a little different grade, yet one which will answer their purpose for less money and reject the entire car for no other good reason, although they always have plenty to ascribe.

This means additional work and expense to the commission merchant. Again, at times when the markets are over-crowded with hay and car service charges accruing, in order to move the property the commission merchant, through competition, is virtually compelled to extend credit in a manner which the business does not justify.

Let us now consider how it affects the consignor who ships his hay to a market where there are no terminal warehouses to be sold for his account. His car of hay arrives and is sold on date of arrival. He is advised of the sale. The second or third day or possibly a week after, he is advised that a portion of the car has been unloaded, the balance rejected and resold at one to three dollars per ton discount. In the meantime he has gone on and made purchases of hay on the basis of the original sale, yet when he receives account sale he finds the average price is one or two dollars per ton less than the original price. What position is he in? But this is not the worst feature of it. When a car of hay has been partially rejected, it always presents an unfavorable appearance. The original buyer is certain not to take out the poorest bales in sight and in many instances the resale of the hay is made at a price below its actual value. There is still another side of the case, which is of even greater importance. During the time of scarcity of hay in any market, inducements of all sorts are offered the shipper to make extra efforts to take advantage of the

New Departure in FOODS

Food products made entirely and completely from nuts and grain, so closely resembling real meat in both appearance and taste that not one in twenty can detect the difference.

A MINT OF MONEY

is sure to be realized on the enormous sale everywhere predicted for these truly wholesome products. Foods chemically pure. Perfect substitutes for every form of animal flesh.

Money is wanted to manufacture and successfully market these choice and tasty "vegetable meats," the like of which has never before been known.

The Most Promising Proposition Ever Offered to Investors

Unlike the great majority of companies that sell stock to buy and pay for factory site, buildings, etc., "The M. B. Martin Co., Ltd." sells TREASURY STOCK ONLY, and for actual manufacturing and advertising purposes. For a very limited time you can buy this stock at

25 Cents on the Dollar or \$2.50 Per Share

Capital stock, 120,000 shares; par value \$10.00 each; full-paid non-assessable, 10,000 shares of Treasury stock now offered for sale. The company has no debts, no bonds and no salaried officers.

This is no "wild-cat" scheme, but an honest, bona-fide, straightforward business proposition, which you will do well to investigate. Write for prospectus, subscription blanks, etc.

THE M. B. MARTIN CO., LTD.

Makers of Choice Vegetable Foods
117-119 Monroe St., Grand Rapids

[See ad. on Page 31.]

If you wish to come to the front sell our

All Solid Shoes

They are warranted to wear. Made by

Walden Shoe Co.

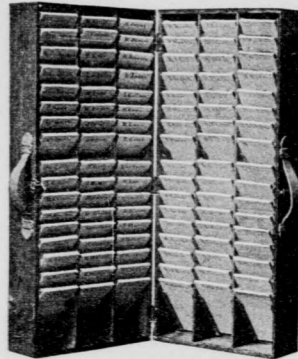
31 N. Tonia St. Grand Rapids, Mich.
Factory at Grand Haven

Get Down to Business

Wake up, you easy-going retailers who take things as they come and let your trade drift with the tide. You know that transient business doesn't pay you—you know that you must get down to a solid, permanent business where you can get and hold your customers. Our Standard D Crackers will do that for you and make money faster than you ever made it before. They are the best the market affords and a customer who has once used them will never change. We will tell you and send you price list if you ask us. We do not belong to the trust.

E. J. KRUCE & CO., Detroit, Michigan

A FEW POINTERS



Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

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

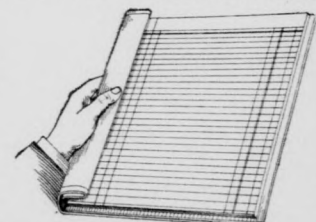
A. H. Morrill, Agent

105 Ottawa St., Grand Rapids, Mich.

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

Save Time in Taking Inventory

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



Most Practical Scheme Ever Devised

Send for full particulars.

Barlow Bros., Grand Rapids, Michigan

Ship us your

BUTTER, EGGS AND POULTRY

Best prices given. Reference, your banker.

COYNE BROS., 161 S. Water Street, Chicago, Ill.

high prices prevailing. What is the result? Hay commences to roll into the market from all quarters and, owing to the increased hay traffic, railroad companies commence to bunch the cars and, instead of bringing them in at the uniform regular rate on certain days of the week, they bring in three or four times as many as needed to supply the actual daily consumption. These cars are forced on the market, prices decline and in a few days the market has reacted to a point as much below its normal level as it has been too high and the shipper suffers correspondingly. Whereas, if warehouses were in operation, the hay would be unloaded and held until such a time as the market would warrant the disposal thereof.

We will now take up the question with the man who never consigns his hay. He states, of course, that the warehouses would be absolutely of no benefit to him and, consequently, he is in nowise interested in the question. Let us see whether he is or not. He sells his hay to be delivered this month or next month, goes on and makes his purchases, but is unable to secure cars. What is the result? His sales are cancelled and he has the hay on hand, especially if the market has declined. Let us see what would be the result if we had transfer warehouses. It is seldom that cars can not be had to the connecting line. No matter how difficult it is to secure certain foreign cars, it is a comparatively easy matter to get what are termed local cars, and it is rarely difficult to secure any foreign cars that you may require at the large transfer yards. In this particular the interests of the man who consigns his hay are practically identical. In many cases he would find it much more convenient to load more than one grade of hay in a car, but he has sold a certain grade and must necessarily load at some point where a uniform grade can be had, which he would not be required to do by having a stock of hay in a transfer warehouse where his cars could be graded.

We will now consider wherein the terminal house would benefit this dealer: Owing to the enormous competition in trade to-day, we will all readily admit that it is only those who are rendering the best possible service, who are maintaining their trade and keeping abreast with the times and the man who expects to hold his trade must continue to do this. But this dealer says, "I am in position to furnish my customers with as good facilities at the large terminals as any of my competitors; none can do more for them than I." Touching on this point, allow me to read to you an extract from an article appearing in the Chicago Tribune of December 6:

"Flour exporters and dealers have reached the conclusion that the flour trade in Chicago is now absolutely in the control of what are known as the 'big mills' and agree that, so far as the Chicago trade is concerned, the small mills, wherever situated, might as well go out of business. A rule put into effect by the railroads September 1 gave them only ninety-six hours to unload shipments before a demurrage charge of six cents a ton daily became operative. There is talk that after April 1 next this time will be cut down to forty-eight hours. The big mills have leased warehouses from the railroads and control them absolutely. Where outside flour is admitted the storage rates are said to be four or five times as great as regular public warehouses would charge for the same service. For these reasons the small mills have entirely abandoned shipments to this point."

Let me explain this article to you. For many years the railroad companies have furnished what one might term almost unlimited free storage for flour, that is, anywhere from twenty to ninety days, yet here are two large concerns entering into arrangements with the railroad companies whereby they have erected or leased warehouses for the storage of flour, providing the railroad companies put on a demurrage charge or a storage charge on flour that is not consigned to these houses. What is the result? The trade says that the flour

business is absolutely under the control of the big mills. Now, what is there to hinder just such a combination of capital taking hold of the hay trade to-day and where shall we be if our customers can buy their hay of these other concerns at the same price, and there is no reason why they can not and have storage facilities offered them at a reasonable figure, say at thirty or forty cents per ton per month. Will they continue to buy their hay of us? Not for a moment. The business man of to-day is making his purchases where he can do so to the best possible advantage.

We will now consider it from the standpoint of the city dealer. What would it mean to him?

First, reasonable promptness in delivery of purchases made in the country and immediate delivery when bought in the terminal warehouses, where, to-day in cities without warehouses or where they are inadequate to the demands, he is compelled oftentimes to wait one to ten days before the hay is placed where he can get possession, after its arrival in this city.

Second, the grade of hay delivered would be exactly what he bought and the weights absolutely correct.

Third, private warehouses would not be required as he could supply his trade direct from the terminal house, thereby saving one cartage, one handling and the shrinkage which is always attended by an additional movement.

Let me now briefly summarize a few of the benefits to be gained by having terminal and transfer warehouses operated by those directly interested in the trade and in a manner that will virtually compel all of the commodity shipped to pass through them on account of the advantages gained thereby. A more steady movement, thereby causing an even demand and doing away in a large degree with extremely high or correspondingly low values: universal official inspection and weights, which the grain trade demanded and secured years ago, and the grain dealers of Illinois, backed by all the grain dealers in both the East and West, are now asking their Legislature to pass a bill to place the grain inspection department under civil service rules, so that this important work may be done by experts, rather than politicians.

Years ago the officials of the Chicago Board of Trade established a weighing department, not only placing experts in charge of it, but also employing men of integrity and ability to operate the scales, and the highly satisfactory results it has attained are known to all. This department did not take over the weighing of cars unloaded from the various team tracks in the city, but strong pressure is now being brought to bear by both shipper and commission merchant to have it undertake this also. Why? Because simply official weights are no longer satisfactory unless those officials be experts. The system of inspection and weighing hay and straw now in vogue, both in the country and city, generally speaking, is bad. What dealers want and the public will sooner or later demand is official weights and inspection of the highest character.

What further benefits would be gained? A direct saving in expense at the terminals of from twenty-five to fifty cents on every ton handled. The same would accrue to the benefit of the producer and consumer and, in the aggregate, would mean many millions annually.

You may call this a trust, if you please, or a monopoly. Call it what you like, but the trend of the times is toward just such movements as this, that is, the handling of the commodity to the very best possible advantage with a minimum expense, and the trust, monopoly or private business that does not work to this end will sooner or later fail. These conditions are with us and are as certain and positive as the laws of gravitation. Do not let us fight them, but let us take in the situation and trim our sails accordingly, before it is too late and the opportunity which has long been ours has been seized by others and put into active operation.

Getting Down to the Level of His Audience.

The late Thomas B. Reed made a political address in a small Pennsylvania town some years ago. The town hall was small and badly lighted and the speaker's desk was set exceedingly close to the edge of the platform.

Mr. Reed, as his speech progressed, became excited. He forgot his surroundings, he forgot how near he was to the platform's edge and inadvertently he leaned upon his lectern too heavily, with the result that it and he fell to the floor together.

The desk alighted first, with a tremendous noise, and the speaker followed it in a cloud of dust. He immediately rose to his feet again, none the worse, but the laughter of the townspeople would not allow him to proceed. He stood this loud and coarse laughter for some moments. Then he held up his hand.

"Don't laugh at me," he said. "Don't laugh. I was merely getting down to the level of my audience."

Best of Qualifications.

"You have called in response to our advertisement?" said the patent medicine man.

"Yes, you want a man who can write your advertisements, I believe?" said the serious looking caller.

"That's what we want. What experience have you had?"

"I've been a writer of fiction for twelve years."

Too much help stultifies ambition. Help and obstacle in right proportion, help predominating, are aids to progress.

ICAN SELL YOUR REAL ESTATE
 of Distants, no matter what it is or where located. Whenever mail is delivered, I do not come. If you want to sell a farm, house, mill, factory, lumber or coal yard, stock of goods, any line of business, or want a partner, and you change from my thinking. If you want to BUY, send for FREE copy of BARRON'S MONTHLY BULLETIN. It is full of bargains.
A. M. BARRON, South Bend, Ind.

SELLING THE MONTHLY
\$150 EVERY MONTH
 (POPULAR useful article for daily use in every house) (100 or more) (factory, bank, business enterprise, sale like wildfire; millions will be sold; a necessity that will sell in every territory over and over again; to show is to sell.) AGENTS Wanted, men or women. Sample 10 cents; return blank if you say no. Write back for assistance territory. ZENO M. O. SUPPLY CO., SOUTH BEND, IND.

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.

Prunes Prunes Prunes **Package Prunes**

Honor Brand Package Prunes are the best quality, put up in sealed packages, and retain that fresh bright look until opened. Besides, they are easily and quickly handled without dirtying the grocer's hands.

Write, or ask our salesmen for prices, and place your order promptly.

WORDEN GROCER COMPANY
 Grand Rapids, Michigan

First carload just arrived.

USE THE **CELEBRATED**
Sweet Loma
 FINE CUT TOBACCO.
 NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Around the State

Movements of Merchants.

Kalkaska—Dr. James A. Leighton has opened his new drug store.

Kalkaska—H. A. Hilliard has opened a store for the sale of dry goods, notions and groceries.

Detroit—The midwinter meeting of the Michigan Bean Jobbers' Association will be held here Jan. 14.

Kinney—J. W. Monroe has purchased the interest of his partner in the general merchandise business of Monroe Thomas.

Pontiac—Collin MacCallum, formerly a wood and coal dealer in this city, has purchased the E. P. Fisher grocery store on South Saginaw street.

Hancock—Ulrich & Lavigne, merchandise brokers, have dissolved partnership. Eugene Lavigne retires and Charles Ulrich will continue the business.

Kalamazoo—Oliver N. Benson has purchased the interest of Drury F. George in the dry goods firm of Benson & George and will continue the business at 105 Main street under his own name.

South Haven—The Clifton Pharmacy Co. has been organized with a capital stock of \$5,000. The stock is divided into 500 shares and is owned by Nellie A. Remus, with the exception of 22 shares.

Sault Ste. Marie—Kanouse & McIver have not purchased the mercantile stock of the Alf. Richards Co., as has been stated, but have leased its store building and will occupy same after March 1 with a line of drugs and stationery.

Manistee—Local druggists are talking of co-operating, so that only one drug store will be open after 6 o'clock evenings, except on Saturdays. Both proprietors and clerks are hoping that all will co-operate and make it a success.

Nashville—G. W. Gribbin has obtained a settlement with the insurance companies on his recent fire loss, being allowed \$4,750 out of a total insurance of \$5,000. He will resume business as soon as the damaged premises can be repaired.

Detroit—C. H. Michel has sold his grocery stock to Peter Smith & Sons, who will continue the business at the same location. The sale was precipitated by a suit for \$20,000, brought by J. M. Mertens & Co., of Syracuse, on an account which Michel claims was discharged through bankruptcy.

Cadillac—Hardick & Wager are now the owners of the Pulver & Swedlund meat market on South Mitchell street and on or before March 1 will enter into the possession thereof. Carlson & Larson the meat dealers formerly located in the building adjoining the Central Hotel on North Mitchell street have succeeded Hardick & Wager in the Gotha building.

Lakeview—The loss on the J. W. Kirtland drug stock and fixtures has been adjusted by Jack O'Brien, of Grand Haven, at \$1,950, being only \$50 less than the insurance. The loss on the soda fountain, which was insured for \$400, has not been adjusted. Mr. Kirtland estimates the total loss at \$4,500. He will resume business in the same store building as soon as the necessary repairs can be accomplished.

Saginaw—Lou G. Moore has sold his drug stock to Fred W. Newendorf, who has for several years past been employed as clerk in the drug store of Fred Richter.

Mr. Green, son of that king of old-time hardware war horses, John Green, who has been looking after the business of the Wm. Bingham Co., Cleveland, the last year in the Upper Peninsula, will be succeeded by Alex. Stevenson. Mr. Green, Jr., will remain in the house.

Portland—The Portland House, formerly the National Hotel, has been purchased by Wm. W. Terriff who will convert it into a soap factory. Mr. Terriff has been manufacturing Wolverine soap at a disadvantage through lack of room, while the factory has not been conveniently located, all of the shipments having to be hauled over two bridges on their way to the depot. The purchase of the hotel property gives him a commodious building close to the business portion, with a row of offices on the second floor. The soap is sold on the mail order plan, requiring a great deal of office room.

Manufacturing Matters.

Concord—The Crystal Creamery Co. has been established with a capital stock of \$5,000 by the following persons: J. Henry Dort, 200 shares; Percy E. Chapple, 100 shares and T. J. O. Thacher, 200 shares.

Detroit—The Brown Metallic Window Casing Co., Ltd., has begun business with a capital of \$1,000. The copartners are Benson E. Brown, of Detroit; James E. Scott, of Louisville, Ky. and H. Kirke White, Jr., of Detroit.

Elk Rapids—The Elk Rapids Iron Co.'s furnace started up Monday. It has been out of blast for over five months. It is up to-date in every particular and in all probability the output will be from 100 to 120 tons of iron per day.

Jackson—The Central Snath Co. is the style of a new enterprise at this place. The authorized capital stock is \$5,000 and is held by the following persons: M. W. Thompson, 50 shares; A. S. Thompson, 449 shares and C. A. Blair, 1 share.

Detroit—The Wayne County Wire Fence Co., Ltd., has filed articles of copartnership with the register of deeds. The members of the partnership are Charles A. Wilmarth, John S. Barnes and Harry J. Ferrell. The capital stock is \$100,000.

Houghton—The Houghton & Prescott Development Co. has been organized with an authorized capital stock of \$50,000, the principal stockholders being as follows: John W. Black, 250 shares; Ernest J. Dube, 100 shares; Wm. Van Orden 250 shares; John Edwards, 500 shares and Jas. P. Edwards, 500 shares.

Elk Rapids—The Elk Rapids Portland Cement Works has just started up after a shut-down to put in crushers to crush limestone, from which it will make a fine quality of cement. The company has a large marl bed three miles from town, but heretofore it has made only marl cement in the summer season.

Allegan—The machinery which has been used in Allegan for the manufacture of the Post antiseptic paper caskets since their invention is being shipped to Schoolcraft, where a company with \$20,000 capital has been organized to make the caskets, this being the third factory of the kind which has started within the past year.

Northville—The Globe Furniture Co. plant has been purchased by R. C. Yerkes for the new stock company which has been organized for the manufacture of sanitary wood work, church, pulpit and platform furniture and fine

cabinet work. The new company is capitalized at \$15,000 all paid in and its stockholders are among the best business men of Detroit and Northville. It is a partnership association, and the company will be known as the Globe Furniture Co., Ltd.

Northville—The trouble over the \$5,000 bonus which Northville paid to the shoe firm of Fisk & Thomas, has been settled by John E. Thomas, of the Rogers Shoe Co., of Toledo, buying out his partner, W. T. Fisk. Mr. Thomas has agreed to give the village another bond for \$5,000 in place of the bond which is said to have been lost, and will continue to run the factory at Northville. Mr. Thomas asserts that he did not intend to move the plant away from Northville—in fact, it would have seriously damaged the business if such action had been taken. He has leased additional ground here and says he contemplates enlarging the plant and its capacity, being unable at present to fill orders.

Detroit—The merger of malleable iron companies, which was announced in Detroit several weeks ago, has not yet been consummated. Those concerned in the consolidation say that the plans have not fallen through, but the completion of the consolidation has been slower than was expected, the delay being caused, perhaps, by the recent tightness in the New York money market. It is announced that there is no intention to bring about a heavy capitalization of the consolidated concern, for the purpose of a big sale of stock. Stock in the big company will be apportioned to the concerns making up the combination according to the value of the plants and their earning capacity, but it is intended that very little or no stock shall be placed on the market.

Clever Swindle Worked on Local Druggists.

Early in September advertisements appeared in the local dailies offering free a tablespoon with a package of Burleen headache tablets. For several days local druggists were deluged with enquiries for a package of the headache tablets and a premium free in connection therewith, but none of them knew anything about the article until one day a man who gave his name as W. H. Verch arrived in town and proceeded to call on the drug trade in the interest of his line of goods. His price for the headache tablets was \$9 a gross and he asserted that he ordinarily sold only five gross lots, but he liked Grand Rapids so well and received so hearty a reception at the hands of the trade that he very generously consented to reduce the quantity to two gross. How many Grand Rapids druggists took the bait the Tradesman has no means of knowing, but in all probability not less than twenty druggists were victimized by the swindler. The day after he left town the advertising ceased, and naturally the demand for the article ceased also. Mr. Verch very kindly guaranteed the sale of the goods and gave each purchaser a written guaranty, offering to refund the purchase price for the goods unsold at the end of thirty days. Those druggists who sent the goods back had the pleasure of paying the express charges both ways.

The man Verch appears to do business under the style of the Burleen Chemical Co. and he is entirely irresponsible, judging by the reports which the Tradesman has received from Albany. What part of the country he is working in at this time the Tradesman

has no means of knowing, but his scheme is certainly a good one and wherever he is he will undoubtedly leave a trail of disappointed victims behind.

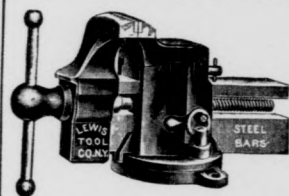
Who Is the Real Thing?

Lansing, Dec. 30—There is considerable speculation as to who has really been the State Dairy and Food Commissioner during the past two years. Commissioner Snow says he isn't it, although he draws the salary connected with the office—that the "power behind the throne" is Col. Bennett. The latter insists that his chief is mistaken—that the real thing is State Analyst Doolittle. The latter denies that he is anything more than his title implies and covertly insinuates that Deputy Heald is the responsible party. Mr. Heald indignantly asserts that he ought not to be held responsible for the inertia of the past two years—that he was placed on the staff by Governor Bliss because he carried Midland county for the Saginaw statesman and that he knows no more about food than a Hottentot knows about theology and doesn't care to. Those who are familiar with the workings of the department during the past two years assert that not one day in ten for which the State paid handsome salaries has been devoted to the exploitation of the work of the department.

Rust that keeps a man from catching any glimpse of what the great busy world around is doing will take the life out of any man. Climb up and peek over once in a while. Every one of us may get some good points from the man in the next town.

What the boy is fit for, not what the parents want him to do, is of the mightiest importance.

Low standards lead to ignoble manhood.



Machinists and Cabinet Makers
Solid and Self Adjusting Jaw Vises, Combination Pipe Vises, Pipe Tools, Iron Pipe, Valves and Fittings. Large stock. Prompt shipments. Our new Catalogue for the asking.

GRAND RAPIDS SUPPLY CO.
20 Pearl St. Grand Rapids, Mich.

The Livingston Hotel

Wishes its many patrons and friends A VERY HAPPY AND PROSPEROUS NEW YEAR.

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.

Grand Rapids Gossip

Cornelius Baker has purchased the grocery stock of Geo. W. Hall & Co. at 483 South East street.

Floyd C. Stevens, grocer at the corner of Cherry and Hollister streets, has sold his stock to A. J. Green.

John H. Fisher, for the past seven years connected with Phil Hilber, the Canal street meat dealer, has taken the management of J. Van Duinen's meat market at 605 Cherry street.

H. A. Snyder, of the former firm of H. A. Snyder & Co., of Pellston, which recently sold its general merchandise stock to Herbert D. Judkins, has engaged in the grocery business at that place, purchasing his stock from the Judson Grocer Company.

The Produce Market.

Apples—The market is looking up and stock is moving more freely. Fancy commands \$2@2.25 per bbl.

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

Beans—In a letter to the members of the Michigan Bean Jobbers' Association, Burdick Potter states that there is certainly a "silver lining" to the cloud that hangs over the bean situation today. He declares the prospects for dealers were never better than now and advises them to hold their stocks for better prices. Mr. Potter calls attention to the fact that beans to day are cheap, comparing their intrinsic value with that of other food articles. He states that high prices brought out the foreign stocks earlier in the season. A large amount of stock will be necessary for seed for the coming season. High prices will stimulate farmers to plant a large acreage and many thousand bushels will be sold for this purpose. Stocks in jobbers' hands outside of the State are low and everything indicates higher prices later on.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—40c per bu.

Butter—The tendency toward lower prices, predicted last week, has resulted in a drop of 1c on factory creamery, which now fetches 28c for fancy, 27c for choice and 26c per pound prints. Receipts of dairy grades are heavy, considering the season and the warning the Tradesman uttered last week will bear repeating again this week, as lower prices will surely rule in the near future. Dairy grades command 22@23c for fancy, 18@20c for choice and 16@18c for packing stock.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—17c per doz.

Chestnuts—\$5@6 per bu. for Ohio.

Cocoanuts—\$3.50 per sack.

Cranberries—Howes from Cape Cod are strong and scarce at \$3.25 per bu. box and \$9.50 per bbl.

Dates—Hallowi, 5c; Sairs, 4½c; 1 lb. package, 7c.

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

Figs—\$1 per 10 lb. box of California; 5 crown Turkey, 16c; 3 crown, 14c. Game—Rabbits fetch \$1@1.20 per doz.

Grapes—Malagas, \$5.25@5.75.

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, \$3.75; new Messinas, \$4.50.

Lettuce—12½c per lb. for hothouse.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Nuts—Butternuts, 65c; walnuts, 65c; hickory nuts, \$2.35 per bu.

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

Oranges—Floridas command \$3.25 per box. California Navels, \$3.25; California Seedless, \$2.75.

Potatoes—The market is without particular change. Local dealers meet no difficulty in obtaining 50c.

Poultry—Live pigeons are in active demand at 60c@\$1. Nester squabs, either live or dressed, \$2 per doz. Dressed stock commands the following: Spring chickens, 11@12½c; small hens, 10@11c; spring ducks, 12@14c; spring turkeys, 15@16c; small squab broilers, 14@15c; Belgian hares, 8@10c.

Radishes—30c per doz. for hothouse.

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.

The Grain Market.

Wheat has been neglected in the general markets. The usual holiday dullness has prevailed, with the exception of one large line which was dumped today because the holder was weary of holding on. While receipts are falling off at initial points, the visible was only 862,000 bushels increase. Wheat is dormant, at least for the present. The year ends rather easy. Opinion, as usual, is divided as regards the future price of wheat. While the bear clique claim a large amount is being held back, it is hardly tenable, as cash wheat has been at a premium over future. The wheat has been rushed to market to reap the benefit of the cash premiums. Argentine still reports wet weather, which is deteriorating the quality. Our exports are holding up fairly well, so we see no reason to lose faith in the present price as an advance may come along.

Corn has flattened out at the close of December. While the long interests were looking for better prices, there was enough cash corn on the market to fill the demand, which was thought impossible one month ago. However, there are no large amounts accumulating in the elevators, but prices will probably remain around present values, 43½c for May options and about 45c for cash.

Oats are strong, as the visible showed a decrease of 959,000 bushels. The demand seems to be larger than the offerings. The present high price will remain for some time to come.

There is a trifle better demand for rye, but only for choice quality. While prices are strong, no advance can be recorded.

Beans are steady, all being absorbed as fast as offered. Still, prices are so high as to curtail consumption and we look for lower prices.

Flour remains very steady, with no shading, especially as wheat prices remain at present level.

Mill feed is as strong as ever. The demand more than equals the supply. Should present weather continue, we look for an advance of at least \$1 per ton.

Receipts of grain are below normal, being as follows: wheat, 66 cars; corn, 3 cars; oats, 9 cars; flour 6 cars; potatoes, 9 cars.

Mills are paying 75c for No. 2 red wheat.

I wish all a happy and prosperous New Year. C. G. A. Voigt.

H. J. Schaberg, dealer in groceries, Kalamazoo: I enclose herewith the sum of \$2 to apply on my subscription for your valuable paper, the Michigan Tradesman. I also wish to extend my hearty congratulations in behalf of the Kalamazoo Retail Grocers and Meat Dealers' Association, upon the rapid success of your paper and most sincerely trust that it will achieve a splendid success in its new home.

The Grocery Market.

Sugars—While the undertone of the raw sugar market is firm, business has been very quiet during the past week. Refiners assumed rather an indifferent attitude, being quite well supplied with raw sugars for the present. Holders, on the other hand, showed no anxiety to sell, having only small stocks on hand and these they are not anxious to dispose of at present prices. Quotations for refined sugar remain unchanged. The market, however, is rather dull, there being very few orders placed. Dealers seem to be fairly well supplied and, in view of the holiday season and the usual stocktaking at the end of the year, are not willing to make additional purchases.

Canned Goods—The canned goods market is exceedingly uninteresting. Prices, as a rule, are unchanged, but sales are very few. The holiday season is usually a dull one for this line of goods and no surprise is expressed at the present condition of affairs. It will not last long, however, as after the beginning of the new year a considerable activity in this line is looked for. There is a moderate demand for tomatoes, but with no change in price. Dealers apparently have sufficient stocks to meet their present needs and do not display much interest in this article now. The consumptive demand for corn is fair, with no change in price. Peas show no change, but remain quiet for most grades. A little activity is noted in the better grades, however. Stocks of small fruits are exceedingly light, otherwise there might be a number of good sales, as there is a very good enquiry. Stocks of salmon show considerable decrease under a steady consumptive demand. Prices show no change. Sardines are held very firm, both for oils and mustards. Stocks are light and demand is very good.

Dried Fruits—Trade in dried fruits continues good, although not quite up to previous seasons. The large sizes of prunes are still in great demand and are very firmly held, but there is a slightly easier feeling noted in the small sizes, which are in such liberal supply. Raisins show no change, but meet with a very good trade. The supply is moderate and considered sufficient for all present needs. Currants show no actual change in price, but the market is firm, with good demand. Peaches and apricots continue quiet but steady, with a slightly firmer feeling on apricots and with only a small stock on hand. Dates are very firm and meet with good demand. An advance on this article is looked for very soon. Figs are rather dull just at present, but prices show no change. The evaporated apple market shows no change in price, but trade at present is very quiet. Stocks on hand are fair and small lots continue to come in from the dryers, but there seems to be but little first-class quality offered just now, but plenty of the poorer grade is offered for sale.

Rice—Trade in rice at present is rather quiet although prices are firmly held and no concessions are made. Buyers generally have withdrawn from the market until after the turn of the year. Offerings are light, due to small stocks. Advances from the South report that the mills are turning out a large percentage of the commoner grades, but the better grades are in small supply. Molasses and Syrups—Trade in molasses is rather quiet just at present, but the market is in a healthy condition and a better demand is soon looked for.

There is a good trade on corn syrup at unchanged prices.

Fish—Trade in fish is of moderate volume at full quoted prices. Mackerel remains unchanged, but with prices firmly held. There is a very good trade in halibut at previous prices.

Nuts—Trade in nuts is somewhat slack, as compared with the last two or three weeks and prices show an easier tendency. Walnuts and almonds remain quite firm, but filberts are considerably easier, due to very large supplies. Peanuts are firmly held and meet with good demand.

Hides, Pelts, Tallow and Wool.

The hide market remains somewhat unsettled. The drop is not catching among dealers. They find the stock hard to move and, in fact, it does not move freely. While there are many bids or orders to fill, dealers claim they can not get the hides. A firmer feeling is manifest.

Pelts are fairly plenty and taken by pullers as fast as offered and at fair prices. There is no accumulation.

Furs are still active on a good demand, with a strong advance on some kinds. Buyers are active, it being too late to put the stock in London January sales.

Tallow is weak and offerings are fully up to the demand. Soapers are closing up the past year's business and are not anxious buyers and tend to club prices down.

Wools remain strong at seaboard, with a fair trade. Values tend upward, while it is difficult to obtain more money for the stuff. The outlook is and has been for higher values, which do not materialize. It is hoped that more activity will prevail after the holidays. Wm. T. Hess.

Would you believe it? There are people in Spain who regret that in 1898 Uncle Sam contented himself in seizing Cuba, Puerto Rico and the Philippines. So badly has Spain been governed and so little hope is there of any improvement, that it is regarded as a public misfortune that the Americans were satisfied with a few Spanish islands. The writer of a book on Spain who gathered his materials there since the war, says he was assured that Barcelona had declared that if our fleet should appear not a gun should be fired, but the harbor would be open and a welcome extended. In fact, many said, "Why did you not send your fleet to Spain and deliver us from our wretched government? We like you better than any other nation."

Cultivate the art of fitting into any position you may have to fill. It is idle to expect the world to fit itself to your sharp corners; you must fit yourself to it.

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

Piles Cured

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

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

MADE ONE SALE.

But Lost the Future Trade of an Old Customer.

Written for the Tradesman.

Uncle Hiram Oatstraw always went to town when Saturday came to do his trading. His good wife, Mary Jane, made the rounds and gathered all the eggs in the forenoon, put the butter in shape for marketing and made out a list of the things needed from the store. After dinner was over, the hens fed, the cattle watered and the hogs swilled, the old man would hitch up his drivers and put the butter and eggs in the buggy. Then he would give the nags the word and, with heads erect, the team would generally dash down the road at break-neck speed.

Uncle Hiram had traded at the same store for many years. It was the corner store in Marshville, one of the largest places in town, and the proprietor's name was John Jones. Jones had a reputation for square dealing that was hard to beat in those quarters. His store had been a model of neatness for many years, his clerks were well drilled in the art of treating customers in that friendly manner that always wins, and when it came to business Jones did more than any other store in the place. On Saturdays his place of business was always surrounded by the rigs of farmers who had come to town with stuff to sell. Jones always paid a little more than his competitors.

On the day in question Uncle Hiram drove into Marshville with his buggy well filled with butter and eggs—more than he usually brought, because Mary Jane had planned on making numerous Christmas presents which would require numberless things that are generally found in dry goods stores. Then, too, Uncle Hiram wanted a new overcoat and the kids needed some new shoes. As he swung around the corner by the store a neighbor called to him and asked if he had heard the news.

"What news?" replied Uncle Hiram.

"Why, ain't you heard 'bout the latest change? Well, now, that's a mighty queer."

"What's a mighty queer?"

"Why, that you hadn't heard that Jones hez sold his store."

At this stage in the conversation Uncle Hiram looked over the tops of his glasses in a way that denoted great surprise.

"What, do you mean to say that John Jones has sold his store? Well, I'll be blowed! Didn't think John would ever sell out. He's always had a good business here. What made him git that notion into his head?"

"Dunno. Heerd it wuz the wimmin folks. Folks say they want ter move ter town where they kin take in the op'ry an' see the street cyars run."

On further questioning Uncle Hiram learned that a gentleman from the city had come on to take the store and that Jones had decided that he had made money enough to entitle him to a good rest and a chance to see the world. The new proprietor had imported several new salesmen who had been doing duty in town. It was said that the new people were going to turn things upside down in Marshville mercantile circles and that it would be but a short time before all the other fellows who had never had an opportunity to learn the ways of city merchandising would be driven from the field by their new rival.

Uncle Hiram went inside with his butter and eggs and had the pleasure of seeing them taken care of by a new

clerk, who wore a high collar and parted his hair in the middle. After this was attended to and he found out how much he had coming he told the young man what he wanted. He thought the first thing he would get was the overcoat. And so they went to the clothing room to look over the stock.

Now Uncle Hiram was a man well to do, as the world goes, but he had a faculty of appearing to disadvantage. He was no good when it came to "fixing up." The hayseed seemed to stick out all over his tall form as he walked down the long store behind the clerk. The young man had noticed his bucolic appearance as he entered the place, and as they passed another clerk these two salesmen exchanged winks.

"Here's the coat you want," said the young man, as he pulled a hand-me-down from the top of a pile that had been placed in a dark corner of the room. "This is a dandy, and don't you forget it. Look at that cloth. Ain't that great? That's the kind all the leading men are wearing in New York. It's strictly the proper thing."

"I don't egsactly like the looks of that coat," answered the old man as he felt of the goods very carefully. "Seems to me as if it's a kind of shoddy stuff."

"That shoddy? Well, I should say not! That's the exact thing you have been looking for. That will last you a lifetime."

Finally Uncle Hiram was jollied into taking the coat, which was a poor excuse, made to sell but not to wear.

And when they came to the dry goods department the young man took particular pains to sell the old gentleman everything he didn't want. In several instances he raised the price, so that when he came to go he was owing the house something like fifteen dollars.

"Well, now, that does beat the Dutch!" he exclaimed when he paid for the goods. "I didn't think it would come to all of that. I ain't no hand to kick, though, and mebbe it's all right."

When Uncle Hiram left the store the clerks nudged each other in the ribs and many were the comments made on his seedy appearance. The young man who had waited on him drew himself up to his full height and assumed a look of great importance, as though he had accomplished something worthy of praise.

Uncle Hiram, however, was not feeling so good. As he rode home he thought the matter all over and came to the conclusion that he did not like that clerk and that he would steer clear of him in the future.

"I don't know's I've got any reason to complain, but there was something about that fellow that makes me feel creepy," he mused as the horses trotted rapidly down the road. He kept thinking about the matter and arrived home almost before he knew it.

As was usual with her, Mary Jane was waiting for him with a pleasant smile on her face. But when she came to examine the goods her husband had bought, a change came over her countenance.

"Where'd you get these goods, Hiram Oatstraw? I never saw such stuff. You've been trying some other store this time and I know it. You've been buncoed, that's what you have!"

Then he told her what had taken place at the corner store in Marshville, how the clerk had acted and all. And when they had discussed the matter over and over again they came to the conclusion that they would try another store next

time. And they did. Hiram Oatstraw bought many goods in the course of a year, but from that date he never traded a cent's worth with the people who buncoed him because he carried the look of a hayseed.

Raymond H. Merrill.

Ray of Sunshine in Janie's Life.

The episode of a broken doll which happened on a Lyon street car the night before Christmas proved to be a blessing in disguise—at least to Janie—because it resulted in her finding a friend who has proved to be as prodigal in her eyes as the Santa Claus of early childhood. A gentleman who witnessed the accident to the doll and who was angered by the indifference of the woman who was the innocent cause of the trouble and touched by the grief of the man over his loss quietly followed the unfortunate father to his humble home in a thickly settled district, beyond the Fulton street cemetery, subsequently knocked at the door and gained admittance to the house on the pretext that he was taking the school census. He made the acquaintance of the little cripple and readily obtained from her a description of the doll she had so long coveted. The present was purchased that evening and delivered at the house the next morning, together with a basket of provisions, which enabled the family to spend the merriest Christmas they had enjoyed for many a year. On New Year's day Janie will receive a sled, bright as paint can make it, and in the meantime a doctor has interested himself in Janie's case, at the request of the gentleman who first made her acquaintance in the capacity of census taker, who believes he can relieve her lameness and restore her health without

resorting to the use of the knife. Janie is naturally in high glee over her new-found friend and the possession of her flaxen haired doll, and the roses are beginning to come back to her cheeks and the brightness to her eyes in anticipation of the better times which are evidently in store for her and her family.

Why He Couldn't Go.

Little Mary was discussing the great hereafter with her mamma, when the following ensued:

"Mamma, will you go to heaven when you die?"

"Yes, I hope so, child."

"Well, I hope I'll go, too, because you'll be so lonesome."

"Oh, yes, and I hope your papa will go, too."

"Oh, no, papa can't go; he can't leave the store."

A man's worst enemy is generally himself, but a woman's is her "best friend."

Postal Scale \$1.00

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

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



Write for 1903 catalogue.

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

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

Dec. 31, 1902.

MR. MERCHANT,

DEAR SIR:

We wish you a Happy New Year.

Don't buy Valentines until you see our line.

That is about all for this year.

Yours Truly,

THE FRANK B. TAYLOR COMPANY.

OPPORTUNITIES

Presented by Christmas Which Should Be Followed Up.

Written for the Tradesman.

This is a poor time to discuss Christmas, so far as it relates to Christmas trade. The Christmas season is past and this article is not intended to tell what should be done when the time to do it is already gone by. It is intended rather to urge the merchant to make the most of his opportunities that are developed by the Christmas season. They are many and varied.

There is more to be considered in the Christmas season than the temporary profit that results from Christmas sales. That season more than any other, serves to bring to the store new custom and, now that the festival has gone by, the problem, important one, which presents itself to the merchant is the one of holding this business that has come to him by means of the great annual holiday. Christmas brings to the store many strangers, and this is true of the men more than the women. It is not because the men are shrewder buyers, but because, when it comes to a question of purchasing Christmas gifts, the poor souls are more or less at sea. When it comes to the purchase of ordinary articles, a male customer does not look far; but at the Christmas season the student of human nature will find him traveling helplessly from counter to counter not knowing what he wants, but hoping that something will be presented to his eyes that will instantly appear to be the proper thing.

It is to be hoped that the merchant and his clerk have made the most of this opportunity to catch the male trade and hold it. A man may come looking at perfumes and thereby you may be able to capture his cigar trade or something else that will contribute to your receipts.

Man as a purchaser is much different from woman. He is more loyal than woman. Take, for instance, his cigar buying habits, for it is a good example because of the large proportion of men who indulge in the luxury of the weed. He may smoke nothing but one brand and that brand may be kept by every store on the street, yet this man has fixed in his mind one store, one cigar case and one particular box from which these cigars may be obtained and he will pass long rows of stores where he might make his purchase to reach that one store, one cigar case and one box.

This very loyalty of the male purchaser makes the problem of holding his trade, once it has been presented to the merchant through the transitory necessity of the Christmas season, all the more difficult. The problem is one that the merchant will have to work out largely for himself from his knowledge of the man and his preferences. These remarks may be of little interest to the merchant who does not attempt to build up his trade, but who depends upon the sales of to-day to make possible the business of to-morrow. That system may be good, but it is not the best, and it is the merchant who cultivates the commercial friendship of his customers who wins the largest degree of commercial success.

While all merchants do some advertising, of course, many do not depend upon newspaper advertising alone for publicity. That is never sufficient. Many merchants use some sort of a follow-up system, either such as is in ordinary use, or one of their own designing. The motto of the follow-up

system as it is practiced in large cities is the one word, Persistence. There are many small merchants in the small cities, however, who are using a follow-up system and do not know it. The country merchant who follows up Mary's measles, or John's grippe, or displays an interest in the simple affairs of his customers, is using a follow-up system that is bound to bring results. It may be that some merchants who display this intimate interest in the affairs of their customers are not inspired entirely by the desire to aid their business, but are really anxious to know. However that may be, the effect is good. In some villages the local merchant takes the place of a newspaper—and fills it almost as well.

I have been a great advocate of the idea that every day in the year should be Christmas and have often urged that there should be three hundred and sixty-five Christmases where now there is only one. Although I have advocated this for some time, I have as yet observed no holiday rush in August; but I speak of it because the merchant may want to make use of the idea in his advertising. It is my custom, when the thought suggests itself and the change is available, to take home to the little Fredericks a gift now and then regardless of the season. If the merchant could in any way educate his trade to do the same thing, it might be possible in February or March to move some of the remnants of Christmas that otherwise would remain over the year without possessing selling quality while still being taxable.

There is one little thing about the past Christmas season that ought not to be necessary of mention, but much observation in previous years has made it seem wise to give speech; and that is the necessity of brightening up your advertising space now that Christmas has gone by. The advertiser should make his advertising allotment in the newspaper as newsy as the newspaper itself if he would obtain the best results therefrom. When the holiday season is past do not neglect the opportunity to create a new interest in your store that will prevent the almost inevitable slump in buying after the holiday season, and take advantage of the opportunity which the Christmas season has brought to you in the making of new friends and the retention of old ones.

Charles Frederick.

Mistakes Are Valuable.

The trouble with the man who never makes mistakes is that he does not know a mistake when he makes one.

He who never makes a mistake never makes anything.

Get wise when you make a mistake; the only crime in making a mistake is making the same one twice.

Wise men make mistakes; fools continue to make mistakes.

Dead men never make mistakes.

The man who learns life's lessons without making mistakes is getting his tuition at reduced rates.

A thought of one's own mistakes will soften criticism of others' mistakes.

Wanted to Know.

"Is this a first-class tonsorial parlor?" asked the stranger in town.

"Yes, sir," responded the barber in the striped coat.

"Well, do you shave with or without?"

"With or without what, sir?"

"Conversation."

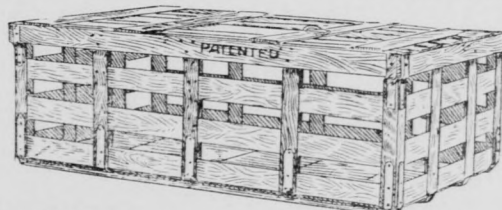
Every candid man must occasionally admit that the churches would have a hard time getting along if no one gave more than he did.



Increase your trade and make your store more attractive by using our glass display jars having beautiful aluminum covers. It is very important that you display all edible articles in a neat, tasty and attractive manner. Our glass jars will do the business. None like them on the market. All up-to-date grocers and butchers should have them on their shelves and counters. Write for our price list and circular. Special prices while this present lot lasts, so hurry.

Kneeland Crystal Creamery Co.
72 Concord St., Lansing, 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.

TO OUR TRADE

We extend a Merry Christmas and a prosperous New Year.

H. M. REYNOLDS ROOFING CO.
Manufacturers of Ready Roofing, 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

Little Giant
\$20.00
Soda Fountain

Requires no tanks or plumbing. Over 10,000 in use. Great for country merchants. Write for

Soda Water Sense Free
Tells all about it.

Grant Manufacturing Co., Inc.,
Pittsburg, Pa.

ESTIMATES

Cheerfully given free on light machinery of all kinds. Prices right. Models for patents, dies and tools a specialty. Expert repair men always ready for quick work. Let us know your wants.

John Knappe Machine Co.
87 Campau St. Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

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

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY • • DECEMBER 31, 1902.

STATE OF MICHIGAN)
County of Kent) ss.

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 24, 1902, and saw the edition mailed in the usual manner. And further deponent saith not. John DeBoer.

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

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

NEW YEAR'S RESOLUTIONS.

Time began with creation, human existence with Adam, it became interesting with the advent of Eve, but it is hard to tell when the record began and they first commenced to count the years. No one knows the exact beginning of New Year's day celebrations or New Year's resolutions. Whenever our ancestors inaugurated the custom they did a good thing and it has been observed year after year ever since, to the great advantage and benefit of mankind. The New Year's resolution has many and manifest uses. As one of its direct results the world is growing better as it grows older and some day when the millennium comes the human family will be as happy as its first ancestors ever were in the garden of Eden.

The year just closed must be regarded as a year of advancement. The good deeds have outweighed the bad ones. Civilization has been shocked by awful crimes, but it has been cheered by great benefactions. The New Year finds the Great American Republic at peace with all the nations of the earth. Its achievements in the past give confidence in addressing the problems of the future. Our prosperity is so abundant that we can not fully appreciate it. In other lands where crops are short and industries are declining, the American situation is viewed with feelings akin to envy. Americans have come to regard good times as their special prerogative and to forget the fact they are due to rare advantages. These advantages are now nearing the climax of their development, and it behooves Americans to hold fast to all those elements which have contributed to the attainment of the supremacy they now enjoy. Unless the reign of the walking delegate is checked, the country will be compelled to face an industrial decline which will be as humiliating as England has been compelled to undergo. As citizens, Americans should resolve during the

coming year to manifest a deeper interest in public affairs, to secure the nomination and election of the best men to educate the worker that no temporary advantage can recompense him for surrendering his manhood and independence to the walking delegate, to advance the interests of the community in which their homes are located, as well as the interest of the nation to which all pledge allegiance.

Men and women owe duties to themselves as well as to society and the State. The higher good of the race can only be realized as the individual progresses toward higher development. It is well on New Year's day to consider whither we are drifting. Too many are thoughtless of the direction in which the currents of their lives are carrying them. Some there are in danger of shipwreck unless they change their courses. New Year's resolutions are not foolish. They need not relate solely to personal habits, but may include personal aims and ambitions. Any time of year is a good time to get started toward a desirable goal, but custom has made New Year's day an especially fitting time, and if the children of Adam and Eve ever attain an environment as ideal as that of the Garden of Eden, it will be in large part due to the practice of adopting good resolutions on the first day of each recurring year.

The ministers of some of the churches of Hamilton, Ohio, are coming in for a good deal of favorable comment in regard to their action in refusing to recognize Santa Claus as a feature of this year's Christmas entertainments. In this, both those who favor the action and the ministers themselves seem to have made a great mistake. They have forgotten the days when poor old Santy was a welcome visitor to the paternal roost through the medium of the chimney; they have forgotten the howls of delight with which they themselves greeted the wonderful objects crammed into their stockings, and in their lapsus they fail to appreciate the warmth of love towards themselves which prompted their parents to keep up the fiction. The objection to the poor old chap is on the ground that he is a relic of pagan days. His extraordinary longevity is such as to put him out of the fold in these days of lack of sentiment on the one hand and materialism on the other, but in refusing Santy admission to the Hamilton entertainments the fact has also been forgotten that the very festival of Christmas is also a relic of times when the world knew not the Savior; a relic of primitive religious rites, the primal significance of which has been lost, or rather blotted out, under the weight of peace and good will toward men conveyed by the message of Christianity. If the personality of Santy is to be doomed on the ground of his being a pagan survival, the very foundation of the festival of Christmas might also be attacked, Easter, with its glorious promise to mankind, relegated to the back numbers of ancient superstitions, and the very ending to the prayer which the suppliant offers up to his Maker be eliminated. These are not the only items which an unthinking age might attack with no one to say nay to the carpenter and iconoclasts. The ministers of Hamilton seem to have forgotten all these things in their attack on old Santy, but it is a blessing to think that the great majority—and the majority rules in this great country—is at the back of the dear old pagan, and will aid and abet him in bringing the tidings to multitudes of the little ones.

THE EDUCATIONAL WORKSHOP.

A noted writer on industrial topics predicts that the workshop is soon to become an important factor in popular education, a rallying place wherein men and women shall grow in mind and character as well as in manual skill. Something of this kind existed in the Middle Ages, when men toiled not for the sake of material reward but for pure love of their work, inspired by a high desire to create beautiful objects or to hand down to coming generations useful articles of sound and honest workmanship. The revival of old handicrafts is to-day spreading throughout the civilized world. Due in part to the reaction against the slipshod and conscienceless methods of machinery and union labor, it is nevertheless also attributable to the genuine delight experienced by intelligent people in seeing artistic forms, designed for actual use, growing beneath their hands, and the joy of feeling that one is making a substantial contribution to the world's products. This joy is denied the workmen or mechanic whose participation in manufacture is merely to assist in feeding a monster fashioned of iron and steel or to put some hasty finishing touch to something that is tossed out, ready made, by a series of monsters who stamp and shape and mold and put together with a speed and power far exceeding human muscle, but who are nevertheless insensate drudges, knowing no honor in their toil, incapable of discriminating between good and bad material or of putting the stamp of individuality upon their productions.

The workshop has already been brought into the school. Manual training for girls and boys is dividing honors with purely intellectual studies and is proving the salvation of the restless and quick-witted pupil as well as the dull and plodding. Wood carving, cabinet-making in all its branches, plain carpentry, forging, with fancy ironwork, casting, modeling, patternmaking and other trades which lean toward art and offer possibilities for artistic development, are taught under the same roof with drawing, designing, engineering and architecture, on a solid foundation of the elementary English branches, and the combination has been found a blessed thing for the student. The truant officer has little to do around the manual training schools. For a pupil to willfully absent himself is something rarely known; more often the desks are overcrowded, and a long list of applicants waits for admission. The demand for opportunity to gain a sound education and at the same time acquire some useful handicraft far exceeds the opportunity. The schools themselves have not as yet attempted to cover anything but a limited province. Engraving, etching, bookbinding, leather work, lacemaking, the vast field embraced in pottery manufacture, the finer work in metals—all these and many more of the most important and fascinating of the industrial arts, have scarcely been introduced. Some of these are by their very nature debarred from being made subordinate to any educational system.

Here, then, it becomes necessary for the workshop or factory itself to take the initiative in the educational course, if it would keep pace with the times and raise the status of its workers and make its products notable for their beauty and excellence. William Morris recognized this and, by offering every incentive to his men, toiling beside them and sounding ever in their ears

the watchword, "Never let your work drag you down; lift your work up!" turned our furniture and draperies which were eagerly sought by people of taste throughout civilized lands, while he developed a guild of workmen so wise and patient and true that they were held in high esteem throughout the United Kingdom, for to be known as one of William Morris' men is a little better than a patent of nobility. In this country noble experiments are being made along the same lines. Congenial surroundings, good sanitation, comforts and conveniences, fair wages, courteous treatment, must first be secured the workers, else the attempt at moral and mental elevation becomes a burlesque and a sham. Into factories where these conditions exist reading rooms and libraries have been introduced; helpful lectures are occasionally given to employees; profit-sharing is being tried on a limited scale; substantial inducements are held out to workmen to study out inventions or devices which shall cheapen or improve the processes of manufacture. Every incentive is offered to those capable of advancing themselves by study and application.

Men and women who found establishments for the development of the old handicrafts are usually possessed of education and originality, as well as independence of character, so that association with them and the little company they draw around them is in itself an educational experience. Of far greater importance, because it affects the masses of population, is the action taken by great manufacturers in encouraging and helping on the education of their employees. When it becomes generally understood that sobriety and a pacific disposition, two most important qualities in the workman, lie along the road to a higher intelligence and extended opportunity, employers will be swift to imitate the example of those who are unselfishly striving to make the workshop something more than a treadmill for those who must spend their lives in it.

There is occasion for general rejoicing because the eminent physicians in charge of Johns Hopkins Hospital at Baltimore say that there is no danger that ankylostoma will spread in this country. The patient who has it there is the walking delegate of an English sailors' union. Although his brother died of it, this case is recovering. The other name and the one better understood than ankylostoma, is the "lazy disease." If Johns Hopkins Hospital doctors could really give some positive and absolutely certain assurance that laziness would not spread in this country, there would indeed be occasion for general rejoicing. Judged by appearances and the unpopularity of work, one might almost think that the uncinari dunderalis was a parasite infecting a great many people who somehow keep out of hospitals. It will on the whole be better to continue to regard laziness as a vice rather than a disease.

What has been your overtowering ambition in the year just ended? To see how many dollars you could get together? Then you have missed the best of life. Dollars in themselves are absolutely worthless. Life is making the most of everything we have, time, talents, heart—everything, and that takes in the dollars, too.

If the boy is not up and doing he will soon be down and done.

A Solution of the Fuel Situation

Fully Guaranteed.

Money refunded if not satisfactory.

Price \$3.75.



There is no reason why it should cost any more to heat your house this year than during previous winters. A ton of coal costs more money, but

Burton's Fuel Economizer

attached to a stovepipe will reduce your fuel bill

25 to 50 per cent.

and heat additional space. Used with any kind of fuel. Cannot become clogged with soot. Write for catalogue J and testimonials.

DEALERS—Secure agency for your town at once.

The Fuel Economizer Co.
160 W. Larned St., Detroit, Mich.

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.

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

E. Bement's Sons

Lansing Michigan.



The Good Sense Oscillating Bob Sled

Number	Size of Runner	Width Between Bolster Stakes	Width of Track	Weight	Code Word
2	1 7/8 x 4 1/4 x 6 feet	3 feet 6 inches	44 inches	400 lbs	Stive
3	2 1/4 x 4 1/2 x 6 feet 5 1/2 inches	3 feet 6 inches	44 inches	550 lbs	Stoat
4	2 3/8 x 4 3/4 x 6 feet 7 1/2 inches	3 feet 6 inches	48 inches	620 lbs	Stocky
5	2 3/4 x 5 x 6 feet 11 inches	3 feet 6 inches	48 inches	700 lbs	Stoic

We can, if desired, make the track 38, 40, 42, 44, 48 inches. For hauling heavy loads over rough ground this sled has no equal. The material in this sled is the very best obtainable from the famous forests and mines of Michigan, selected to best suit the purpose for which it is intended. Very thoroughly and strongly ironed. The runners are plated full length; the ends of the beams are ironed so as to prevent splitting. The bolster stakes are of iron and will NEVER WORK LOOSE.

Clothing

Fads and Fashions Which Will Prevail Next Season.

In looking over the designs of styles prepared for the tailoring trade for the spring and summer of 1903, we find some interesting features, the more interesting because they are practically identical with the designs prepared by those who make the fashions for the best clothing manufacturers in this country.

The first garment that will attract our attention is the short top coat. We find several of the leaders will make them very short and very boxy, fly front, of course, and with an outside breast pocket set at a slight angle, although some of them will be more acute. Rows of stitching around the cuffs and the bottom of the coat give it a pleasing finish, and this will, no doubt, be one of the most popular designs for the season. There will also be the longer and more moderately-shaped style, but both of these made from covert cloths, including the tans, olives and Oxfords. It is stated that we are likely to see as many Oxfords and as many roughish-faced fabrics, including vicunas and similar fabrics, as of the old standard tan coverts.

Another coat that will be extraordinarily popular is the longer coat, knee length. Many of these are made without the outside breast pocket, practically straight and quite plain.

Another coat that we are bound to see this coming spring is the "Cravenette" or long rain-coat. For the warmer weather it is likely to supersede most others for evening wear, both ordinary and over dress clothes.

A glance over the sack suits does not show any very striking contrasts to the suits worn last spring, although the extreme peg top variety of trousers will be far less marked. The best tailors are not making these now, and we may look forward to considerable change in this effect. We will have with us the two-button double-breasted style with the lapels cut long and narrow, and we will also have the three-button double-breasted sack. The opening of both and of the waistcoats will be lower than formerly, but beyond this there will be little change. The more staple styles of three-button double-breasted and four-button single-breasted sacks will remain with us, but cut with a deeper opening. We will see no more of the extremely tight military styles, although the shape of the coat will follow in a pleasing way the form of the wearer, but we will also see many straighter styles of moderate length.

For this winter and for next spring we shall see a good many fancy waist coats on the street, but of extremely mild patterns. In fact, the majority of fancy waistcoats worn by men of taste will be perfectly plain, and confined largely to Irish ducks or canvas, in plain tints.

Perhaps it will seem like taking a jump backward to begin with overcoats now, after talking about spring and summer clothes, but the foregoing was only a bit of matter that struck me as an interesting forecast of next season's styles, but I am far from through with the present season, which has really just begun. The horse show was practically the beginning of the winter styles for the smart set and although the weather was quite mild it was a significant thing that there were many fur-lined and fur-trimmed overcoats worn by the men over their evening clothes. This is a style that has not been in good favor for



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

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

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

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

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

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

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.

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



The Imperial System Lamps

1250 Candle Power

700 Candle Power

Send for catalogue.

Do not break mantles.

Anyone can operate them.

They have the

"Imperial" Generators.



Imperial Gas Lamp Co.

206 Kinzie Street,
Chicago, Ill.

some little time, perhaps owing to the many strenuous articles which appeared in the newspapers and elsewhere, in regard to the unhealthfulness of furs in this climate. This may not be true if one uses discretion in the wearing thereof, but nothing can be too warm for comfort seated in an automobile and drifting along at the rate of about a mile a minute with the mercury anywhere from the freezing point to zero. The precaution a person should take when he has the good fortune to own a fur-lined overcoat is to take it off the moment it becomes unnecessary; do not wear it when the weather is mild and do not under any circumstances keep it on in the house or during any time except when it seems to be necessary.

The trouble with most of us is that we lead such strenuous lives that our clothing has too small a part for our consideration. If we would dress according to the weather each day we would be more comfortable and keep in a more healthful condition; as it is with the first cold weather we don our heavy overcoat, heavy underwear and heavy suit, then keep them on until the warm weather of spring reminds us that it is time to assume lighter apparel. To carry this a bit farther or carry out the natural order of things from a hygienic point of view it would be necessary for us to have several different weights of overcoats and underwear, changing to suit the varying temperature from day to day. Some of the newest overcoats are rather brilliant in their effects and for this reason will be worn only by men who can afford to discard them when they are out of style, which will surely be before the end of this season and perhaps before that time. Some of the fancy patterns are very neat and a pleasing change from the long-continued run of Oxfords, blues and blacks. One of them is a black and gray herring bone pattern, another a pleasing pepper-and-salt style.

The "wing" collar has become a prominent feature this season, not only in the haberdashers' stocks, but on the street as well, but with it this season is being revived the "poke" style of collar, but in even a more exaggerated form than we used to see it. The points are made very high, and protrude in a very decided manner.

The reindeer skin glove will have a more prominent place than ever in the well-dressed man's wardrobe. It is made from undressed skins in every shade of gray and tan, but in spite of the great wearing qualities and general usefulness of the glove, it is too expensive for the masses, and will undoubtedly continue to be what may be termed the swell glove. The heavy dogskin glove, however, which retails at from \$1.50 to \$2 in the best grades, saddler stitch, will be a popular good glove. These come in both the reddish and regular tan shades, both being well liked.

The habit of wearing a glove turned down at the wrist until cold weather continues, and even then many men affected this style. The original reason for doing this is lost sight of, as happens to so many fads, and that was the cooling of the wrist. During cool weather certainly an excuse of this kind could not be made, but the fad continued. Some went so far as to wear a glove finished on the inside as far as it would be likely to be turned down, but this was carrying the matter to excess, and I do not think it will ever become particularly popular.

The latest novelty in evening clothes

that I have seen is a double braid down the outside seam of the trousers, but to my mind this in bad form; in fact, perfectly plain trousers as well as a plain coat and waistcoat are far preferable and in better taste. I shall have my new evening suit cut in much the same style as a year ago, but the trousers will be tighter over the thighs, and gently tapered from the knee down; beyond this there is practically no change, except in very minor details from a year ago.

I have seen, with considerable regret, a growing tendency to wear the dinner coat at more formal functions, and at places where ladies are present. Of course I do not undertake to be a dress reformer, neither do I admit that I am an old fogy, but I do claim that it will be very agreeable to me to see the dinner coat kept in its place. That is what you might call a negligee evening costume for men at the club or such places where men alone go, but to-day we see them worn to the theater by men who accompany ladies, we see them worn out to formal dinners with black ties, in fact, we see them practically everywhere that the full evening dress coat is worn. Custom, no doubt, sets the fashions and can say "yes" or "no" to any styles, and the men who are responsible for this condition are the ones who set the fashions, so it is useless to argue against the matter. The Tuxedo is taking the place of the full-dress suit, and it is not hard to predict that the time is near at hand when the full-dress coat as it is now known will be a thing of the past. There are certainly many arguments in favor of this, and none better than the fact that the Tuxedo is an exceedingly comfortable garment, and a man may appear more at ease while wearing it than with the other style of dress coat.

Small Boy For His Age.

The druggist leaned over the counter and asked the little girl in the soiled gingham frock what she wanted. She handed him up a crumpled note, which read:

"Give the girl a dose of quinine for an eight-year-old boy in a capsule."

"Say, you tell your mother she wants to get that kid into a museum without delay," remarked the druggist, as he filled the order.



(This is a picture made from a photograph of our mill located at Silver Reef, in the Harrisburg Mining District, Washington County, Utah.)

We have an Investment for you. It is a business proposition, not a mining scheme to sell stock. We have real working property, not a mining venture as the term is usually applied. Property consists of eleven mines, three water power mill sites and a five stamp mill. Ore on our mill dump to-day is bullion to-morrow.

We have property that is actually worth more than double the amount of our capital stock. Don't pass this by, but be interested enough to write for further information. Address

BRUNDAGE MINING & REDUCTION CO.

Williamson Building, CLEVELAND, OHIO.

An Honest Tale Speeds Best Being Plainly Told.—Shakespeare.

January is just the right time to look through our line; have more time.

Over 325 alert merchants of Michigan have seen it, liked it and bought it and we

Should be pleased to add your account to our list of customers. Can we?

Every one says: "My, it is so different from the old lines we see."

Positively, people like a change even in Hats, Caps and Straw Goods.

Hats! Yes, sir, we sell 'em.

Straw goods in all those new snappy, breezy shapes and styles built for 1903.

Have you a good Cap trade? We can make it a better one.

Remember, we are not an experiment in the Hat business; we were 32 years old last month.

Incidentally would remark if our Mr. F. H. Clarke has not called yet, advise us. He will.

Every hatter and merchant wants the best up-to-date goods, and these are "near it; very near it"

Regarding Prices, Terms, Discounts, they always do their own talking.

FRED H. CLARKE, Michigan Representative

78 Woodland Avenue

Detroit, Michigan

PAN-AMERICAN GUARANTEED CLOTHING

is the whole argument in itself.
 "A new suit for every unsatisfactory one."
 It has the Union Label too—we've added it because it ensures better workmanship for the same money.






ISSUED BY AUTHORITY OF
UNITED GARMENT WORKERS OF AMERICA
 1901
 REGISTERED

Suits and Overcoats \$3.75 to \$13.50, and every line at every price a leader.
 Our salesmen are out—we have an office in Detroit at 19 Kanter Building—or we'll send you samples by express—prepaid.
 Drop us a card asking about our Retailers' Help Department.

WILE BROS & WEILL

BUFFALO, N. Y.

AFTER-CHRISTMAS THOUGHTS

With a Yarn or Two in Point Thrown in to Illustrate.
 Writ tennor the Tradesman.

There are times that try men's souls; and when it comes to a question of the merchant's soul—something which every merchant has, rumors to the contrary notwithstanding—Christmas time comes about as near being a trial as anything that has been patented up to date. Every Michigan tradesman who scans these lines, even if he is only an ordinary, every-day sort of a scanner, breathes a sigh of relief that Christmas has come and gone and the Government at Washington still lives. A jury trial is a comparative snap beside the Christmas trial, because after the jury trial a man stands a good show of getting somewhere between two and twenty years' rest according to the magnitude of his crime or the minuteness of his visible assets; but the Christmas trial, like the pastor's Christmas sermon, has to be gone through with once a year, come what may.

There is a certain satisfaction, after one has had a tooth pulled, in looking back and remembering how it ached. It is with some such satisfaction the merchant looks back upon the ante-Christmas season after it has come and gone, with this marked exception: While the dentist got both the tooth and the money, the merchant after Christmas retains the money, although the tooth is gone.

I would like to digress long enough to pay my compliments to the dentist and to devoutly wish I had never had to pay him anything else. As a sample of artistic injustice I think the dentist has most of the professions beaten so far they are distanced. The dentist pulls your tooth and your leg at the same time. He puts false things into women's heads, which are already crowded to their capacity in that regard. The talkative barber joke is good. It has kept the wolf from many a paragrapher's door, but the talkative barber is a mute beside the talkative dentist. That worthy fills your mouth with cotton, nails you in a chair and then reviles your friends and your politics and dares you to talk back. He can get more noise out of one hollow tooth than a gang of fifty men can out of an iron foundry and send it percolating through your head like a raspberry stain through a tablecloth. Then, after he has filled you full of burning sensations and shooting pains and adjusted a few gold-plated artificial molars, he soaks you anywhere from four to forty dollars, according to whether his office rent comes due that day or not.

But enough of the dentist. After one has escaped from his clutches he can afford to laugh at some of the things that at the time of their occurrence made him want to break up the dentist's furniture or his business. Just so with the merchant: After the merry Christmas season has been added to the Christmases that were, there are things that occurred during the ante-Christmas days at which the merchant can afford to smile—particularly if, as aforesaid, the cash that goes with the story is safe in the merchant's till. Things which at the time of their occurrence were irritating lose their sharp edges and resolve themselves into jokes until next year, when they again become stern realities.

Not always, however, does the cash accompany the joke; and in that case it will require a little better developed

vein of humor for the merchant to see the funny part of it. When you sit down to your Christmas dinner, or better still, when you have finished it, for every man feels in better mood after a Christmas dinner, recall some of these incidents and recount them to the family and I have no doubt they will be able to discover the wool for you, the thread of flashing fun that so often exists there unnoticed.

During the holiday shopping season the merchant or his clerk is often tempted to sarcasm when he beholds the antics of the gentle but none too appreciative or considerate Christmas shopper. A lady came in to a store the other day while I was present and asked to be shown some rings. She inspected and tried on every ring in the store from a \$1.20 imitation ruby to a solitaire worth \$275 and then remarked with a dissatisfied sigh:

"I just wanted to look."

The clerk could not resist the temptation.

"If you just want to look," he said, "we have a fine line of opera glasses."

The horrible part of this story is yet to follow. The woman did not detect the sarcasm in the clerk's remark—or else she did—and she made him haul out their entire stock of opera glasses, just as she had the rings, and with the same net result in the cash register.

Another merchant told me how he turned a trick on the customer who pretends superior taste and assumes superior knowledge. Every merchant knows this customer. Whether it is dress goods or stuffed olives, silk or sausage, this person has seen better in New York. While I would not sacrifice my reputation for gallantry and chivalry to the fair sex, even upon the mighty altar of truth, I am forced to say that this customer is almost always a woman. She says she has seen something better in New York, which I doubt not; but I very much doubt whether she has ever bought any better.

To prove that this superior person is not always a woman I am going to tell the story that this merchant told me, the story of how he turned the trick on one of the Great Unsatisfied. I am not going to say that it was a good trick; and I am not prepared to say that it was a bad one. Unfortunately it did not teach the customer a lesson, for I have no doubt that his wife will never know what the experience cost him, because we are not in the habit of telling the people to whom we give Christmas gifts how much we have paid for them—or how little—not even our wives. If he ever does find out it will simply make a bad matter worse, for it will apparently prove anew to him that Michigan tradesmen charge twice for an article what one would have to pay in New York.

This superior person was a man and he came into a dry goods store to buy a dress pattern for a Christmas present



**A
Happy New
Year**

May it be the most prosperous in the history of your business.

We thank you for past patronage. It has been very much appreciated.

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

Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

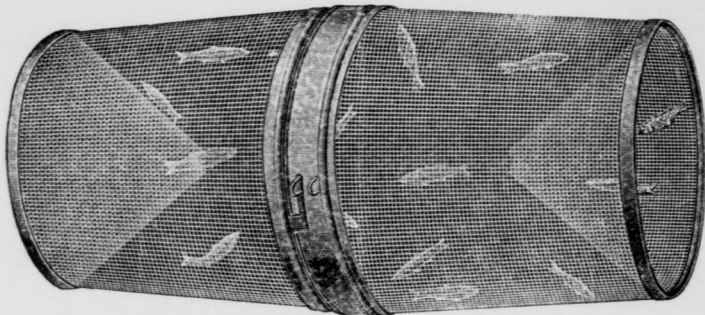
Full Cream Caramels,

Marshmallows.

MADE ONLY BY

Straub Bros. & Amiotte, Traverse City, Mich.

"Sure Catch" Minnow Trap



Length, 19 1/2 inches. Diameter, 9 1/2 inches.

Made from heavy, galvanized wire cloth, with all edges well protected. Can be taken apart at the middle in a moment and nested for convenience in carrying. Packed one-quarter dozen in a case.

Retails at \$1.25 each. Liberal discount to the trade.

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.

115 Michigan Street

"EDISON GAS SYSTEM" "WONDER"

300 SYSTEMS IN CHICAGO

SALESMEN WANTED WRITE FOR CATALOGUE

SYSTEMS \$25 AND UP 10 DAYS TRIAL

PERFECTED MULTIPLES

STORAGE TANK FOR EDISON GAS SYSTEM

NO. 64 1000 C.R. NO. 63 1000 C.R. NO. 65 1000 C.R. NO. 62 500 C.R.

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

for his wife. The merchant went to wait on him himself, knowing how particular he was, and the first remark he made riled the merchant a little.

"I don't suppose I'll be able to find what I want," said the superior person. "I want to get a dress pattern for my wife for a Christmas present—something really nice."

The merchant showed the man some excellent goods, but the showy ones were too loud and the sober designs too dull.

"She wouldn't care for this common stuff," said the customer. "I might have known I couldn't get what I wanted in a small town like this."

That irritated the merchant the more, for he knew the man and knew the goods he had already been shown were hardly inside his income. He decided to get even with the superior person.

"I tell you where you might find what you want," said the merchant; "that is down at Ingham's dry goods store. I am afraid our goods are not high-priced enough for your trade."

The superior person acted on the merchant's advice and started for Ingham's. While he was on the way the merchant called up Ingham.

"That you, George? he asked. Then he explained the circumstance to Ingham. He concluded.

"Now, I tell you what I want you to do, George. This fellow don't know any more about dress goods than a horse does about whist and if he finds anything he likes I want you to soak him just twice the regular price and send me a check for half."

And next day's mail brought the first merchant G. Ingham's check for \$22.50. Douglas Malloch.

Why the Country Boy Eclipses His City Cousin.

At first thought it would naturally seem that the city boy has the best chance to succeed in the city. He knows the streets, the prominent officials and business men, at least by repute, and, above all, he is acquainted with city ways of doing business. He has apparently every advantage in the start and ought to make a success in town life.

And yet the undoubted fact remains that the country boy who comes to the city will outstrip his city cousin nearly every time. Why this is so looks like a conundrum; but it is not so difficult a matter to solve, after all.

The country boy succeeds mainly because he is not afraid of hard work. Perhaps the city boy does not appreciate what an easy time he has. His school is just around the corner, and he does not have to get up before 7 o'clock in the morning, and his evenings are his own for study or play as it may be. He wears good clothes, has plenty of holidays, and there is always something in the way of amusement going on. He has practically no chores to do, and altogether he leads a very pleasant existence.

In the country the boy goes to school six months in the year and works the other six. He begins to do chores about the time he is able to walk, and by the time he is ten is doing enough to appall the average city boy.

He learns to plant potatoes and corn and other crops. He may complain about his back hurting him. Why, that is good for boys—makes them grow. He thinks the kink will never come out of his spinal column, and the next morning when they rout him out

of bed before the sun is up to go to the field for another day until it is too dark to see, he is as stiff as a chair. Oh, that is all right! It will do him good.

Just as soon as he is big enough to hold the plow in the furrow, he has to get at it; and if there is harder and hotter work than plowing an old cornfield on a May day, he does not think it has been revealed. Pitching hay makes every muscle ache, but he must keep up. Then there are harvesting and threshing; and he pulls through them, too, although he falls asleep over his supper. There is husking corn, when the frosty shucks saw through the chapped skin. There are milking and feeding, and a whole lot of chores that must be done, whether the boy has worked eighteen hours that day or not. If he works in a country store he opens up at about five in the morning and goes to bed behind or under the counter at ten or eleven at night.

But the country boy is not killed by hard work, and when he comes into the city and gets a place where he has to open the store at seven in the morning and put up the shutters at seven or eight at night, he thinks it fun.

The city boy's perceptions are quicker; his intellect has a wider range and his judgment is fully as good as the country boy's, but he has not the energy and perseverance of his sturdy rival and he does not know so well how to save money, for he does not appreciate its value.

The country boy hardly knows what it is to have a penny to spend on luxuries. Many a farmer's son has never had an entire dollar of his own until well on in his teens. To such a boy a weekly wage of four or five dollars seems like a fortune, and when, by dint of saving, he accumulates a hundred dollars, he feels that his future is assured.

He is not afraid of hard work; he is industrious and saving. With the desire to learn comes the power, and it does not take him long to master the

intricacies of business. He feels that this is his life-work, and he is not deterred by any obstacle, however great.

Is it wonderful, then, that the country boy often succeeds where the city boy fails? Of course, it is not claimed that all, or that the majority of, city boys fail; that would be absurd; but it is beyond question that city boys do not use their opportunities as they should. They have not enough ambition, or rather, perhaps, that quality which has been "called stick-to-it-tiveness." In consequence, with better opportunities, the city boy, as a rule, finds himself falling behind in the race, and in middle age realizes this when it is too late. Frank H. Sweet.

An Attentive Daughter.

He (after marriage)—I don't see why you are not as considerate of my comfort as you used to be of your father's.

She—Why, my dear, I am.

He—How do you make that out? When I come into the house, I have to hunt around for my slippers and everything else I happen to want, but when I used to court you and your father would come in from town you would rush about, gathering up his things, wheel his easy chair up to the fire, warm his slippers and get him both a head rest and a foot rest, so all he had to do was to drop right down and be comfortable.

She—Oh, that was only so he'd go to sleep sooner.

Ran No Risk.

A good looking, well-to-do Grand Rapids bachelor, who was being teased by the young women of the club for not marrying, offered to make the girl whom the club should elect his wife, just to show them that he was not averse to matrimony. Each girl went to a corner and wrote her choice on a piece of paper, disguising her handwriting. There were nine members of the club, and the result showed one vote for each. The young man is still a bachelor, but the club is broken up and its members are all mad at one another.

"All true love is grounded on esteem," but esteem often rests upon no foundation.

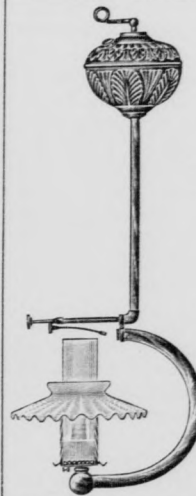


Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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



The "CROWN" Incandescent Gasoline Lights

Latest and most perfect on the market.

Write for catalogue and prices—

The Whiteman Mfg. Co.
CANTON, OHIO.

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.



As it was, is, and ever will be.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—While the actual business transacted in this part of the cotton goods market has not shown any material increase outside of bleached muslins, the tone of the market has strengthened very materially. Bleached muslins have received excellent orders throughout the week wherever prices were reduced and sellers are now showing a decided lack of interest in further business. Bleached goods are very steady in most cases and show a tendency to advance in others, some having gone back to the quotations previous to the break. Heavy brown sheetings and drills are quiet as far as shoe trade is concerned, but the export buyers are showing an anxiety to do business and a great many bids have been made during the past week, some of which will undoubtedly result in a movement of heavy brown sheetings. Wide sheetings and made-up sheets and pillow cases are firm, but quiet. Cotton flannels and blankets reflect the same condition, while the coarse colored cotton section shows no material change from our recent reports. The demand is steady and of moderate dimensions, but enough to keep ready supplies down, with mills sold up for some time to come and prices are firm.

Linings—The market for cotton linings has not shown any special change during the past week and the demand has been of a very moderate character. Silesias have shown no change in prices and the business is still confined to medium and low grades. Percalines are steady, but buyers are not calling for any large quantities. High grade finishes and mercerized and allied effects are generally steady in price and the best finishers are well sold up. The clothing trade have bought well of cotton Italians, twills, Alberts, etc., and of cotton warp Italians, mobair, serges and alpacas.

Wool Dress Goods—More forward heavyweight business has been garnered by sellers than appears on the surface. It is business that is purely staple in character, such as chevots, tricots, tibets, sackings, etc., and the fact that business of this kind has been done at this date is not a matter of surprise. With prices tending higher the buyer who uses year in and year out a considerable yardage of such goods has no misgivings in placing good orders, provided the price strikes him as right. Aside from this staple business the fall season of 1903 is in evidence only to the extent of preparations under way.

Underwear—The underwear end of the knit goods market is passing through a quiet period and the fleeced goods situation shows practically no change since our last report. There have been a few fair orders booked recently, but there is still much uncertainty in regard to prices. This refers to both the buyer and the seller. The buyers say that there was no need of an advance in prices this season, but how they arrived at this conclusion is somewhat uncertain in view of the existing conditions, which are pretty well known throughout the market. If prices should drop it would be most unfortunate, for it certainly would mean one of two things: the manufacturer would make at a loss or at best would exchange an old dollar for a new one, or the goods would be so manipulated that the buyer and the consumer would never be able to tell just what

proportion of wool and other material combined was in a garment. With the market practically in the sellers' hands to-day it would seem a pity to allow it to go backward as must certainly be the case if prices are lowered at this stage of the game. A year ago it will be remembered there were many cases of prices being lower after the opening and manufacturers were compelled to readjust charges or make rebates. This is not looked for this year by those who are good authorities in the market; yet a condition like this is not altogether impossible unless the manufacturers "get together" that is, agree upon a price standard that shall be on a uniform basis and fair to the manufacturer, buyer and consumer alike. Just how many manufacturers are not showing their lines of fleeces at all it would be hard to say. There may be some, but among those who claim that they have shown none it is very fair to assume that the majority of them have taken orders. As a whole, however, the market can be said to be open even if the price question is unsettled. Those who are delaying may be taking a wise course, but the number who are in this condition is too small to have any general effect. There is not a manufacturer or an agent to-day but who recognizes the fact that a general opening on or about a certain date would be by far the best for all concerned. If the manufacturers, however, can now maintain the market on a full average basis and not show the white feather throughout this season they will place the market in a position that it has not been in before for many years and make it easier to obtain fair prices in the future. What proportion of the buying is yet to come

Ellsworth & Thayer M'n'fg Co.

Milwaukee, Wis.



Manufacturers of

Great Western Fur and Fur Lined Cloth Coats

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

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

B. B. DOWNARD, General Salesman.

Don't Wait 5 Days

But go through your stock now. If you are apt to need any Mackinaws, Kersey Coats, Covert Coats or Waterproof Duck Coats order by next mail. A good snow storm will make quite a difference in our line of sizes.

Grand Rapids Dry Goods Co., Grand Rapids, Mich. Exclusively Wholesale

Begin the New Year Right

Our agents will call on you with a complete line of wash goods, comprising all the latest styles out in

ORGANDIES, DIMITIES, LAWNS,
MERCERIZED GINGHAMS,
DRESS GINGHAMS, PRINTS, ETC., ETC.

Don't place your orders before seeing ours.

P. Steketee & Sons

Wholesale Dry Goods,

Grand Rapids, Mich.



Walloon Lake, Mich., Nov. 22, 1902

Allen Gas Light Company, Battle Creek, Mich.

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

A. E. HASS.

it is hard to state, yet from the reports we have received of orders taken it must be that a great many dozens are yet to be bought. Practically all buyers have taken some and some buyers have bought about all they expect to need, but others have evidently been more than conservative, for they looked for reductions and have taken only enough goods so far to be sure of a reasonable assortment of certain especially desirable lines.

Hosiery—Fleeced lines have met with a particularly encouraging reception and these goods will be in better demand than for some time, far ahead of last year's sales. There has been a considerable advance in prices of fleeced hosiery this year, ranging from 5 to 10 per cent., the greatest increase being in the lower grades. There are some, however, that are said to be selling at last year's figures and others at only a small advance, but these are in such small proportions that they will have little effect on the market as a whole.

Carpets—The carpet trade in general continues to show a very healthy condition. Weavers continue busy on old orders with new ones coming in in fair numbers. As a general thing mills have their production for this season pretty well contracted for, especially the large Eastern concerns, and the duplicate business does not have the appearance at the present time of materializing into anything very large. At the opening of the present spring carpet season, the stocks in retailers' and jobbers' hands were the smallest known in years. In order to facilitate the retailer in showing a large selection of carpetings, the jobbers and wholesalers have done their best in the way of contracting for goods, with the result that the initial orders have in the aggregate amounted to a good large portion of the entire season's possible production. Not only have the large, well-established mills taken more than their usual share of the trade, but the smaller concerns have also. Nearly every carpet loom throughout the country is or ought to be busy on $\frac{1}{2}$ -goods, or ingrain. Prices on all lines are quoted on a basis equal to if not better than opening values. Yarn continues strong with fluctuations of a pretty large order and weavers feel justified in making values of the finished fabric somewhere equal relatively to those of yarns. Prices of carpet wools on the other side have advanced, i. e., of wools of the combing variety, due largely to the small stocks on hand. Importers here report some difficulty in getting quick importations of desirable grades. Spinners are exceedingly liberal buyers. Many times the buying is done before the wool is landed on this side of the water. The inclination of wool values is to advance. Spinners are quoting and getting prices some 10 or 12c more per pound than they did a year ago, but if any great advance occurs in wool, values of yarns are likely to show a much larger difference than that. The Philadelphia weavers, both large and small, report a very satisfactory showing as regards the ingrain end of the market. Ingrains have been in unusually good demand for this season of the year and jobbers show a disposition to do business at full market rates. All wool ingrain selling at from 47 to 50c are by far the leaders and many heavy orders are now being filled. Supers ranging from 30@40c are well sold up for weeks to come. Cotton ingrain retailing at about 25c have re-

ceived some fairly good business, although relatively speaking orders have not been as good as in other lines.

Rugs—Nearly every description are in demand and nearly every line is sold up for weeks to come. The large carpet sized rugs in Wiltons, Axminsters, and particularly Brussels, are in big demand and makers can not turn out the goods in proportion to the orders received. In the Smyrnas the demand runs more to the small-sized rugs than it does to the large.

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.



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.



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.

We have the Largest Stock in Western Michigan of

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

Send us your orders.
Sherwood Hall Co., Ltd.
Grand Rapids, Michigan



Men's and Women's Warm Shoes and Slippers

Send us your sorting orders.

GEO. H. REEDER & CO., GRAND RAPIDS, MICH.
28 and 30 South Ionia Street

The Acme of Perfection for Lumbermen and Farmers

Red Cross Protector

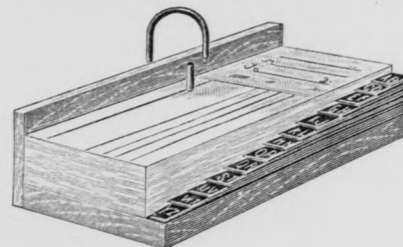


Goodyear Glove Duck Rubber combination Leather and Warm Lined Waterproof Canvas Top, 16 in. high, per pair,

\$2.20

8 in. grain top duck R. E. \$1.75
10 in. grain top duck R. E. 2.00
16 in. grain top duck R. E. 2.50

Hirth, Krause & Co., Grand Rapids, Michigan



Account Files

DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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

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

Shoes and Rubbers

How to Wait On a Shoe Customer.

The subject, "How to Wait on a Shoe Customer," is one that should be given a great deal of consideration. In fitting your customer do so in as little time as possible, but at the same time do not let your customers see you are in a hurry, as they will surely think you are not taking the proper care to give them a perfect fit and will have very little respect and less confidence in your ability as a shoe man. Confidence is a great factor in the making of your sale, for if your customers have confidence in what you tell them that alone will go a long way towards making your sale a success.

Always try and show them you have the ability of a good shoe man, and always stick to what you may say. One very important part in waiting on your many customers throughout the day is to study the nature of the one you are waiting on. By so doing you will find that is the making of half your sale. And not alone that, but it will make it much more pleasing to your customer if he sees you know how to take him or her in their way, and besides will make your sale twice as easy oftentimes, for you will be saved time by so doing.

Another thing also to remember is never to let your temper get the best of you and try never to get confused or excited at the many questions and the crankiness of your customer. If you do your customer will surely see this, and if the sale is lost you might as well make up your mind you have lost it through your own ignorance and carelessness. And besides you will save yourself a lot of worry by not letting yourself get confused, as then you can never do your best and it will go very hard with you through your success as a shoe man.

Never persuade your customers to take something they do not want. You might show them this and that and may be able to offer suggestions in their selections, but always let them decide what they want for themselves, for they will be better suited and satisfied with what they take, and then when they get home they may see that they wished they had taken the other shoe, and they can not blame you for selling something they did not want.

Of course this is not always the case. They do not always look at it in this way, but you will know for yourself that you did your best in trying to have them take the shoes best suited for the purpose they want them for.

A customer will come into your store and say, "I want a pair of shoes." Well, very often the salesman will go and get, say, a heavy pair of shoes in bals, and when he comes with them the customer will say, "That isn't what I want." So you see the best plan is to try and find out what is needed. Most times the customer will tell you, and you can save yourself a lot of unnecessary work and your customer will appreciate the fact that you are trying to give him exactly what he wants.

Another thing: Never show your customers too many styles at the same time, as very often they are apt to get confused at seeing so many and will not know just what one they like best, and besides it will take twice as long and you are liable to lose your sales altogether.

One good plan that I have found works very well in helping your cus-

tomers to decide is to place two different shoes, one on each foot, and he will be able to decide much quicker on the one he likes better. This I think is a very good plan and would advise those who have never tried it to do it. My employer uses this also, and he is one of the best and most thorough shoemen in our city to-day, he having been in that capacity for more than twenty-five years.

Always be pleasant to one and all. If you always treat them with the best of courtesy, they are sure to come back the second time and all the time, and not only will they come back, but will influence their friends to do likewise. That is the best advertisement you can get and the cheapest.

Never contradict your customers. Always let them have their own way, for if you start to argue and contradict what they say you are bound to have a fight and you will surely drive good customers away from your store. Let them say all they want and you will come out on top, make the sales and customers satisfied, and that will do lots to help the good name of your store. Of course customers do not always know and may be away off in their criticisms, so if you have to explain something to them always do it in a nice and pleasing manner which will be appreciated by them.

In fitting your customers always try to fit them with first or second shoe you put on, for if you have to put on a half dozen before you get a fit they will have little respect for your ability as a shoeman. Besides they will think they are giving you too much trouble and will sometimes go to put on their old shoe and get out and go somewhere else, so always strive to fit them with as few shoes as you can.

One good thing that will help you in this respect is to try and tell by your eye about what size they would take. This will save a lot of bother and your customer will see you know your business. Try and train your eye. A very few can do this, but the only way to learn is by practice.

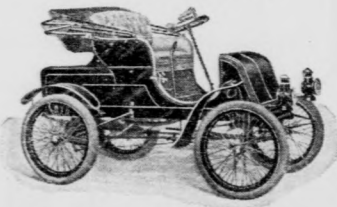
Your customer will say sometimes, give me such and such a size. This may be all right, but remember you must be able to use your own judgment in this respect, as many times your customers do not really know what they do wear.

A great many shoes are marked in French style, which is a very good plan, because your customer can not see what size you are giving and this will help you a great deal in fitting ladies, as they are very positive as to their size, and this will often save a sale for you.

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.

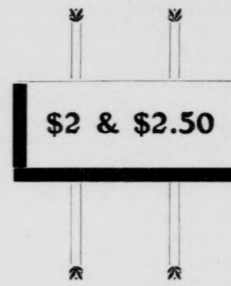
Adams & Hart,

12 W. Bridge St.

Grand Rapids

Mr. Retailer

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



Made in
All Leathers

The Lacy
Shoe Company
Caro, Mich.

O, YES!

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

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

Anticipate Your Needs for

Hood and Old Colony RUBBERS at once

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

The L. A. Dudley Rubber Co.

Battle Creek, Michigan

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

Lycoming Rubbers

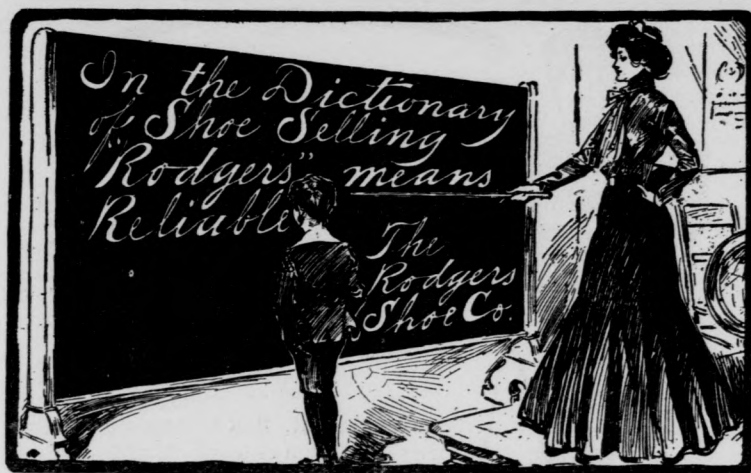
but we also carry an assortment of the old reliable

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.



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 3/4 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.

All you need do when they call for a size is to give them a number "fit" shoe. That's what they want and they will be satisfied. It is best never to say the size at all.

You can not always please everybody, and sometimes you will lose a sale, but if you do always treat the customer with courtesy and respect and let them see you appreciate their call in giving you the preference, just as though you had made the sale, and ask them to call again and maybe next time they will be better suited.

It is bad again to talk too much to your customer, as sometimes you will say too much and will do lots towards losing your sale. Wait until the sale is made. Then it is time to talk all you want, but not before.

Always pay strict attention to your customer and let him see you are there to please him and help him and give him the best fit obtainable and give him the best shoe for the purpose he wants it.

In my opinion a good shoe man should know a few things about the different kinds of leather to prepare himself for the many questions his customers may ask. This will let your customers see you are well posted on what you tell them and will give a good impression of your ability as a practical shoe salesman.

Always see that you give your customers a shoe plenty long, at least a thumb's width between the end of his foot and the shoe, as a shoe gets shorter in looks all the time and consequently if you do not give them proper length for their feet to settle down in, the shoe will be of no use to them and they will never want to patronize you again, as they will be afraid they will be treated the same way again. That is the worst thing you can do to drive good customers away. Especially in box toed shoes it is necessary to watch this, as, if you give them too short, the box will pinch their joints and oftentimes a blister will form on the heel for the want of length, because their foot can not go forward. Especially use this precaution in fitting children's shoes, as the little feet are growing all the time and consequently must have plenty of length.

Remember, it is not the amount you sell that makes you a good salesman. There is much more to be considered than that.—Walter J. Sanderson in Boot and Shoe Recorder.

"Opportunity knocks once at every man's door," but often makes sure the man is out before knocking.

Where Velvety Fingers Do Not Predominate.

"Look at my hands," said a man as he drifted into the office of a well-known business man, and as he said it he stretched his fingers out to their full length, exposing the palms of his hands. The insides of his hands were very rough. That was exactly what he wanted to call attention to.

"Do you see these crusty formations," he continued, "these corns and bunions, and knots, and other things of that sort? Look at 'em." He still held his hands open for inspection, "Do you know where I got 'em?" he asked. "Splittin' wood?" answered the man. "Not much," said the fellow with the crusty hands. "Maulin' rails?" ventured the man again. "Nope," was the short reply of the man with the heavy hands. "Pullin' a cross-cut saw," suggested the man as a last resort, but he was wrong again. "Well, how on earth did you get 'em, then?" he asked with a show of impatience. "Handlin' money," was the man's reply, and he smiled at the look of disgust and incredulity which spread over the face of the man he was talking to. "Yes, sir; I got all these corns, and bunions and knots, and other rough things which you see on my hands by handling money the of the company. It is awfully hard on the hands. A great deal of the money is in small denominations and we handle it in bags and packages of various sizes. There is so much of it that a fellow's hand soon becomes hard on the inside and gradually grow into the knotty condition which you find mine in at this time. You can bet that handling money is not the soft and velvety business it is generally supposed to be. The association of soft white bands with the business of handling money is dead wrong, and if any man doubts what I say about it I simply ask him to step up and take a look at my hands."

And the money handler with the rough hands blew out as suddenly as he had blown in.

BUY

GOLD SEAL
PURE GUM
RUBBER SHOES

Write for catalogue.

GOODYEAR RUBBER CO.
382-384 E. Water St.
Milwaukee, Wis.

W. W. WALLIS, Manager



Mayer's

Shoes



Mayer's Shoes for the

FARMER, MINER, LABORER, etc., are made of strong and tough leather. They are reliable in every respect and are guaranteed to give satisfactory wear.

Dealers who want to sell shoes that give the best satisfaction and bring new trade want our line. Write for particulars.

F. MAYER BOOT & SHOE CO., Milwaukee, Wis.



This is
the
Marconi
Shoe

Has a soft and pliable but durable upper made from Kangaroo Kip.

Has a full double sole and a bellows tongue. Is made Bal or Creedmore cut.

Contains lots of hard every-day wear and can be sold at a popular price.

Costs \$1.50.

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

STOCK IN TRADE.

Honesty and a Faculty to Do Your Level Best.

Written for the Tradesman.

Some years ago a teacher of a ranch district out in Wyoming took the trouble to go home one afternoon after school with Earl Chamberlain just to cheer his lone mother's heart with the fact that that boy of hers was a mighty smart one.

"For a while I couldn't seem to touch him in the right place, but a few days ago I guess I hit him right there and since then he and I have been having plain-sailing and I felt as if I must come over and tell you about him. In the first place he has never made any fuss. My trouble has been to find out what his bent is and head him in that direction. He's cut out for a trader and you'd better not discourage him if you want to live in peace. I 'caught onto him' at recess the other day. He found on the way to school one morning a knife blade and for the rest of the time until recess he had managed, in spite of me, to realize a pretty fair knife by trading in school time and at recess he and Jim Tracy were bartering over one of Jim's possessions which I know Earl took home with him that night.

"That gave me my idea and when Earl's class in arithmetic came out, I sent them all to the board and gave them trade problems. I spent a good half hour trying to stick Earl and didn't do it with anything that ought to puzzle a boy of his age. Finally when the time was up, I gave him one of my pet ones, which I keep for such emergencies and that was the only one I could make him put down on the board—the rest he did in his head. Since then when he gets uneasy and tries to get even with Joe Saunders with a pin in the toe of his shoe I give a problem that ought to whiten his hair and he's all right. By the time school is out he has the answer and goes off home a conqueror, as proud of his victory as I am over mine."

With that for a record young Chamberlain finished his school life and started into the world and the kind of work that he liked there. Tired early of having his mother support him, he caught onto the American idea that it is the man's part to take care of the woman and he always managed to have a job ahead of him at a paying wage. Questioned one day how he was always able to keep a job ahead of him he answered with something of contempt in his voice: "There isn't any 'management' about it. I save my wit and my strength for my work. When I have anything to do I do it and I do it just as well as I can and just as soon as I can. That's one reason why I won't work by the day. I'm only a kid, but I've no time or muscle to give away in that direction and if I have, somehow I rather my mother should have the benefit of it than anybody else. Then I found out another thing: By doing my level best always it helps me get a better job next time, and 'most everybody I work for is willing to pay for good work handsomely if they're only sure of getting it.

"Old Skinner on the other side of La Grange beat me out of one job, but he never had a chance to do it again. He's the only man I know I won't work for and I tell him why every chance I get. The old skinflint promised to give me ten dollars for some work and when I put up my best he wanted to put me off with two dollars and a half because a boy

twelve years old isn't worth more than that!

"Well, you can bet that made me hot clear through, but I guess 'twas a good thing for me after all. Mother and I talked it over—or rather she did—and she said something that has stuck to me ever since: 'Now you see, Earl, what it is to cheat. It seems a sharp thing to keep three-fourths of the other man's money, but the man that does that, I don't care who he is, will be branded a scamp as long as he lives and get something more than branding hereafter. For my sake don't ever cheat, no matter how good a chance you have;' and I ain't going to."

The prosperous life thus happily begun went on for a number of years, every year proving without a break that a man or a boy who does his best and is satisfied with nothing else is never without work to do and always gets good pay for what he does do. In due time it was the most natural thing in the world for his mother to give up washing. Then the inconvenient house on the road to Cheyenne was deserted for another fit for the 'queen mother' to live in in the

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.

C. C. Wormer Machinery Co.

Contracting Engineers and Machinery Dealers

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

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

\$30.00



will buy a ROYAL GEM Lighting Plant complete.

It will produce 1,500 candle power light at the cost of 1c per hour.

Can be installed in two hours. No more trouble than gas.

Will last a lifetime.

A child can operate it.

3 single fixtures of 500 candle power each will light a store 20x70 as bright as day.

Complete Piping, Fixtures, Glassware, Mantles, ready to put up only

\$30.00.

Agents wanted.

Royal Gas Co.,

199 West Monroe Street, Chicago, Ill.



For Generous Nourishment there's no Food made that equals

Nutro-Crisp
The Ready Cooked Granular Wheat Food
A Delightful Cereal Surprise

There's Vim, Vigor, Endurance in every grain of it. Best food for athletes on account of quick assimilation and great "staying" power. Speedily builds up the weak. Ready cooked—always crisp and sweet. Buy a package today and look for "benefit" coupon.

Grocers and clerks write company for premium book.

Save Time, Money, Health

BY USING

A. R. Wiens' Dustless Brush



Cleans quickly and thoroughly, raises no dust and kills the disease germs as it sweeps. Makes sweeping a pleasure. Hygienic, therefore a health necessity. So simple that a child can use it. Recommended by physicians, schools, public buildings and merchants everywhere where introduced so far. Gives satisfaction wherever used. Over 2,000 sold in forty days. Merchants will greatly increase their business by putting in a stock quick and securing agency. Every one sold means four more customers. To show it means a sure sale—money back if not as represented. Made in all sizes and prices. Our illustrated folder and price list now ready. Send for it quick—or better still, order a few samples.

The A. R. Wiens Dustless Brush Company

227-229 Cedar Street

Milwaukee, Wisconsin



"Eagle Lye"

We are the one and only manufacturer in our line that makes a cash guarantee upholding the quality of our goods.

\$1,000 for one grain of adulteration

For thirty-three years this offer has stood unaccepted. A challenge open to all chemists of the world.

Buy Eagle Lye.

Write direct to the factory for particulars of our advertising deal. It will interest you.

EAGLE LYE WORKS,

MILWAUKEE, WIS.

growing settlement, and then young Chamberlain's foot came in contact with the ladder that heaven had decreed he should climb. From fifteen to forty miles is much too far for people in the Western country these days to go to trade or even to the postoffice. Western hustlers dislike to be on the road too much for that and when it was decided that there was to be a postoffice, public opinion without any manipulating centered at once upon Earl Chamberlain, and by the time the needful papers reached him, he had bought out the moldy remnant of what Tom Harris pompously called his emporium, and so postoffice and store found shelter under the same roof and in the same hands.

Then was the time when the genius of the young merchant began to show itself. He took out of the shanty the big box of sawdust in which the rusty stove had stood and buried it and the stove deeply enough to hide them and their offensiveness from the eyes and noses of men. Then brooms and hot water and soap followed and when the sweet, untainted air from the not far-off Rockies came in to take possession it liked it so well that it settled there. New goods came and were put in to make that store the talk for miles around, so that Saturday soon became the weekly exchange commercial and social for a radius of forty miles. "That's the sort o' store to have," said the admiring multitude. "Ye git what ye pay for and know what ye're buying" and so the store and the settlement began to be first class and to feel so. That's what brought the school house there and that's how it happened that Ella Kirkland came there to teach school and walking in the store one Saturday for some stationery walked at the same time right into the heart of Earl Chamberlain who promptly shut the door after her and there she is with a changed surname to this very day.

It may as well be said here as anywhere that there was not the slightest flurry about it. The girls all admitted that she was the prettiest among them and as she was too much taken up with the idea of making that particular school the best one in the State she did not know what the girls thought about her and Earl Chamberlain had to hustle himself pretty lively and persistently before she knew there was such a fellow in that locality. Even then she had to tell him that a school teacher like a good blacksmith could not be much of a workman if she had too many irons in the fire and her one iron she could not keep at the striking point if she did not make the most of her evenings; but the storekeeper courted as he traded and in due time the school committee received notice that they would have to get another teacher.

So the up-to-date house where the little mother had lived happily and died blessing the "dearest son that sunshine ever kissed" was brightened up and made fit for the one woman in all the world to Earl Chamberlain and one summer morning when June had set her perfumed bells a-ringing the storekeeper and his bride in comely garb went over to the little church and then to the home nest awaiting them, the whole village and the store customers for miles around showering them with Western good wishes—and there is nothing in the wide world so hearty and joyful as that!

That was something over a year ago and if ever good fortune settled down upon a new-made home it came down upon Earl Chamberlain's roof-tree.

From the first it has been "a green spot in the world's wilderness touched by the Jordan." It is a place where vines and flowers love to grow and its only rival in prosperity has been the store and both have been the pride and boast of the little village of La Grange.

Now comes the catastrophe: Five weeks ago this very day the prettiest, thriftiest store in all that section of the Middle West was burned to the ground and at sunrise the next morning the storekeeper and his wife went home penniless; and neither were crying."

Now for a bit of fortune telling: In less than five years there is going to be a store on that very spot which will discount the one burned down five hundred to one. That young merchant is going to have his pick of offers to start in again and "Old Skinner" is going to be the first one turned down; and from first to last the good people of La Grange are going to say to their boys and girls: "Always do your level best and do not cheat and then when misfortune comes you are coming out of it the same as Earl Chamberlain did."

Richard Malcolm Strong.

We are headquarters for

Tank Heaters and Feed Cutters

Write for list and prices.

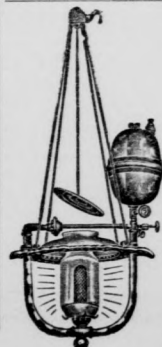
Brown & Sehler

Grand Rapids, Mich.

F. M. C. COFFEES

are always

Fresh Roasted



FOR FIVE YEARS NOW THE BRILLIANT

Gasoline Gas Lamps have been on the market and THOUSANDS IN DAILY USE

all over the world in Stores, Homes, Churches, Shops, Streets, etc., are giving perfect satisfaction and 100 candle power light at about

FIFTEEN CENTS A MONTH

Every lamp is guaranteed and is a standing advertisement as the best lamp on earth.

THE HALO PRESSURE

gives 500 candle power light at about 60 cents a month. Write for new catalogue.

Agents wanted in every town.

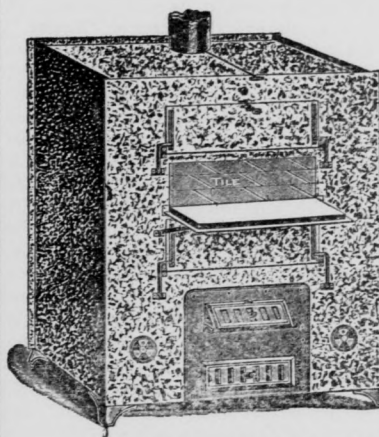
BRILLIANT GAS LAMP CO., 42 State Street, Chicago



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.



BAKERS' OVENS

All sizes to suit the needs of any grocer. Do your own baking and make the double profit.

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO

IT IS YOUR DUTY

Protect your homes and business places against the dreaded fire fiend with some approved fire fighting appliance.

THE PHENIX ^{Dry Powder} FIRE EXTINGUISHER

has merit worthy the attention of every property owner.

Least expensive and largest sale of any other device before the people. It requires no attention, does not deteriorate with age, cannot freeze, ready in an instant, will extinguish oil fires or any kind of flame, so simple a child can use it and when applied it does no damage to anything but the fire.

APPROVED FIRE APPLIANCE OF ALL KINDS.

JOHN L. SMITH, Mrs'. Agent,

935 Michigan Trust Bldg.

Grand Rapids, Mich.

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.

Woman's World

Modern Hell Not a Place of Fire and Brimstone.

There is a tendency among certain people to think religion only valuable when it deals with the mysterious. It is boldly stated that when religion becomes a matter of reason it is no longer available to help men. For example, it is claimed in some quarters that if the fear of future punishment, of an eternal hell, were taken away, religion would lose control of men and cease to govern them. Some awful, mysterious power and law must hang threateningly over men or they would neither love nor fear. Here we see the difference between the new ethics and the old ethics, the new theology and the old theology. The old ethics said, you must do this or that because it is right, but when it was asked why it was right, there was no answer, except because it was right. The new ethics say, you must do this or that because it is right, and it is right because it is the best line of conduct for you and for all men. The old theology said: young man, do right or you are damned; the new theology says: do right or you will die.

In other words there is a plain law to be studied and understood in regard to right living; and, to put the matter very bluntly, but concisely, the question is whether a man is stronger to resist temptation after attending a revival meeting or after studying his physiology. Is the law better than sentiment, the knowledge better than the enthusiasm of feeling?

There are people nowadays who think there is no hell any more, and so they live carelessly, sometimes recklessly and viciously. They have lost the old fear of a personal Satan stalking after them, of an inferno of fire and brimstone such as Dante and Jonathan Edwards pictured, and they seem to know nothing of the newly discovered laws governing the very real terrors awaiting the sinner. The new hell has not been discovered by the theologians; it has been proclaimed by science, and it is quite as terrible, if not more terrible than was the other. No picture even from Dante or Edwards of the horrors of the tortures of the damned, no terrible picture of a future state of endless suffering is comparable to the knowledge of just what happens to the drunkards, the lecherous, the evil-minded. The feeble brain and flabby muscles—the generations of thieves and murderers and debauchees—of the drunkard; the diseased offspring, with fever in their blood and the very lust of wrong doing in their brains—it is written in the very law of the race, that thus shalt thou suffer. Whether the infant damned eternally in a theological hell, or the infant weakened, tainted, diseased with the poison of vice in it, is the more terrible—that is the question.

Science in these latter days has done more to make the consequences of sin awful than ever theology has done. It is Darwin who has made hell eternal, not Calvin; and it is now, more than ever, that men, women and children must be taught the laws of life. It is not the church which insists upon self-restraint in these days more than does science. Every year the scientific men are pointing out with increasing definiteness just the inevitable terrors and punishments that follow ever on the heels of unrestrained living. Theology used to say that the sins of the fathers would be visited on the children to the

third and fourth generation. Now comes science proclaiming the same thing, and showing just how the laws of inheritance work. The man who eats to excess pays the penalty; if he gives his appetite full rein, definite results in disease will follow. If a man drinks too much strong liquor, he gets drunk; but worse than that is the definite deterioration which the physiologists detect in the walls of the stomach. As an illustration: The French people have been in the habit of consuming great quantities of stimulants and appetizers of certain kinds, and we in America have imported these same beverages with their French names. The moralists and the preachers have for years condemned these particular drinks as extremely harmful. Now comes science, in the person of the French Academy of Medicine, advising the government to prohibit by law the sale of absinthe, anisette, vermouth and chartreuse, as well as gin and all classes of "bitters." Alcohol has been the bugbear of previous opponents of the drink habit, but the academy finds more dangerous constituents than alcohol in these compounds. It asserts that the various "bitters" which are the basis of all "cocktails" are full of serious menace to health, containing poisonous irritants which injure the stomach and seriously hinder it from the proper performance of its duties. These preparations have generally been supposed to be mild cordials, but the academy declares that even chartreuse, long prepared only by religious brotherhood, is a very poisonous article, containing thirteen ingredients that are dangerous to health. As Harper's Weekly comments: "Such an indictment from such a source is far more frightening than anything the prohibitionists have told us about alcohol."

Science is beginning to teach us the "why" and the "wherefore" of moral restraint. Theology used to say, and is still saying, that a man must not do so and so, because if he did he would be damned. Now comes science proclaiming practically the same thing, only, instead of the old penalty and the old word, science says if you do thus and so you will be of the unfit; you will not survive in the struggle for existence; you will surely die.

And the meaning of all this is that in our day knowledge of certain inevitable consequences has come to take the place formerly held in many lines by fear of something terrible but indefinite. And this knowledge is to help cure us of our sins. As we become wiser we shall see more clearly how surely effect follows cause, and how the appropriate penalty

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

BURNS 90% AIR

SIZE: 6 IN. X 24 IN.

ALMOST EQUALS SUNLIGHT COSTS BUT LITTLE MORE

COMPLETE GAS PLANT IN ITSELF

COST OF GAS

City Gas costs you from 90¢ to \$2.00 per thousand feet. The Perfection Machine makes it for 11¢. Figure out the saving in a month.

Ordinary Gasoline, 72 degree test, furnishes the illuminating power. Cheapest and best method of lighting, known to-day, except sunlight. Amount saved on your lighting bill will pay for a plant in a few months.

Atmospheric changes do not affect this light. The mechanical construction of the "Perfection" Machine is of such a substantial nature that they will last for years. In short, there is nothing a-out them to wear out.

There are many other points of advantage gained by the adoption of this system of illumination, about which we would be pleased to tell you.

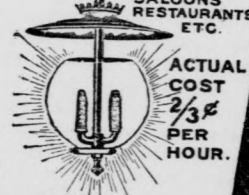
Mail us diagram of your store or building and we will promptly quote you cost of plant. Price list and references furnished on application.

The Perfection Lighting Co.

17 S. Division Street, Grand Rapids, Michigan

M. B. MARTIN, ADV. GRD. RAPIDS, MICH.

NEEDED IN STORES, HOTELS, CHURCHES, LODGES, SALOONS, RESTAURANTS, ETC.



1000 CANDLE POWER NO UNDER SHADOW.

ACTUALLY SAVES 75% UP-KEEP OF ANY OTHER LIGHT.

LONG DISTANCE—BOTH PHONES 2090.

always follows broken law. In the drink problem, for instance, it is pretty certain that drink can not be abolished. The problem is to keep rum out of the unfit; to protect the young; to restrict the power of those whose financial interest lies in the diffusion of intoxicants; to strengthen character; to increase knowledge; to teach persons who drink what they are about and what sort of an agent they are dealing with. No movement that is not based on truth and hard sense can have more than a limited success in this country, and there is no existing apparatus in this country, and no prospect of any, by which the personal liberty of Americans can be restricted beyond a certain point, even for their own good. The great enemy of rum in America is not sentiment; it is knowledge. If we are more temperate now than the people of some other countries, it is because we know more and have more sense, and because the rewards of thrift and efficiency are greater here than in other countries, and because the inseparable condition of efficiency and thrift is self-control.

So we say again, it is not the church which insists upon self-control and self-restraint in these days more urgently than does science. Science tells us that self-restraint is life; science says that evolution is the result of self-restraint; science says the survival of the fittest is self-restraint; science says heaven is self-restraint, and hell the lack of it. So it is no new discovery, no progress with which the church is not in agreement, that condones license; on the contrary, never has man been so fully in possession of all the facts, never has the folly of license been so clearly shown, never has there been such agreement between science and religion on this subject, as now. The church says, uncurbed passions, that is hell; science says, uncurbed passions, that is dissolution! The modern hell is not a place of fire and brimstone and pitchforks, out of which we are kept by fear. The new inferno has been revealed by science; it is controlled by the law of cause and effect; it is full of disease, debility, dissolution, and out of it we are kept by knowledge. Dorothy Dix.

New Scheme to Draw a Crowd.

When the portly man coming out of a department store ran down a little man who was trying to enter there was an explosion.

"Why don't you look where you're going?" cried the little man, apparently indignant.

"Get out of my way, you little runt," said the big fellow. "Do you think I want you running your head into me?"

"You are no gentleman!" cried the little fellow. "You elephant, you!"

"You miserable puppy, I just wish you were half my size; I'd—"

And then a woman screamed, which increased the gathering crowd. There was another volley of inventive. The crowd blocked the sidewalk to the curb.

"There's going to be an awful fight," declared a woman.

"There's not," said a man who stood near her.

The two principals were edging toward the curb, and finally got there. From under the coat of the little man came a case of cheap jewelry. The other man produced a bundle of fountain pens. In a minute they were crying their wares. It was just a new scheme to draw a crowd.

Can't Help Herself to His Cash.

Hewitt—I hear that your wife has hurt her hand. Does it trouble her much?

Jewitt—Yes, it's swollen so that she can't get it into my pockets.

Recent Business Changes in Indiana.

Adams—Mr. Crist has retired from the hardware business of Turner, Taylor & Crist. The remaining partners continue the business under the style of Turner & Taylor.

Collamer—J. A. Schanep has removed his drug and notion stock to Hoagland.

Flora—O. M. McMahon, dealer in agricultural implements, has taken a partner under the style of McMahon & Hanna.

Greenwood—Laymon & Perry succeed F. L. Laymon & Son in the grocery business.

Indianapolis—The Silver Moon Supporter Co. is succeeded by the Century Supporter Co.

Kennard—V. J. Dovey has purchased the interest of his partner in the grocery business of Dovey & Walker.

Rochester—Wilson & McClure, hardware dealers, have dissolved partnership. The business is continued by F. C. Wilson, Marion Carter and Jas. Onsted.

Rosedale—Montgomery & Son continue the hardware business formerly conducted under the style of Montgomery & Newton.

Shelbyville—N. H. Strong, dealer in hardware, has changed his style to the Strong Hardware Co.

South Bend—John M. Koonsman, grocer, is dead.

Tulsa—Herrold & Baird have purchased the grocery stock of F. Tescher & Co.

The Cat and the Doughnuts.

This is a true story that my grandmother told me about her cat and dog. She used to find the cover off her doughnut jar, and also noticed that her doughnuts disappeared.

One day she heard a noise and found that her cat was on the shelf where the doughnuts were kept.

Then it put its paw in the jar and drew out a doughnut and pushed it off the shelf, and the dog, who was looking up at the cat, caught the doughnut in his mouth and ate it.

When they found they were caught they acted very guilty.

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.



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.

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 Uneda 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.

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.

SHIPPERS AND RECEIVERS.

Why All Classes of Hay Dealers Must Co-Operate.*

The subject I have taken, Shippers and Receivers—and I will state here that by receivers I mean railroads—is so broad that it will permit me to touch only on a few points connected with same, the principal one being the benefit of organization to shippers. I have been buying hay in Michigan many years and can truthfully say that the disadvantages that the hay shippers in Michigan labor under are greater than those of any other state I have shipped hay from. It seems to me that the direct cause of this is lack of organization of the hay shippers and in my opinion the Michigan Hay Dealers' Association will be a valuable aid to all hay shippers. In my native State, New York, while conditions are not perfect by any means, we secure reasonably good service and can buy hay with a certainty of being able to market same before the next crop comes in but, judging from my personal experience in Michigan, this can not always be figured on.

I think it has been shown conclusively that shippers of hay have very little influence in Washington. It has been said that "There is only one thing that our legislators think more of than the good will of trusts and monopolies, and that is votes." There is probably no class of business men that comes in as close contact with all classes of people as the hay dealer and who can exercise more powerful influence in the political world, and I think we should exercise our rights at the primaries and see to it that, so far as it is in our power, men are sent to Washington who will give hay shippers due consideration.

We are unable to cope with the great railroads alone. The Cullom bill, a measure absolutely impartial to both shippers and carriers, was killed by the influence of the railroads at Washington. The railroads must give us our rights. We have no feelings prejudicial to the railroads or those who manage them, but we must work with the point in view that we will have the certainty of impartial treatment. Car service is a subject that requires our most earnest consideration, as it is becoming very serious. Hay shippers, as soon as cars become scarce, are told to go way back, and stay back until every other class of freight is moved. As I before remarked, the car situation East is not as bad as in the West, as the East is the dumping ground for shipments of all classes of freight from the West, and when cars get East, the railroads there keep them, as a rule, while they have any use for them. To cope with this situation every shipper must get in line and do everything possible by united effort to secure our rights. It will not do to leave all the work to the officers of our hay associations, as it requires the earnest efforts of the rank and file to back them up. Organization is the principal requisite to success. Note, for instance, the powerful organization of the grain shippers, who, by united effort, have secured from the railroads splendid service, both in regard to car supply and favorable freight rates.

The hay industry has taken a large step forward the present year, by the successful efforts of our National Hay Association in securing a favorable decision from the Inter-State Commerce Commission compelling the railroads to

restore hay to the sixth class classification. This is but one of the benefits we may hope to receive. Corn may be king, but hay is only a little way behind it, and this fact should be forcibly brought to the attention of carriers. The situation should be considered carefully, as it is a vital one, not only for the present time but for the future.

To make a success of the hay business, a shipper must be able to place his hay on the market promptly when markets are firm and prices favorable. The car situation is the key to the situation. The character of the competition we are to meet may be an important, perhaps a controlling element, but if our chief competitors in the hay markets East are able to secure cars, and shippers in the West are not, it places the latter in a very unfair position; in fact, practically puts them out of business. This applies, of course, to states where the freight rate permits them to market their hay East. Transportation facilities, handling in transit and storage, the opening up of new markets and the widening distribution of our own are the all-important problems demanding our attention. So are the methods of shippers having proper and accurate knowledge of trade conditions, and of production in all competitive localities, in order that the handler may intelligently consider the price to pay for hay. Then we must market it in a manner that will attract the attention of the buyer and win and hold his confidence. The trade demands honest grading, correct weights and full guaranty of the quality and uniformity of the product. With many of us the study is how to get more hay for shipping, but with more hay does there always come the added happiness? Ought we not rather work and plan to get only the best grades and ship a smaller amount of desirable stock that the trade wants, rather than to buy a lot of cheap stuff that nobody wants? Not how much, but how well, in my opinion, is the watchword which brings us through best.

Marvelous Prosperity.

The prosperity of the past five years in the United States will be the marvel of the future. In that time the people have paid the expenses of a foreign war, bought and paid for islands in both oceans, conducted a government in the Philippines at great cost, increased their army and navy, expended more for internal improvements than ever before, and with a treasury overflowing have actually paid out interest in advance and bought bonds at a great premium in order to get rid of a needless board of gold.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,
Grand Rapids, Mich.Gas or Gasoline Mantles at
50c on the DollarGLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.HAY
AND
STRAW
WANTED QUICK

In any quantity. Let us know what you have and we will quote prices for same F. O. B. your city.

References: Dun's and Bradstreet's, City National Bank, Lansing, Mich.

Extensive jobbers in Patent Steel Wire Bale Ties. Prices guaranteed. Write for price list.

SMITH YOUNG & CO.,

1019 Michigan Ave. East,

LANSING, MICH.

WHOLESALE
OYSTERS

We are the largest wholesale dealers in Western Michigan. Order early.

DETTENTHALER MARKET, Grand Rapids, Mich.

Butter

I always
want it.

E. F. Dudley

Owosso, 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

*Paper read at annual convention Michigan Hay Dealers' Association by Geo. T. McComb, of Lockport, N. Y.

STANDARD BALES.

Third Question in Importance to Hay Dealers.*

I am very glad to be present with you and I assure you that I consider it a great privilege to be able to meet in a convention with a class of men representing so large a field of industry as the hay dealers of Michigan. Probably no one line of production in the State represents more capital and men engaged in it than the hay and straw industry. Until the organization of the National Hay Association, the business was conducted in a free and easy, go-as-you-please manner. It was a hazardous, uncertain sort of business from the time the hay was purchased from the farmer until the shipper received his final settlement.

Like all other industries the time came when it was necessary to organize in order to get the best results and we are proud to-day of the men who have come to the front and proved to the world that in the hay industry there were those who possessed brains, honesty, right motives and good judgment and to-day the small as well as the large shipper is reaping the benefit of the arduous and gratuitous labor of those who have so nobly united in a common effort to advance and place the hay business on a sound, practical basis.

The hay dealers of Michigan are to be congratulated on what has been done and is being done to advance their welfare. We are glad to note that the shippers in Michigan are waking up to the fact that it is of vital importance to them to be in close touch with this organization and thereby learn how they can better conditions and help carry out suggestions which will place all concerned in a more satisfactory position, financially and otherwise.

The subject which has been assigned me, "Standard Bales," is classed as the third great important question for the consideration of the hay men of our country to-day. It is closely allied to that of grading, which has in a large measure been satisfactorily settled. The present manner of marketing baled hay and straw must necessarily need marked changes in order to have what might be called National standard bales. It would to some extent be detrimental to a few owning presses, but what might be a small loss to them would be a great gain to the business in general and our first and foremost consideration, at all times should be how we can benefit the industry as a whole.

At the present time there are what are commonly called small bales, which will run from three feet to ten feet in length and weigh from 40 to 200 pounds, so that the facts are that a man who orders a car of small bales may receive anything between these sizes and he will have no ground for complaint or redress, as there is no system or classification whereby either receiver or shipper has a clear understanding as regards just what the requirements are; consequently, there is a great need of system and uniformity along this line, as well as other lines. There are lacking ways and means whereby all interested may know just what is meant by large, medium or small bales. There are commonly used at the present time fourteen different lengths of hay ties in baling hay and straw, making as many different lengths of perpetual bales alone. It is not difficult to see that this system is far from perfect and detrimental to the best interests of the trade for several reasons. The result in loading cars alone by having bales of even length would repay for efforts along this line. It is very unattractive to a buyer to see a quantity of hay in a car or out of a car piled and having the bales run short or quite long—baphazard in length—as the case may be, and too often this fact injures the sale of it. The advantage gained in the way of car capacity by having even sized bales would mean much, especially in times of such scarcity of cars as we are experiencing at the present time.

Another important gain of no mean

*Paper read at the annual convention Michigan Hay Dealers' Association by Smith Young, of Lansing.

proportions in having standard sizes would be in being able to obtain readily the wire for baling. Every shipper and baler knows what inconvenience and loss of time—which means dollars and cents—it often is in not being able to get just what is wanted in ties. It is a common occurrence to be obliged to wait for ties because the factory can not carry a complete stock in so many lengths and sizes, not knowing what the demand may be, as wire rusts easily and soon loses its strength. The present system requires something like forty lengths and sizes for baling hay and straw alone. If this could be simplified, reducing the number to half or less than half, it would certainly result in manufacturers and jobbers being able to carry in stock much larger quantities, thus insuring prompt shipments.

Michigan is so situated geographically that her markets include Chicago, St. Louis, Jacksonville, Baltimore, New York, Providence, Boston and all of the surrounding markets in the East, South and West, as the demand may be. Having so large a variety of markets and each market having its own peculiar requirements in the kind of bale used by the consumer makes it of vast importance in a financial way to the shipper to be able to understand and fill these requirements strictly to the letter. Mobile and New Orleans, for instance, want bales running from 65 to 80 pounds; in fact, the South largely prefers this sized bale. The Chicago market likes a bale that will run from 90 to 100 pounds, with only two wires in it. Baltimore wants the same bale as Chicago, only that it wants three wires on it instead of two. New York City, Boston and New England want their perpetual bales to have three wires on them, the bale to be 17x22 inches in size and to weigh from 125 to 140 pounds. This size bale is more universally used than any other and is often taken without any serious objections when other sizes are wanted. New York and New England markets also use a great many large loose pressed bales, which are made mostly by an upright press and weigh from 200 to 240 pounds.

This, in a general way, is an outline of the requirements of the different markets Michigan helps supply. It would not be policy to attempt to alter the peculiar demands of these markets, neither would it be necessary. The requirements of all Michigan markets can be met by having not to exceed four standard sizes—the large, loose pressed bale, the tight pressed bale weighing from 125 to 140 pounds, the tight pressed bale weighing about 100 pounds and the small bale averaging about 75 pounds, each kind having a length suited to its weight.

For the large, loose pressed bale a dimension tie 7 feet long makes a desirable bale both in loading and for the market. The bale weighing from 125 to 140 pounds can be put up with a 9 foot wire, dimension tie preferred, in a very satisfactory manner. The 100 pound bale should be made by a 14x18 press, using 8 6-15 dimension wire and putting two or three wires on the bale as the case may be. The smallest bale should also be a 14x18 inch bale, using a dimension tie 8 feet long.

Names suggestive of each kind might be adopted, for instance, call the large loose-pressed bale the Giant bale, the next size or largest perpetual bale being most universally used might be known as the Universal and the 100 pound bale as the Century, while naturally the smallest bale could be called the Dwarf.

Would it not be well to adopt some such plan whereby Chicago, Baltimore, New Orleans and New York would know clearly when he orders a certain kind of bale that he will get what he orders, providing the shipper fills the order according to directions, and if he should not the receiver would have just cause for complaint and ground for redress providing he received something his market did not want.

In this day and age when the seemingly impossible things are made possible, this is not a hard thing to accomplish. Just how it will be done successfully may still be in embryo in the

minds of those interested. It will require education and development like all other improvement plans. The result, however, would be no experiment. Shipper and receiver alike must be benefited.

I, for one, heartily recommend that steps be taken by the Association toward the adoption of some plan along this line, believing that we are not getting the best results under present methods and that same are not in keeping with

other lines of goods placed on the market.

We have standard weights and standard grades. Why not have standard sizes?

J. M. Stearns, dealer in general merchandise, Brewersville, Ind.: Enclosed herewith find \$1 for one year's subscription. Please send me a receipt stating period for which this remittance pays. I can not get along without the Tradesman.

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.

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

Hyde, Wheeler Company

41 North Market Street and 41 Clinton Street

BOSTON

Strictly Commission Merchants

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

POULTRY AND EGGS

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

Parchment Paper

For Roll Butter

Order now from

C. D. Crittenden, 98 S. Div. St., Grand Rapids Wholesale Dealer in Butter, Eggs, Fruits and Produce Both Phones 1300

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

Smallest Make For the Past Twenty-five Years.

In his annual report on the dairy markets of Utica and Little Falls, Secretary Gilbert said:

Notwithstanding the uncommonly high prices for cheese that have prevailed throughout the season of 1902 it seems to be a fact that less cheese has been made than in any one of the last twenty-six years. Starting out in the spring, at an average price of more than 11c, which was increased in the next two weeks, cheese declined the last of May to 9½c and remained at 9c and some fraction until the middle of September, when it rose to 10c and a fraction, and the middle of October to 11¼c for large and 11¼c for small, at which prices it has remained firm during the rest of the season. In former years these facts would have stimulated production to such an extent as to flood the market with cheese, and thus cause a tumble in prices. Particularly would this have been the case if the export trade had gone to pieces as it has this year. But none of these things have happened. Prices have remained stiff and cheese has been in excellent demand right through the season.

In the first place, last year's crop of cheese was well sold out both in this country and abroad, when our market opened on May 5. This made a good sale for the early fodder make of cheese, which is always an advantage, as the fodder stock is then sold off and used up by the time new full creams are ready for market. Then, a number of establishments which have hitherto made cheese did not open at all, because their patrons had gone off to new or old milk stations. As the season advanced, more and more milk was carried to the stations and condenseries, which reached out farther and farther into the country after the raw material. When October arrived these conditions had become so pronounced that a considerable number of moderate sized factories were obliged to shut up shop for the lack of milk with which to continue making. These conditions were not confined to the Utica and Little Falls region, but prevailed to a greater or less extent throughout New York State. It might have been thought that the heavy shrinkage in the export trade would have offset the reduced make of cheese. But it did not do so. Finding that large cheese for shipment was not in good demand factorymen simply adapted themselves to the situation and made small cheese for home consumption, instead of large.

And here comes in the strongest reason for the remarkable maintenance of prices. Home trade was active and was willing to take all the small-sized stock it could get, at a much better price than the foreign market would pay. The English could buy to much better advantage in Canada than in this country, so they have nearly let our cheese alone. The time has come which was predicted as long ago as 1880 by Prof. L. B. Arnold, when our people would practically consume our own product and Canada would supply the English market. Formerly the Western or the Southern buyer sent to New York for what cheese he wanted, but now the bulk of his orders are sent direct to the interior markets, and are shipped to him from them, so that the cheese does not go to New York at all.

The Manufacture of Pineapple Cheese.

O. A. Weatherly's pineapple cheese factory has been established in Milford about three years. For five years Mr. Weatherly conducted with success a similar factory in Norwich. The Milford factory has a capacity of about 250 pineapple cheese per day, and at the same time turns out about a dozen American cheese and some of the time Neufchatel and grated cheese. From 6,000 to 9,000 pounds of milk are received at the factory each morning before 8 o'clock.

The process of manufacture in the

preliminary stages is much the same as in making the ordinary American cheese, except the pineapple cheese is cooked longer and is much more highly colored. To obtain the desired shape the cheese are placed in heavy iron molds, where they are allowed to remain twenty hours. The cheese are taken from the molds and suspended from the ceiling in cord nests, which give to the exterior the appearance of the luscious fruit from which the cheese derives its name. When the cheese are sufficiently hardened, they are taken down, the nets stripped from them and the cheese placed on racks in the curing room. This room usually contains about 15,000 cheese undergoing the curing process. They are never taken out for shipment until they are at least six weeks old, and sometimes are allowed to remain in the curing room six months. During the curing stage a mold forms on the cheese. In preparing them for shipment the cheese are immersed in water and the mold removed with a brush. Two coats of shellac are then applied. This hardens the surface of the pineapple and forms the thin outer shell.

Mr. Weatherly manufactures four sizes of pineapple cheese—four, two, one, and one-half pounds. As a by-product he also makes grated cheese, which is put up in bottles, and frequently sold as "brandy cheese." His products are shipped to all parts of the country and that they possess merit is shown by the fact that at the Paris Exposition he received a gold medal, and at the Pan-American a silver medal for specimens exhibited. He has also taken prizes at the State Fair and many lesser fairs.—Cooperstown, N. Y., Farmer.

The fear of some people suffering from cold this winter has led a shoe manufacturer to call attention to the necessity of keeping shoes in good condition. "Many people get bad colds by paying no attention to their shoes," said the manufacturer. "The soles wear more and more thin, but a man or a woman seldom notices them until there is a break and the cold and damp creep through. These extended-edge soles of to-day lead one to think that his soles are thick when they are really thin. Now a thin-soled shoe in winter is a crafty enemy to health, for the cold and damp get through it."

Holiday Poultry

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

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

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.

WHEELOCK 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

**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.

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.

Fourteenth Annual Convention of the
M. K. of G.

The fourteenth annual convention of the Michigan Knights of the Grip convened in Battle Creek Monday. President Weston called the meeting to order in Annex hall shortly after 3 o'clock. Almost two hundred people faced Mayor Fred Webb when he gave the address of welcome. Good delegations of traveling men were present from all the principal cities of the State and many of them had their wives with them. There was a goodly sprinkling of ladies present in the hall.

After the address of welcome came the business session of the day. The first thing was the naming of the committees to do the business of the meeting. They were announced by President Weston as follows:

Credentials—Charles Hinman, Battle Creek; George Gann, Grand Rapids; Charles Hurd, Flint.

Rules and Order of Business—Harry Bradner, Lansing; M. Howarn, Detroit; A. A. Weeks, Grand Rapids.

Amendments—John Hoffman, Kalamazoo; J. Moore, Jackson; N. B. Jones, Ann Arbor.

To Name Vice-Presidents—Charles H. Smith, Saginaw; E. L. Smith, Lansing; M. L. Blakeslee, Battle Creek.

To Act on President's Address—A. F. Peake, Jackson; E. F. Schrieber, Bay City; J. J. Frost, Lansing.

Resolutions—E. P. Waldron, St. Johns; J. C. Saunders, Lansing; George F. Owen, Grand Rapids.

President Weston then read his annual address, as follows:

Another year has almost passed away and it finds us assembling for this our fourteenth annual convention in the beautiful Cereal City of Battle Creek. One year ago at our convention in Lansing we received a unanimous invitation from the traveling men of Battle Creek and her citizens to meet with them in 1902. It was a great pleasure for the Michigan Knights of the Grip to accept an invitation from a city that employs more traveling men than any city of its size in this country. We have long known that the Cereal City had a wide reputation for entertaining conventions and by the hearty welcome extended to us here upon our entrance to the city we know that all Knights will have nothing but words of praise for the Battle Creek traveling men and her citizens.

I wish at this time to express my great appreciation of the honor conferred on me at the convention in Lansing by unanimously electing me to that high office of President of the Michigan Knights of the Grip. I wish to thank each and every member for the honor and especially the members of my own post—the post I am proud to be a member of.

I have been more than honored by this Association, having served on the Board for four years and one year as your President. This ends five years as an officer of this Association. I trust my work has been pleasing to all the members. I have at all times worked hard for the success and growth of our Association. In the five years I have only missed one Board meeting.

We have held five Board meetings this

year in the following cities: Battle Creek, Lansing, Detroit, Saginaw and Grand Rapids. We have had full board meetings except two. I can not say too much in favor of each member of the Board. They have taken the greatest of interest in all things that would advance the interests of our Association.

Our Secretary has made an excellent record and has done the work to the entire satisfaction of the Board.

Our Treasurer has been found this year as in the past, a very trustworthy officer and one that never forgets to say a good word for our Association.

I would most heartily recommend the amendment to the constitution to amend Section 1 of Article 4 to read Secretary-Treasurer in place of Secretary and Treasurer. In making these two offices one, it will make a saving to our Association of from three to four hundred dollars. I have investigated several other associations and they all make the two offices one, and I believe at this time our aim should be to cut down our expenses and let our watchword be—economy. I hope this convention will unanimously pass this amendment.

I would also recommend a change in Article 3, in making a charge of 50 cents for all changes in beneficiaries. At present it costs the Association nearly that amount and I find that a great many other associations make a charge of \$1.

We have to-day 1,520 active members and 237 honorary, making a total membership of 1,757. Our growth this year has not been so large as I had hoped for. I have urged upon all members in my official letters to get just one member, and had all done so, it would have given us a growth to be proud of.

Now, my brothers, as I have said before, you are a stockholder in this Association. You owe it to yourself to get new members. The more new members you get the less it costs you. Much depends on your willingness to do. Will you all say to-day you will in 1903 get just one? If you will, great will be the result. I would recommend that we ask all manufacturers and jobbing houses that employ traveling men to become honorary members of our Association and have the certificate framed and hung up in their offices, and urge them to ask their men to become members. I think this would add a great many dollars to our treasury and also give us a large growth in active members.

I would like to make mention of the excellent work done by our Vice-President in the Fifth District, A. A. Weeks. He has secured over forty honorary and several active members. This brother should receive a vote of thanks for his excellent work.

I would like to see posts organized in every city where we have sufficient members. In so doing you will grow; and one of the most essential movements is to have a ladies' auxiliary in connection with your Post. In so doing you have established a social standing and wherever this is done you will find a large flourishing post.

Just a word about railroads—what they are doing and what they can do. I find the Pere Marquette is censured by a large number of our members for their train service out of Lansing West, there being no train until 11:12 a. m. This convention should ask for a morning train West. I find the Grand Trunk on their main line between Battle Creek and Port Huron East have only a morning and evening train, and for the traveling men making this road, it is hard work to make any time. These are things that would be a great help to our members if the change could be secured in some way.

I find the Northern mileage book giving splendid satisfaction. The only thing I find is every man using one thinks the cover ought to be turned in on another book. In that way the railroad company would only have \$10 where now they have \$20 from ten days to two weeks. I would recommend that an effort be made in 1903 to secure this change if such a thing can be done. We do not want to criticise the railroads and we want to thank them for the many things they have done, but as

this is a growing age, progress must be the watchword with us. The immense business the traveling men give in travel and freight, they must listen to our wants.

During the last year nineteen of our beloved brothers have been called to lay down their grips and leave loved ones for that better home prepared for them. I will read the list of names, as follows: Chas. C. Wade, Detroit; Jas. H. Rogers, Columbus; B. G. Eaton, Detroit; G. K. Brown, Toledo; J. B. Chapman, Detroit; O. R. Johnson, Douglas; E. F. Coon, Chicago; F. M. Tyler, Grand Rapids; A. Hoemes, Saginaw; H. A. Radcliff, Detroit; J. A. Smith, Detroit; G. S. Valmore, Detroit; B. J. Harrower, Detroit; Lemon Backman, Toledo; E. W. Vanderwagen, Richmond, Va.; Peter A. Clausen, Traverse City; J. S. Chitterling, Glen Ridge, N. J.; A. J. Sinclair, Grand Rapids; G. A. Debble, Ann Arbor.

Truly we all in the convention today ought to be thankful that Almighty God has been so good to us to give us health, good positions and spare us to our loved ones.

I wish at this time, before retiring to the ranks to most heartily thank the Board of Directors, also our excellent Secretary and Treasurer, as they have all given me their loyal support and have done everything in their power to make this, 1902, year our banner year. I wish to thank the members, one and all, for their loyal support and the interest they have taken in the Association, as I shall turn over the gavel and office to the man selected by this convention. I know he will be a man that will take up the grand work of our Association and push on for greater success than has yet been attained. I consider it one of the greatest honors of my life to have been President of the Michigan Knights of the Grip, and the President's badge given me by my home Post will, I can assure you, be the badge of my life. I promise you I will always be found working for the success and growth of the Michigan Knights of the Grip, that has been such a blessing to so many.

Secretary Brown presented his annual report, showing a total membership of 1,757 at the present time. Of this number 237 are honorary members, leaving a total active membership of 1,520. There was a gain during the year of 85 members. Twenty members of the Association passed away during the year and death claims of \$500 were paid in each case.

The report of Treasurer Schram showed that the organization is in a strong financial condition.

The report of the Finance Committee endorsed the reports of the Secretary and Treasurer, stating that the books had been audited and found to be correct.

In the evening a reception and banquet was given the guests by the traveling men and citizens of Battle Creek at the Phelps Sanatorium, which was beautifully decorated for the occasion. At the conclusion of the menu, the following programme of toasts and responses was observed:

Toastmaster—Edward C. Hinman.
Invocation—Rev. W. H. Osborne.
Music—Orchestra.
Address of Welcome—W. R. Wooden.
Michigan Knights of the Grip—James F. Hammell.

Vocal Solo—Mrs. Margaret Raper.
The State—Philip T. Colgrove.
Vocal Solo—A. Lemont Fogg.
The Ladies—Manley Jones.
Vocal Solo—Mrs. Mabelle Dye Hubbard.

The Queen City of Michigan—Joseph L. Hooper.
The Nation—Washington Gardner.

At the morning session Tuesday, the Railroad Committee was the first to report by its chairman, James Hammell. Mr. Hammell said that the present tendency of the roads is toward the putting

of express and through trains to the detriment of the local trains. These latter are the ones of necessity most patronized by the traveling men and the Committee recommended that an effort be made by the Association as a whole looking to the placing in commission of more local trains.

The Finance Committee, through George H. Randall, reported a balance on hand of \$1,500. Twenty death claims have been paid during the year and there is not a single claim against the Association.

The Legislative Committee reported that its duties had been very light, there being no unfavorable legislation pending during the year.

The Hotel Committee took occasion to eulogize the hotels of the State, saying that Michigan has the reputation of having the best hotels of any of the lake states. The smaller towns especially are well provided.

The Committee on Employment and Relief reported that applications had been received from five firms asking that they be put in touch with experienced men. During the same time twenty-four members of the Association had asked for work and had been put in touch with those wishing assistance.

The Committee on Amendments reported an important amendment to the constitution, in which it was proposed to amalgamate the offices of Secretary and Treasurer.

The Vice-Presidents from the various congressional districts of the State reported, Reports showing a good condition of the Association were received from all the districts in the State except the first, second, fourth and twelfth.

At 10:30 o'clock an adjournment was taken to the Post Tavern, where cars were in waiting to take the guests to the Postum Cereal works, through which large plant they were shown by the courtesy of C. W. Post.

Five cars were necessary to take the visitors to Postumville, where they were met by Messrs. C. W. Post, C. L. Post and M. K. Howe and taken through the big factory.

Later the guests were conducted to the La Vita Inn, on the same grounds, where they were served a dainty lunch of the viands they had just seen in course of manufacture. Steaming cups of Postum Cereal were passed about in the pretty rooms, which had been decorated for the occasion. Ice cream was also served and a dish of Grape-Nuts was on the menu. In leaving each guest received a package of Grape-Nuts, another of Postum Cereal and a cordial invitation to call again. All were well pleased with the reception.

A cordial invitation was received from H. N. Keyes asking the delegates to visit the Malta Vita factory, but this invitation had to be declined for lack of time, Mr. Post's invitation having been accepted prior to the Malta Vita one.

The election of officers was devoid of interest except the contest between Geo. H. Randall and B. D. Palmer for the position of President. The result was as follows:

President—B. D. Palmer, St. Johns.
Treasurer—H. A. Brainer, Lansing.
Secretary—M. S. Brown, Saginaw.
Board of Directors—H. C. Klockseim, Lansing; C. W. Hurd, Davison; C. W. Stone, Battle Creek.

A special committee was appointed to report on the advisability of raising twenty-five cents per capita to defray the expenses of entertainment at annual conventions. The new President will name standing committees in about two weeks.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, **HENRY HRIM, 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.**

Formulas For Removing Surperfluous Hair.

1.
 Barium sulphide..... 3 drs.
 Powdered zinc oxid..... 3 drs.
 Powdered starch..... 3 drs.

2.
 Quicklime..... 16 ozs.
 Pearlash..... 2 ozs.
 Liver sulphur..... 2 ozs.

Powder very finely and keep in stoppered bottles. This is known as Chinese Depilatory.

3.
 Orpiment..... 1 part.
 Powdered starch..... 10 parts.
 Powdered quicklime..... 10 parts.

The general application of the powders is the same. They are mixed with water to form a paste, applied to the skin and scraped off in two or three minutes; or they may be made into depilatory pastes with soft soap or glycerin. Success in their use depends on having sulphides perfectly fresh. They should not be left on long enough to burn the skin, and after use cold cream should be applied. Depilatories only remove hair temporarily, and the only way to do so permanently is by electrolysis.

John Morley.

New Furniture Polish.

Whitewax..... 2,500 parts.
 Water, distilled..... 4,500 parts.
 Potassium carbonate..... 25 parts.
 Oil turpentine..... 4,000 parts.

Boil the wax in 1,500 parts of the water, carrying the potassium carbonate, until the wax is saponified. Add sufficient water to replace that lost by evaporation and stir until cold and add, little by little, under constant agitation the oil of turpentine, and continue to stir until a complete emulsion is attained. When this occurs add the remainder (3,000 parts) of the water all at once and stir in. In case the mixture is incomplete add a little more oil of turpentine. Perfume with lavender oil.

To use the cream smear a little of it on a thin soft rag and with this go over the furniture, then polish with a woolen cloth, or bit of flannel. The cream answers equally well for leather upholstery, imitation leather, leather cloth, marble, etc.

Black Marking Ink.

Nitrate silver..... 3 ozs. 2 drs.
 Sodium carbonate..... 3 ozs.
 Tartaric acid..... 10 1/2 drs.
 Solution ammonia(0.880)..... 3 1/2 ozs.
 Archil..... 1 oz.
 Paste chlorophyll..... 1 oz.
 Powdered acacia..... 2 1/2 ozs.
 Sugar..... 1 1/2 ozs.
 Water, a sufficiency.

Dissolve the silver and soda salts separately, each in 2 pints of boiling water, and mix. Allow the precipitate to settle, decant the fluid, and collect the precipitate on a paper filter; wash

with a pint of water, and, when drained, transfer to a mortar; add the acid (in powder) and mix. When effervescence has ceased add the ammonia solution, stir to dissolve, and transfer to a bottle containing the sugar (powdered). Mix the chlorophyll with 4 ozs. of water and the archil, add the acacia to this, and when dissolved, strain. Now add the ammoniacal solution and make up to 20 ozs. with water.

A Window Idea.

Here is an idea for a window display. It is perishable, however, and must be used immediately if it is to prove of any avail. Have a pedestal in the center of the window; place upon this a small pasteboard box of superior quality, filled with cotton; and on this cotton put a small piece of hard coal. Have a small placard above, reading as follows: "One small 32-carat lump of hard coal given away this week with every dollar's worth of goods." Of course there should be nothing else in the window, and effort should be made to lead the eye to the one central thing which comprises the display in its entirety. It is not necessary to tell the live druggist how to do this—a word to the wise is sufficient.

Bottled Grape Juice.

A physician writing to the Medical World claims that the following process yields as good a product as can be obtained: Take twenty pounds of grapes (Concord); wash before stemming; weigh after stemming. Boil in two quarts of water until soft enough to strain through a cheese cloth bag (about ten minutes' boiling); strain juice and add five pounds of granulated sugar, then boil again about five minutes, and bottle. Keep bottles in a pan of boiling water while filling; bottle in pints, seal tightly (beer bottles answer splendidly). It will keep for years. This will make about fifteen bottles.

Rubrescine, a New Indicator.

Rubrescine is a compound obtained by the action of resorcine on chloral hydrate. It is insoluble, or only slightly soluble, in most of the usual organic solvents, but is soluble in water and alcohol. A 1 per cent. solution is of a red color. It is extremely sensitive to alkalis, and the least trace of dilute acid completely decolorizes it, the color being restored by fixed alkalis or ammonia.

Camphor Ice.

Camphor..... 4 drs.
 White wax..... 1 oz.
 Spermaceti..... 1 oz.
 Expressed oil almond..... 2 1/2 ozs.
 Oil cloves..... 2 dps.

Melt the wax and spermaceti together, and add to them the oil of almonds, in which the camphor has been previously dissolved, with gentle heat; stir until it will only just run, mix in the oil of cloves, and pour into molds.

Keeping Essential Oils.

Immediately on receipt of the oils test them carefully, and if perfect, put them immediately into small bottles and cork tightly, and then place in a dark, cool place and open only one of the bottles as wanted. Lemon and orange for daily use can be mixed with equal parts of strong alcohol.

To Keep Cider Sweet.

A pint of powdered wood-charcoal put in a small cotton bag and then into a barrel of new cider will prevent fermentation, and the longer such cider is kept the more palatable it will become.

The Telephone as a Source of Revenue.

To make the telephone service pay directly it must be given the same attention and good business management that other branches of our business receive. I have found that the better class of business men among our druggists here in Philadelphia agree that telephone service pays directly and pays according to the attention given it. The complaint from those who say there is no money in telephone business is generally that the company charges them for extra calls, overtime, and more calls than they have sent in; also that this takes away whatever profit they may make. To prevent overcharging, I keep a record on blank forms furnished me by the company, which shows the number of calls, time of each, and the charge collected. I also have a key on my cash register for telephone collections, so that in balancing up my day's business I can see whether the money taken in balances the calls, or, if not, I can locate the carelessness causing this at once. Furthermore, I use carbon copying paper under the forms, so that I have a duplicate of every day's sheet. These are sent to the company some time before the sixth of the month, and if my lists do not tally with theirs, a representative calls to straighten out matters.

Now as to the direct revenue derived from a telephone service. Possibly a statement of an average month of my business will give a fair example of the business in Philadelphia. My total business for last month was \$30.50, of which I get 25 per cent. commission, on open or "booth" phones, amounting to \$7.62. We also collected \$4.25 messenger charges for delivering calls, making a total net profit of \$11.87; and this without a cent of investment, too! The direct profits from telephone service are thus shown to depend upon the effort made to get the business, messenger charges often more than paying the salary of the boy or porter.

The indirect income also depends upon ourselves. We find that a number of customers send children to the store with telephone messages sometimes for a doctor, sometimes to report the illness of an employe to his employer, etc. In the former case we always take care to call the physician's attention to the sending of the message from our store, the result of this generally being a prescription. We often find with the latter calls an order for a bottle of citrate of magnesia, some headache powders, a plaster, or some "home remedy." Indeed, a sale of some kind generally accompanies them. We not only thus make a profit from the call, but make one from sales as well. I am sure that two-thirds of the druggists of Philadelphia will agree with me in admitting that this is the case, and that we receive both direct and indirect income from our telephones. The telephone business can, and will, grow with the attention you give to it, just as with any other part of your business. If you become indifferent and do not take the trouble to explain the workings of the 'phone to an unaccustomed user, or do this grudgingly and churlishly, the instrument will not pay you.

James C. Perry.

The Drug Market.

Opium—There is no change. As is usual at this time of the year, the growing crops are reported damaged and advices are to the effect that new crop will be very small.

Morphine—Is unchanged.
 Quinine—Is steady.
 Menthol—Is very firm and advancing. It would cost \$1 per pound more than price here to import.
 Glycerine—Is very firm.
 Balsam Peru—Is in small stocks and prices are higher.
 Oil Wintergreen—Is very firm and advancing.
 American Saffron—Is very firm and advancing.
 Gum Myrrh—Has advanced, on account of higher prices in primary markets.
 Assafoetida—Has advanced about 25 per cent.
 Cape Aloes—Are very scarce and higher.
 Canary Seed—Is higher, both here and abroad.

His Father Has Had Enough.

The four-year-old son of a well-known office seeker went to his mother the other day with a puzzled look on his countenance.

"Mamma," he asked, "if the King of England should die, who would be king then?"

"The Prince of Wales," was the answer.

"Well, if the Prince should die, who would be King?"

"The oldest son of the Prince."

"But what would happen if the oldest son should die, too?"

"Well, I am sure I don't know," said the mother.

The young hopeful thought for a moment as if to solve the problem and then said:

"Well, it don't make much difference to me anyway, but I hope pa won't try for it."

How can you make a slow horse fast? Tie him to a post.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKOGON, MICH.

How's Your Wall Paper Stock?

Have you purchased for the coming season—or does your stock need sorting up? We should be pleased to send express prepaid our line of samples for your inspection.

Heystek & Canfield Co.

Grand Rapids, Mich.

Michigan Wall Paper Jobbers

Valentines

Write for catalogue and discount before placing your order.

Grand Rapids Stationery Co.

29 No. Ionia St.

GRAND RAPIDS, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Bergamot, Strychnine, Declined—	
Acidum	Conium Mac. 80¢ 90
Aceticum 80¢ 75	Copalba 1 15¢ 1 25
Benzolium, German 70¢ 75	Cubeba 1 30¢ 1 35
Boric 17	Erechtithos 1 50¢ 1 60
Carbolicum 22¢ 27	Erigeron 1 00¢ 1 10
Citricum 40¢ 42	Gaultheria 2 20¢ 2 30
Hydrochlor 30¢ 5	Geranium, ounce 50¢ 75
Nitricum 80¢ 10	Gossypii, Sem. gal. 1 80¢ 1 85
Oxalicum 12¢ 14	Hederae 1 50¢ 2 00
Phosphoricum, dil. 50¢ 53	Junipera 1 50¢ 2 00
Sulphuricum 1 14¢ 2 15	Lavandula 90¢ 2 00
Tannicum 1 10¢ 1 20	Limonis 1 15¢ 1 25
Tartaricum 38¢ 40	Mentha Piper 5 50¢ 6 00
	Mentha Verid 5 00¢ 5 50
	Morrhuae, gal. 2 00¢ 2 10
Ammonia	Myrica 4 00¢ 4 50
Aqua, 16 deg. 40¢ 6	Olive 75¢ 3 00
Aqua, 20 deg. 80¢ 8	Piety Liquida, gal. 10¢ 12
Carbonas 13¢ 15	Piety Liquida, gal. 10¢ 35
Chloridum. 12¢ 14	Ricina 92¢ 98
	Rosmarini 1 00
Aniline	Rose, ounce. 6 50¢ 7 00
Black 2 00¢ 2 25	Succini 40¢ 45
Brown 80¢ 1 00	Sabina 90¢ 1 00
Red 45¢ 50	Santal 2 75¢ 3 00
Yellow 2 50¢ 3 00	Sassafras 55¢ 60
	Sigilli, ess. ounce. 65
Baccae	Tigili 1 50¢ 1 60
Cubeba, po. 25 22¢ 24	Thyme. 40¢ 50
Juniperus 65¢ 70	Thyme, opt. 1 60
Xanthoxylium 1 50¢ 1 60	Theobromas 15¢ 20
	Potassium
Balsamum	Bi-Carb. 15¢ 18
Copaiba 50¢ 55	Bichromate 13¢ 15
Feru 60¢ 65	Bromide 33¢ 35
Terabin, Canada 45¢ 50	Carb 12¢ 15
Tolutan 45¢ 50	Chlorate, po. 17@19 16¢ 18
	Cyanide 34¢ 38
Cortex	Iodide 2 30¢ 2 40
Ablea, Canadian 18	Potassa, Bitart, pure 28¢ 30
Cassia 12	Potass Nitras, opt. 7¢ 10
Cinchona Flava 18	Potass Nitras 6¢ 8
Euonymus atropurp. 30	Prussiate 23¢ 28
Myrica Cerifera, po. 20	Sulphate po. 15¢ 18
Prunus Virgin. 12	
Quillaja, gr'd. 12	Radix
Sassafras, po. 15 12	Aconitum 20¢ 25
Ulmus, po. 20, gr'd 38	Altha 30¢ 33
	Anchusa 10¢ 12
Extractum	Arum po. 25¢ 28
Glycyrrhiza Glabra 24¢ 30	Calamus 20¢ 40
Glycyrrhiza, po. 28¢ 30	Gentiana 12¢ 15
Hamatox, 15 lb. box 11¢ 12	Glycyrrhiza, pv. 15 16¢ 18
Hamatox, 1s 13¢ 14	Hydrastis Canaden. 75
Hamatox, 1/2s 14¢ 15	Hydrastis Can., po. 80
Hamatox, 1/4s 16¢ 17	Hellebore, Alba, po. 12¢ 15
	Inula, po. 18¢ 22
Ferru	Ipeaca, po. 2 75¢ 2 80
Carbonate Precip. 15	Iris plox., po. 35@38 39¢ 40
Citrate and Quinia 2 25	Jalapa, pr. 25¢ 30
Citrate Soluble 40¢ 45	Maranta, 1/2s 25¢ 30
Ferrocyanidum Sol. 15	Podophyllum, po. 22¢ 25
Solut. Chloride 2 50¢ 2	Rhei. 75¢ 1 00
Sulphate, com'l. 80	Rhei, cut. 1 25¢ 1 35
Sulphate, com'l, by 7	Rhei, pv. 75¢ 1 35
bbl, per cwt. 7	Spigelia 35¢ 38
Sulphate, pure. 7	Sanguinaria, po. 15 50¢ 55
	Serpentaria 1 00¢ 1 10
Flora	Senega 40
Arnica 15¢ 18	Smillax, officinalis H. 40
Anthemis 22¢ 25	Smillax, M. 25
Matricaria 30¢ 35	Sellae, po. 35 10¢ 12
	Symlocarpus, Foetidus, po. 25
Folia	Valeriana, Eng. po. 30 15¢ 20
Barosma 35¢ 40	Valeriana, German. 14¢ 16
Cassia Acutifol, Tinnevely 20¢ 25	Zingiber a. 25¢ 27
Cassia, Acutifol, Aix. 25¢ 30	
Salvia officinalis, 1/2s and 1/4s 12¢ 20	Semen
Uva Ursi. 8¢ 10	Anisum, po. 18 4¢ 15
	Aplum (graveleons). 13¢ 15
Gummi	Bird, 1s 4¢ 6
Acacia, 1st picked 6¢ 65	Carul. po. 15 10¢ 11
Acacia, 2d picked 6¢ 45	Cardamom 1 25¢ 1 75
Acacia, 3d picked 6¢ 35	Coriandrum 8¢ 10
Acacia, sifted sorts. 6¢ 28	Cannabis Sativa 5¢ 6
Acacia, po. 45¢ 65	Cydonium 75¢ 1 00
Aloe, Barb. po. 18@20 12¢ 14	Chenopodium 15¢ 16
Aloe, Cape, po. 15 6¢ 12	Dipterix Odate. 1 00¢ 1 10
Aloe, Socotri. po. 40 6¢ 12	Foeniculum 7¢ 9
Ammoniac. 55¢ 60	Foenugreek, po. 7¢ 9
Assafetida, po. 40 25¢ 40	Lini 4¢ 6
Benzoinum 50¢ 55	Lini, gr'd. bbl. 4 4¢ 6
Catechu, 1s 60¢ 65	Lobelia 1 50¢ 1 65
Catechu, 1/2s 60¢ 65	Pharlaris Canarian. 5¢ 6
Catechu, 1/4s 60¢ 65	Rapa 5¢ 6
Camphora 64¢ 69	Sinapis Alba 9¢ 10
Euphorbium, po. 35 40	Sinapis Nigra 11¢ 12
Galbanum 40¢ 45	
Gamboge, po. 80¢ 85	Spiritus
Gualacum, po. 35 40	Frumenti, W. D. Co. 2 00¢ 2 50
Kino, po. 80.75 85	Frumenti, D. F. R. 2 00¢ 2 25
Mastic 60¢ 65	Frumenti, O. T. 1 65¢ 2 00
Myrrh, po. 45 40	Juniperis Co. 1 75¢ 3 50
Opil. po. 4.10@4.30 3 00¢ 3 10	Saacharum N. E. 1 90¢ 2 10
Shellac 35¢ 45	Spt. Vini Gall. 1 75¢ 6 50
Shellac, bleached 40¢ 45	Vini Oporto. 1 25¢ 2 00
Tragacanth 70¢ 1 00	Vini Alba. 1 25¢ 2 00
	Sponges
Herba	Florida sheeps' wool carriage 2 50¢ 2 75
Absinthium, oz. pkg 25	Nassau sheeps' wool carriage 2 50¢ 2 75
Eupatorium, oz. pkg 25	Velvet extra sheeps' wool, carriage 1 50
Lobelia, oz. pkg 25	Extra yellow sheeps' wool, carriage 1 25
Majorum, oz. pkg 25	Grass sheeps' wool, carriage 1 00
Mentha Pip. oz. pkg 25	Hard, for slate use 75
Mentha Vir. oz. pkg 25	Yellow Reef, for slate use 1 40
Rue, oz. pkg 25	
Tanacetum Voz. pkg 25	Syrups
Thymus, V. oz. pkg 25	Acacia 50
	Aurant Cortex 50
Magnesia	Zingiber 50
Calced, Pat. 55¢ 60	Ipeaca 50
Carbonate, Pat. 18¢ 20	Ferri Iod. 50
Carbonate, K. & M. 18¢ 20	Rhei Arom 50
'arbonate, Jennings 18¢ 20	Smillax Officinalis 50
	Senega 50
Oleum	Scilla 50
Absinthium 6 50¢ 7 00	
Amygdala, Dulc. 50¢ 60	
Amygdala, Amara. 8 00¢ 8 25	
Anisi 1 80¢ 1 65	
Aurant Cortex 2 10¢ 2 20	
Bergamili 2 70¢ 3 00	
Caliputi 80¢ 85	
Carophyll. 75¢ 80	
Cedar 80¢ 85	
Chenopadii 2 00	
Cinnamoni 1 00¢ 1 10	
Clironella 85¢ 48	

Menthol 7 25¢ 7 50	Selditz Mixture 20¢ 22	Linseed, pure raw... 47 50
Morphia, S., P. & W. 2 15¢ 2 40	Sinapi 20¢ 18	Linseed, boiled... 48 50
Morphia, S., N. Y. Q. 2 15¢ 2 40	Sinapi, opt. 20¢ 30	Neatsfoot, winter str 59 85
Morphia, Mal. 2 15¢ 2 40	Snuff, Maccaboy, De 40	Spirits Turpentine.. 59 34
Moschus Canton 40	Voes 41	
Myristica, No. 1 65¢ 80	Snuff, Scotch, De Vo's 41	
Nux Vomica, po. 15 80	Soda, Boras 90¢ 11	Paints BBL. LB
Os Sepia 20	Soda et Potass Tart. 25¢ 27	Red Venetian... 1 1/2 2 08
Pepsin Saac, H. & P. 2 100	Soda, Carb. 1 1/2 2 03	Ochre, yellow Mars... 1 1/2 2 04
P D Co. 2 100	Soda, BI-Carb. 3/4 2 05	Ochre, yellow Ber... 1 1/2 2 03
Piety Liq. N.N. 1/4 gal. doz 2 00	Soda, Sulphas 2 2	Putty, commercial... 2 1/2 2 1/2 2 3
Piety Liq., quarts 2 1 00	Soda, Ash 3 1/2 4 2	Putty, strictly pure... 2 1/2 2 1/2 2 3
Piety Liq., pints 2 85	Spts. Cologne 2 2 60	Vermilion, Prime American... 13¢ 15
Pi Hydrarg. po. 80 20	Spts. Ether Co. 50¢ 55	Vermilion, English... 70¢ 75
Piper Nigra, po. 22 18	Spts. Myrota Dom. 2 00	Green, Paris... 1 1/2 2 18 1/2
Piper Alba, po. 35 30	Spts. Vini Rect. bbl. 2 2	Green, Peninsular... 13¢ 15
Pilx Burgun. 50	Spts. Vini Rect. 1/2 bbl 2 2	Lead, red... 3 2 8 1/4
Plumbi Acet. 10¢ 12	Spts. Vini Rect. 10gal 2 2	Lead, white... 6 2 8 1/4
Pulvis Ipeaca et Opil 1 30¢ 1 50	Spts. Vini Rect. 5 gal 90¢ 1 15	Whiting, white Span 2 90
Pyrethrum, boxes H. & P. D. Co., doz 2 75	Strychnia, Crystal... 2 1/2 3 4	Whiting, gliders... 2 95
Pyrethrum, pv. 25¢ 30	Sulphur, Subl. 2 1/2 3 4	White, Paris, Amer. 2 1 25
Quassia 80¢ 10	Sulphur, Roll 2 1/2 3 4	Whiting, Paris, Eng. cliff... 2 1 40
Quinia, S. P. & W. 28¢ 38	Tamarinds 80¢ 10	Universal Prepared. 1 10¢ 1 20
Quinia, S. German. 28¢ 38	Terebenth Venice... 28¢ 30	
Quinia, N. Y. 28¢ 38	Theobromæ 45¢ 50	Varnishes
Rubia Tinctorum 12¢ 14	Vanilla 9 00¢ 16 00	No. 1 Turp Coach... 1 10¢ 1 20
Saccharum Lactis pv 20¢ 22	Castor 7¢ 8	Extra Turp... 1 80¢ 2 70
Salaicin 4 50¢ 4 75		Coach Body... 1 75¢ 3 00
Sanguis Draconis 40¢ 50	Oils	No. 1 Turp Furn... 1 00¢ 1 10
Sapo, W 12¢ 14	Whale, winter... 70 70	Extra Turk Damar... 1 50¢ 1 60
Sapo M. 10¢ 12	Lard, extra 85 90	Jap. Dryer, No. 1 Turp 70¢ 75
Sapo G. 10¢ 12	Lard, No. 1 80 85	

Drugs

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

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

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

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

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

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

Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, DECLINED. Lists various commodity prices.

Index to Markets By Columns

Index to Markets table listing categories A through Y and their corresponding page numbers.

1 AXLE GREASE

Table listing prices for various types of axle grease, including Aurora, Castor Oil, and IXL Golden.

Table listing prices for baking powder, including Mica and Egg.

Table listing prices for bath brick, including American and English.

Table listing prices for bluing, including Arctite and Royal.

Table listing prices for breakfast food, including Cera Nut Flakes and Nutro-Crisp.

Table listing prices for tryabita, including Peptonized Celery Food and Hulled Corn.

Table listing prices for brooms, including No. 1 Carpet and No. 2 Carpet.

2 BRUSHES

Table listing prices for brushes, including Solid Back, Pointed Ends, and Shoe.

Table listing prices for butter color, including W. R. & Co.'s and Paragon.

Table listing prices for candles, including Electric Light and Paraffine.

Table listing prices for canned goods, including Apples, Blackberries, and Beans.

Table listing prices for blueberries, including Standard.

Table listing prices for brook trout, including 2 lb. cans.

Table listing prices for clam bouillon, including Burnham's.

Table listing prices for cherries, including Red Standards and White.

Table listing prices for corn, including Fair, Good, and Fancy.

Table listing prices for french peas, including Sur Extra Fine and Moyen.

Table listing prices for gooseberries, including Standard.

Table listing prices for hominy, including Standard.

Table listing prices for lobster, including Star and Picnic Tails.

Table listing prices for mackerel, including Mustard and Sous.

Table listing prices for mushrooms, including Hotels and Buttons.

Table listing prices for oysters, including Cove and Cove, 1 lb. Oval.

3

Table listing prices for sardines, including Domestic and California.

Table listing prices for strawberries, including Standard and Fancy.

Table listing prices for succotash, including Fair, Good, and Fancy.

Table listing prices for tomatoes, including Fair, Good, and Fancy.

Table listing prices for carbon oils, including Eocene and Perfection.

Table listing prices for catsup, including Columbia and Galions.

Table listing prices for cheese, including Aome and Amboy.

Table listing prices for chewing gum, including American Flag and Beeman's.

Table listing prices for chicory, including Bulk and Red.

Table listing prices for chocolate, including German Sweet and Premium.

Table listing prices for cleaners and polishers, including Brunswicks Easybright.

Table listing prices for clothes lines, including 60 ft. and 72 ft.

Table listing prices for jute, including 60 ft. and 72 ft.

Table listing prices for cotton victor, including 50 ft. and 60 ft.

Table listing prices for cotton windsor, including 50 ft. and 60 ft.

Table listing prices for cotton braided, including 40 ft. and 50 ft.

Table listing prices for galvanized wire, including No. 20 and No. 19.

Table listing prices for cocoa, including Cleveland and Colonial.

Table listing prices for cocoanut, including Dunham's and Bulk.

Table listing prices for cocoa shells, including 20 lb. bags and Less quantity.

4

Table listing prices for coffee, including Telfer and No. 9.

Table listing prices for White House Mocha and Java.



Table listing prices for Rio coffee, including Common and Fair.

Table listing prices for Santos coffee, including Common and Fair.

Table listing prices for Maracaibo coffee, including Fair and Choice.

Table listing prices for Mexican coffee, including Choice and Fancy.

Table listing prices for Guatemala coffee, including Choice and Fancy.

Table listing prices for Java coffee, including African and Fancy.

Table listing prices for Mocha coffee, including Arablan and Package.

Table listing prices for Extract, including Holland and Hummel's.

Table listing prices for Condensed Milk, including 4 doz in case.



Table listing prices for Gall Borden Eagle, including Crown and Daisy.

Table listing prices for Farina, including L. M. Seeded and Sultanas.

5

Table listing prices for crackers, including National Biscuit Co.'s brands.

Table listing prices for oyster, including Faust and Farina.

Table listing prices for sweet goods, including Assorted Cake and Belle Rose.

Table listing prices for various goods, including Ben's Water and Cinnamon Bar.

Table listing prices for various goods, including Coffee Cake and Cocoa Nut Macaroons.

Table listing prices for various goods, including Cream Crisp and Cuban.

Table listing prices for various goods, including Currant Fruit and Frosted Honey.

Table listing prices for various goods, including Ginger Gems and Gladiator.

Table listing prices for various goods, including Grandma Cakes and Graham Crackers.

Table listing prices for various goods, including Graham Wafers and Grand Rapids Tea.

Table listing prices for various goods, including Honey Fingers and Iced Honey Crumpets.

Table listing prices for various goods, including Imperial and Jumbles.

Table listing prices for various goods, including Lady Fingers and Lemon Snaps.

Table listing prices for various goods, including Molasses Bar and Moss Jelly.

Table listing prices for various goods, including Newton and Oatmeal Crackers.

Table listing prices for various goods, including Oatmeal Wafers and Orange Crisp.

Table listing prices for various goods, including Penny Cake and Pretzels.

Table listing prices for various goods, including Scotch Cookies and Sears' Lunch.

Table listing prices for various goods, including Sugar Cake and Sugar Biscuit Square.

Table listing prices for various goods, including Sultanas and Tutti Frutti.

Table listing prices for various goods, including Vienna Crimp and E. J. Krueck & Co.'s baked good.

6

Table with 2 columns: Item Name and Price. Includes Hominy, Macaroni and Vermicelli, Pearl Barley, Peas, Rolled Oats, Grits, and various flour types.

7

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

8

Table with 2 columns: Item Name and Price. Includes OLIVES, PICKLES, and PLAYING CARDS.

9

Table with 2 columns: Item Name and Price. Includes RICE, POLISH, and POTASH.

10

Table with 2 columns: Item Name and Price. Includes Trout, Mackerel, Whitefish, SEEDS, SHOE BLACKING, and SOAP.

11

Table with 2 columns: Item Name and Price. Includes STARCH, Common Corn, SYRUPS, Pure Cane, and STOVE POLISH.



Table with 2 columns: Item Name and Price. Includes Cases, East India, German, Tapoca, Wheat, FISHING TACKLE, Cotton Lines, Linen Lines, Poles, and FLAVORING EXTRACTS.

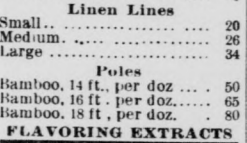


Table with 2 columns: Item Name and Price. Includes Vanilla, Lemon, and other extracts.

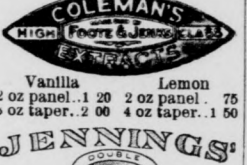


Table with 2 columns: Item Name and Price. Includes Folding Boxes, Taper Bottles, Full Measure, and Tropical Extracts.

Table with 2 columns: Item Name and Price. Includes FRESH MEATS, Beef, Pork, and Lamb.

Table with 2 columns: Item Name and Price. Includes MOLTASSES, MUSTARD, and other food items.



Table with 2 columns: Item Name and Price. Includes various metal polish and cleaning products.

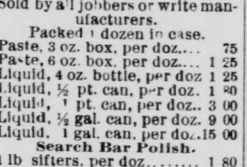


Table with 2 columns: Item Name and Price. Includes various types of rice and other food items.

Table with 2 columns: Item Name and Price. Includes various types of meat and fish.

Table with 2 columns: Item Name and Price. Includes various types of lard and butter.

Table with 2 columns: Item Name and Price. Includes various types of soap and cleaning products.

Table with 2 columns: Item Name and Price. Includes various types of salt and other food items.

Table with 2 columns: Item Name and Price. Includes various types of fish and other food items.

Table with 2 columns: Item Name and Price. Includes various types of other food items.



Table with 2 columns: Item Name and Price. Includes various types of rice and other food items.



Table with 2 columns: Item Name and Price. Includes various types of rice and other food items.

Table with 2 columns: Item Name and Price. Includes various types of meat and fish.

Table with 2 columns: Item Name and Price. Includes various types of lard and butter.

Table with 2 columns: Item Name and Price. Includes various types of soap and cleaning products.

Table with 2 columns: Item Name and Price. Includes various types of salt and other food items.

Table with 2 columns: Item Name and Price. Includes various types of fish and other food items.

Table with 2 columns: Item Name and Price. Includes various types of other food items.

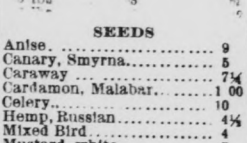


Table with 2 columns: Item Name and Price. Includes various types of soap and cleaning products.



Table with 2 columns: Item Name and Price. Includes various types of extracts and other food items.

Table with 2 columns: Item Name and Price. Includes various types of meat and fish.

Table with 2 columns: Item Name and Price. Includes various types of lard and butter.

Table with 2 columns: Item Name and Price. Includes various types of soap and cleaning products.

Table with 2 columns: Item Name and Price. Includes various types of salt and other food items.

Table with 2 columns: Item Name and Price. Includes various types of fish and other food items.

Table with 2 columns: Item Name and Price. Includes various types of other food items.



Table with 2 columns: Item Name and Price. Includes various types of stove polish and other cleaning products.

Table with 2 columns: Item Name and Price. Includes various types of sugar and other food items.

Table with 2 columns: Item Name and Price. Includes various types of table sauces and other food items.

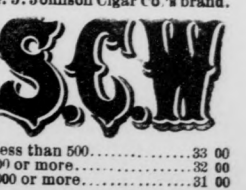


Table with 2 columns: Item Name and Price. Includes various types of table sauces and other food items.

Table with 2 columns: Item Name and Price. Includes various types of tea and other food items.

Table with 2 columns: Item Name and Price. Includes various types of soap and cleaning products.

Table with 2 columns: Item Name and Price. Includes various types of snuff and other food items.



12	13	14
Lubetsky Bros. brands	Faucets	CANDIES
B. L. 35 00	Cork lined, 8 in. 65	Stick Candy
Daily Mail, 5c edition 35 00	Cork lined, 9 in. 75	bbils. palls
Fine Cut	Cork lined, 10 in. 85	Standard 7
Cadillac 54	Cedar, 8 in. 65	Standard H. H. 7
Sweet Loma 33	Mop Sticks	Standard Twist. 8
Hiawatha, 5 lb. palls 56	Trojan spring 90	Cut Leaf. 9
Hiawatha, 10 lb. palls 54	Eclipse patent spring 85	cases
Telegram 22	No. 1 common 75	Jumbo, 32 lb. 7 1/2
Pay Car 31	No. 2 patent brush holder 85	Extra H. H. 10 1/2
Prairie Rose 49	12 lb. cotton mop heads 1 25	Boston Cream. 10
Protection 37	Ideal No. 7 90	Rent R. 8
Sweet Burley 42	Palls	Mixed Candy
Tiger 38	2-hoop Standard 1 60	Grocers. 8
Plug	3-hoop Standard 1 65	Competition. 7
Red Cross 82	2-wire, Cable 1 60	Special 7 1/2
Palo 31	3-wire, Cable 1 80	Conserve. 7 1/2
Kylo 34	Cedar, all red, brass bound. 1 25	Royal 8 1/2
Hiawatha 41	Paper, Eureka 2 25	Ribbon 9
Battle Axe 33	Fibre 2 40	Broken 8
American Eagle 52	Toothpicks	Cut Leaf. 8 1/2
Standard Navy 36	Hard wood 2 50	English Rock. 9
Spear Head, 16 oz. 41	Softwood 2 75	Kindergarten. 9
Spear Head, 8 oz. 43	Banquet 1 80	Bon Ton Cream. 8 1/2
Nobby Twist 48	Ideal 1 50	French Cream. 9
Jolly Tar 39	Traps	Dandy Pan. 10
Old Honesty 33	Mouse, wood, 2 holes. 22	Hand Made Cream mixed 11 1/4
Toddy 35	Mouse, wood, 4 holes. 45	Crystal Cream mix 13
J. T. 36	Mouse, wood, 6 holes. 70	Fancy-In Pails
Piper Heldsick 61	Mouse, tin, 5 holes. 65	Champ. Crys. Gums. 8 1/2
Boot Jack 78	Rat, wood 80	Pony Hearts 15
Honey Dip Twist 39	Rat, spring 75	Fairy Cream Squares 12
Black Standard 38	Tubs	Fudge Squares 12
Cadillac 38	20-inch, Standard, No. 1. 7 00	Peanut Squares 9
Forge 30	18-inch, Standard, No. 2. 6 00	Sugared Peanuts 11
Nickel Twist 50	16-inch, Standard, No. 3. 5 00	Salted Peanuts 10
Smoking	20-inch, Cable, No. 1. 7 50	Starlight Kisses. 10
Sweet Core 34	18-inch, Cable, No. 2. 6 50	San Blas Goodies. 12
Flat Car 37	16-inch, Cable, No. 3. 5 50	Lozenges, plain 9
Great Navy 34	No. 1 Fibre 9 45	Lozenges, printed 10
Warpath 25	No. 2 Fibre 7 95	Champion Chocolate 11
Bamboo, 16 oz. 24	No. 3 Fibre 7 20	Eclipse Chocolates. 13 1/2
1 X L, 5 lb. 26	Wash Boards	Quintette Choc. 12
1 X L, 16 oz. palls 30	Bronze Globe 2 50	Gum Drops 5 1/2
Honey Dew 35	Dewey 1 75	Moss Drops 9
Gold Block 35	Double Acme 2 25	Lemon Sours 9
Flagman 38	Single Acme 2 25	Imperial, Opera 9
Chips 32	Double Peerless. 3 25	Ital. Cream Bonbons 12
Kiln Dried 21	Single Peerless. 2 50	20 lb. palls. 11
Duke's Mixture 38	Northern Queen 2 50	Molasses Chews, 15 lb. palls. 13
Duke's Cameo. 41	Double Duplex 3 00	Golden Waffles 12
Myrtle Navy 39	Good Luck 2 75	Fancy-In 5 lb. Boxes
Yum Yum, 1 1/2 oz. 39	Universal 2 25	Lemon Sours 50
Yum Yum, 1 lb. palls. 37	Window Cleaners	Peppermint Drops. 50
Cream 36	12 in. 1 65	Chocolate Drops. 50
Corn Cake, 2 1/2 oz. 24	14 in. 1 85	H. M. Choc. Drops. 55
Corn Cake, 1 lb. 22	16 in. 2 30	H. M. Choc. 1/2 and Dk. No. 12. 1 00
Plow Boy, 1 1/2 oz. 39	Wood Bowls	Gum Drops 35
Plow Boy, 3/4 oz. 39	11 in. Butter 75	Licorice Drops. 75
Peerless, 3/4 oz. 32	13 in. Butter 1 10	Lozenges, plain 55
Peerless, 1 1/2 oz. 34	15 in. Butter 1 75	Lozenges, printed 60
Air Brake 36	17 in. Butter 2 75	Imperial 60
Cant Hook 50	19 in. Butter 4 25	Molasses Bar. 55
Country Club 34	Assorted 13-15-17 1 75	Hand Made Creams. 80 55
Forex-XXX 28	Assorted 15-17-19 3 00	Cream Buttons, Pop. and Wint. 85
Good Indian 23	WRAPPING PAPER	String Rock. 65
Self Binder 30-22	Common Straw 14	Wintergreen Berries 60
Silver Foam 34	Fiber Manila, white 3 1/2	FRUITS
TWINE	Fiber Manila, colored. 3 1/2	Oranges
Cotton, 3 ply. 16	No. 1 Manila 4	Florida Russett. 2
Cotton, 4 ply. 16	Cream Manila 3	Florida Bright. 2
Jute, 2 ply. 12	Butcher's Manila. 2 1/2	Fancy Navels. 3 75
Hemp, 6 ply. 12	Wax Butter, short count. 13	Extra Choice. 3
Flax, medium. 20	Wax Butter, full count. 20	Late Valencias. 3
Wool, 1 lb. balls. 7 1/2	Wax Butter, rolls 15	Seedlings. 3
VINEGAR	YEAST CAKE	Med. Sweets. 3
Malt White Wine, 40 grain. 8	Magie, 3 doz. 1 00	Jamaicas 3
Malt White Wine, 80 grain. 11	Sunlight, 3 doz. 1 00	Rodi 3
Pure Cider, B. & B. brand. 11	Sunlight, 1 1/2 doz. 50	Lemons
Pure Cider, Red Star. 11	Yeast Foam, 3 doz. 1 00	Verdell, ex foy 300. 2
Pure Cider, Robinson. 11	Yeast Foam, 1 1/2 doz. 50	Verdell, foy 300. 2
Pure Cider, Silver. 11	FRESH FISH	Verdell, ex chco 300 2
WASHING POWDER	Per lb.	Verdell, foy 360 2
Diamond Flake. 2 75	White fish. 10 1/2	Verdell, foy 300, 300 3 50/4 50
Gold Brick 3 25	Trout 8	Messinas 300s. 3 50/4 50
Gold Dust, regular. 4 50	Black Bass 11 1/2	Bananas
Gold Dust, 5c. 4 00	Halibut 14	Medium bunches. 1 50/2 00
Kirkline, 24 1/2 lb. 3 80	Ciscoes or Herring. 5	Foreign Dried Fruits
Pearline 2 75	Bluefish 11 1/2	Californias, Fancy. 2
Soapline. 4 10	Live Lobster 20	Cal. pkg, 10 lb. boxes 1 00
Babbitt's 1776. 3 75	Bolled Lobster. 22	Extra Choice, Turk., 10 lb. boxes. 2
Rosetine. 3 50	Cod 10	Fancy, Tkkr., 12 lb. boxes. 13 1/2/15
Armour's 3 70	Haddock 8	Pulled, 6 lb. boxes. 2
Nine O'clock. 3 35	No. 1 Pickerel. 8 1/2	Naturals, in bags. 2
Wisdom 3 80	Pike 7	Dates
Scourine. 3 50	Perch 7	Fards in 10 lb. boxes 2 6 1/2
Rub-No-More. 3 75	Smoked White. 11	Fards in 50 lb. cases. 5
WICKING	Red Snapper. 10	Hallowl. 2
No. 0, per gross. 25	Col River Salmon. 13	Sairs, 60 lb. cases. 4 1/2
No. 1, per gross. 30	Mackerel. 18	NUTS
No. 2, per gross. 40	OYSTERS	Almonds, Tarragona 16
No. 3, per gross. 55	Bulk	Almonds, Ivioa 2
WOODENWARE	F. H. Counts per gal. 1 75	Almonds, California, soft shelled. 15/16
Baskets	Extra Selects. 1 60	Brazils. 11 1/2
Bushels, wide band. 1 25	Selects. 1 10	Filberts. 12
Market 30	Baltimore Standards. 1 30	Walnuts, Grenobles. 15
Splint, large. 6 00	Standards. 1 30	Walnuts, soft shelled Cal. No. 1, new. 13 1/2
Splint, medium 5 00	Cans	Table Nuts, fancy. 11
Splint, small 4 00	F. H. Counts. per can 35	Pecans, Med. 12
Willow Clothes, large. 8 00	Extra Selects. 27	Pecans, Jumbos. 13
Willow Clothes, medium 5 50	Select. 23	Hickory Nuts per bu. Ohio, new. 3
Willow Clothes, small. 5 00	Perfection Standards. 22	Cocoanuts, full sacks 3 50
Bradley Butter Boxes	Anchors 20	Chestnuts, per bu. 2
2 lb. size, 24 in case. 72	Standards. 18	Peanuts--new crop
3 lb. size, 16 in case. 68	HIDES AND PELTS	Fancy, H. P., Suns 5 @ 5 1/2
5 lb. size, 12 in case. 63	Hides	Fancy, H. P., Suns Roasted. 6 @ 6 1/2
10 lb. size, 6 in case. 60	Green No. 1 7	Choice, H. P., Jumbo 7 1/2
Butter Plates	Green No. 2 6	Roasted 2
No. 1 Oval, 250 in crate. 40	Cured No. 1 7 1/2	Open, Shild No. 1 n'w 5 1/2 @ 6 1/2
No. 2 Oval, 250 in crate. 45	Calfskins, green No. 1 8 1/2	
No. 3 Oval, 250 in crate. 50	Calfskins, green No. 2 8	
No. 5 Oval, 250 in crate. 60	Calfskins, cured No. 1 10 1/2	
Churns	Calfskins, cured No. 2 9	
Barrel, 5 gals., each. 2 40	Pelts	
Barrel, 10 gals., each. 2 55	Old Wool. 50 @ 1 00	
Barrel, 15 gals., each. 2 70	Lamb 40 @ 75	
Clothes Pins	Shearlings 40 @ 75	
Round head, 5 gross box. 75	Tallow	
Round head, cartons 50	No. 1. 5 1/2	
Egg Crates	No. 2. 4 1/2	
Humpty Dumpty 2 25	Washed, fine. 20	
No. 1, complete 29	Washed, medium. 22	
No. 2, complete 18	Unwashed, fine. 15 @ 17	
	Unwashed, medium. 16 @ 19	

After Christmas-- What?

Now the reaction comes. After the breathless holiday rush come seventy-five days of slow trade --unless--

Unless what? Unless you do as some thousand other of keen retailers have learned to do and that is to adopt the "Butler method" of fighting dull trade.

What is the "Butler method"? Our January catalogue--just out--tells you all about it and about a number of other things that concern retailers who are in business to make money.

In especial, this issue contains something good in the way of RESULTFUL PLANS for turning those bothersome overstocks into cash.

If you are interested in reduced prices on tinware--in bargain "specials" for the show window and advertising--in guaranteed bottom-touching quotations on forty thousand staple items--all the more reason why you need this catalogue.

If you are a merchant you can have a copy for the asking--no cost to you. Mention catalogue No. T450.

BUTLER BROTHERS CHICAGO

We Sell at Wholesale Only

The New York Market

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

New York, Dec. 27.—If there is any "tendency" at all in the coffee market, it is towards a lower basis. Speculators are liquidating and getting into as good shape as possible for the campaign of 1903. Demand has been of the smallest possible character, and altogether the situation is not especially encouraging for growers of coffee. At the close Rio No. 7 is barely steady at 5 1/2c. The receipts of coffee at Rio and Santos from July to Dec. 23 aggregate 7,991,000 bags, against 10,327,000 bags at the same time last year. If this rate keeps on the discrepancy will be greater than has been anticipated. In store and afloat there are 2,657,127 bags, against 2,431,166 bags at the same time last year. Mild coffees have sold in the dullest possible manner, but no life is expected at this season, and dealers are simply closing out odd lots and getting things in readiness for stock taking, not caring whether "school keeps or not."

There is a fairly firm undertone to the sugar market, but the volume of trade is mighty light and is probably at the ebbside of the year. No change is anticipated until after Jan. 1, and then the nation may begin to wake up again on the Cuban reciprocity question and again we shall hear all the old stuff threshed out in Congress. Prices are practically without change.

Sellers of tea will make no concessions and the outlook is certainly in their favor. While the week has been quiet—decidedly so—holders are not at all discouraged and, in fact, think that 1903 will somehow mark a "new era" in the tea trade. Let us hope so; but as long as no money is spent to advertise it, the forces at work in Battle Creek will come out ahead. They realize the potentiality of printers' ink and unless Indian and Ceylon planters will "lend a hand," they will not make much progress in capturing this market. Rice is quiet and unchanged. Sales have been of small lots, just to repair broken assortments, and more than this is not hoped for for some little time.

Not an item of interest can be gathered in spices. Demand is light, prices are without change, although, as a rule, firmly sustained.

The American Grocer has completed its annual canvass of the tomato and corn pack. It sent an enquiry, accompanied by a stamp for reply, to every canner whose name appeared in the best obtainable list, asking the size of his pack. The returns have come in by scores and the figures now tabulated show that the pack this year is to say the least a "whopper." It is likely that the pack will aggregate 9,500,000 cases of 2-dozen No. 3 tins, or their equivalent. During the fore part of the year it was thought the pack would not reach 4,000,000 cases, and the showing now made is a mighty surprise to most of those interested, while others say it is just as they anticipated. The result of it all is that there is not likely to be any advance in tomatoes on account of a scarcity. The figures will be published in pamphlet form and will be mailed free to any address. They are worthy of careful study by every packer and jobber in the country. The tables as to the corn pack are not quite ready.

The week in canned goods circles has been very, very quiet. Offerings of corn and peas have been light and prices are well sustained. Hardly anything is being done in the way of future business as growers do not like to "tempt Providence" so far ahead. Too much of a gamble. Aside from corn and peas, offerings are fairly liberal and yet there seems no overabundance.

Currants are steady and so are the larger sizes of prunes, although not much trade is being done, taking the dried fruit market as a whole. Quotations are practically without change.

Lemons have been selling well this week, all things considered, and the same is true of oranges, although naturally there is some falling off after

Christmas and both buyers and sellers are rather resting on their oars. California navels, \$2.90@4.50 per box.

Best Western creamery butter continues on the basis of 28c. The demand, for some reason, all the week has been rather moderate and the market is barely steady. Seconds to firsts, 23 1/2@27 1/2c; imitation creamery, 18 1/2@22c; factory, current make, 17 1/2@18 1/2c.

The cheese market has been steadily gaining in strength and at the close 14c is well established for full cream State goods. Buyers are not "shopping" and realize that prices will not be shaded.

Arrivals of eggs are light and with the appearance of very cold weather the market shows a stronger undertone, although quotations have not appreciably advanced, fresh-gathered Western, loss off, being quotable at 28c. At mark the range is from 10c through every fraction to 26c, the latter, of course, being for very desirable goods.

His Strong Recommendations.

The old gentleman showed his displeasure plainly.

"It seems to me," he said, "rather presumptuous for a youth in your position to ask for my daughter's hand. Can you advance any good reason why I should give my consent?"

"Yes, sir," replied the young man, promptly.

"What?"

"I am comparatively modest and economical in the matter of my personal expenditures, and I think you will find me less costly to maintain than any other son-in-law you could very well pick out."

If you knew

that we had the best money making proposition in America, wouldn't you invest your money?

If you were positive

that \$1,000 invested with us would insure you a comfortable living as long as you could use it, wouldn't you invest your money?

If you were convinced

that our "Vegetable Meats" would produce a mint of wealth, wouldn't you invest your money?

If you were certain

that the stock now selling at 25c on the dollar would be worth three or four times the present value in a year, wouldn't you invest your money?

If you were sure

that this company would pay enormous semi-annual dividends, wouldn't you invest your money?

If you were satisfied

that you practically assumed no element of risk by purchasing stock in a company whose food products were wholesome, tasty and 100 per cent. pure, wouldn't you invest your money?

If facts were given

that we had no competition, and that every family in America was a possible customer, wouldn't you invest your money?

If you were shown

that the officers connected with this enterprise were reputable citizens of undoubted integrity and business ability, wouldn't you invest your money?

If in a few minutes

we could prove that the above was absolutely true, and you could realize enormous returns upon the money invested, wouldn't you spare a little time to investigate?

Then, let us explain

to you the merits, safety and profits of an investment in these shares, that are now being sold at \$1.50 per share, par value \$10 each. Write for free prospectus.

The M. B. MARTIN CO., Ltd.
Makers of Choice Vegetable Foods
117-119 Monroe St.
GRAND RAPIDS, MICH.

See Ad. on page 2.

Hardware Price Current

Ammunition		Levels		
Caps		Stanley Rule and Level Co.'s.....dis	70	
G. D., full count, per m.....	40	Mattocks		
Hicks' Waterproof, per m.....	50	Adze Eye.....	\$17 00..dis 65	
Musket, per m.....	75	Metals—Zinc		
Kly's Waterproof, per m.....	80	600 pound casks.....	7 1/2	
Cartridges		Per pound.....	8	
No. 22 short, per m.....	2 50	Miscellaneous		
No. 22 long, per m.....	3 00	Bird Cages.....	40	
No. 32 short, per m.....	5 00	Pumps, Clistern.....	75&10	
No. 32 long, per m.....	5 75	Screws, New List.....	85&27	
Primers		Casters, Bed and Plate.....	50&10&10	
No. 2 U. M. C., boxes 250, per m.....	1 40	Dampers, American.....	50	
No. 2 Winchester, boxes 250, per m.....	1 40	Molasses Gates		
Gun Wads		Stebbins' Pattern.....	60&10	
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	30	
Black edge, Nos. 9 and 10, per m.....	70	Pans		
Black edge, No. 7, per m.....	80	Fry, Acme.....	60&10&10	
Loaded Shells		Common, polished.....	70&5	
New Rival—For Shotgun		Patent Planished Iron		
No. Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 3/4	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/4	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 55
265	3 1/4	1 1/2	5	2 70
264	3 1/4	1 1/2	4	2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.....	72			
No. 12, pasteboard boxes 100, per 100.....	64			
Gunpowder				
Kegs, 25 lbs., per keg.....	4 50			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.....	2 50			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.....	1 43			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.....	1 50			
Augurs and Bits				
Snell's.....	60			
Jennings genuine.....	25			
Jennings' imitation.....	50			
Axes				
First Quality, S. B. Bronze.....	5 50			
First Quality, D. B. Bronze.....	9 00			
First Quality, S. B. S. Steel.....	7 00			
First Quality, D. B. Steel.....	10 50			
Barrows				
Railroad.....	13 00			
Garden.....	29 00			
Bolts				
Stove.....	70			
Carriage, new list.....	60			
Plow.....	50			
Buckets				
Well, plain.....	\$4 00			
Butts, Cast				
Cast Loose Pin, figured.....	70			
Wrought Narrow.....	60			
Chain				
Com.....	1/2 in.	5-16 in.	3/4 in.	1/2 in.
BB.....	7 c.	8 c.	5 c.	4 1/2 c.
BBB.....	8 1/2	7 1/2	6 1/2	6
	8 1/4	7 3/4	6 3/4	6 1/4
Crowbars				
Cast Steel, per lb.....	5			
Chisels				
Socket Firmer.....	65			
Socket Framing.....	65			
Socket Corner.....	65			
Socket Slicks.....	65			
Elbows				
Com. 4 piece, 6 in., per doz.....net	75			
Corrugated, per doz.....	1 25			
Adjustable.....	40&10			
Expansive Bits				
Clark's small, \$18; large, \$26.....	40			
Ives' 1, \$18; 2, \$24; 3, \$30.....	25			
Files—New List				
New American.....	70&10			
Nicholson's.....	70			
Heller's Horse Rasps.....	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27; List 12 13 14 15 16.....	28			
Discount, 70.....	17			
Gauges				
Stanley Rule and Level Co.'s.....	60&10			
Glass				
Single Strength, by box.....dis	85&20			
Double Strength, by box.....dis	85&20			
By the Light.....dis	85&20			
Hammers				
Mavdole & Co.'s, new list.....dis	33 1/4			
Verkes & Plumb's.....dis	40&10			
Mason's Solid Cast Steel.....30c list	70			
Hinges				
Gate, Clark's 1, 2, 3.....dis	60&10			
Hollow Ware				
Pots.....	50&10			
Kettles.....	50&10			
Splders.....	50&10			
Horse Nails				
Au Sable.....dis	40&10			
House Furnishing Goods				
Stamped Tinware, new list.....	70			
Japanese Tinware.....	20&10			
Iron				
Bar Iron.....	2 25 c rates			
Light Band.....	3 c rates			
Knobs—New List				
Door, mineral, jap. trimmings.....	75			
Door, porcelain, jap. trimmings.....	85			
Lanterns				
Baerlar & Tubular, Doz.....	5 00			
Warren, Galvanized Found.....	10			
Roofing Plates				
14x20 IC, Charcoal, Dean.....	7 50			
14x20 IX, Charcoal, Dean.....	9 00			
20x28 IC, Charcoal, Dean.....	15 00			
14x20 IC, Charcoal, Alloway Grade.....	7 50			
14x20 IX, Charcoal, Alloway Grade.....	9 00			
20x28 IC, Charcoal, Alloway Grade.....	15 00			
20x28 IX, Charcoal, Alloway Grade.....	18 00			
Ropes				
Sisal, 1/2 inch and larger.....	10			
Manilla.....	12 1/2			
Sand Paper				
List acct. 19, '86.....dis	50			
Sash Weights				
Solid Eyes, per ton.....	30 00			
Sheet Iron				
Nos. 10 to 14.....com, smooth, com.	\$3 60			
Nos. 15 to 17.....	3 75			
Nos. 18 to 21.....	3 90			
Nos. 22 to 24.....	4 10			
Nos. 25 to 26.....	4 20			
No. 27.....	4 30			
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.				
Shovels and Spades				
First Grade, Doz.....	6 00			
Second Grade, Doz.....	5 50			
Solder				
1/4@1/2.....	19			
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.				
Squares				
Steel and Iron.....	60-10-5			
Tin—Melyn Grade				
10x14 IC, Charcoal.....	\$10 50			
14x20 IC, Charcoal.....	10 50			
20x14 IX, Charcoal.....	12 00			
Each additional X on this grade, \$1.25.				
Tin—Alloway Grade				
10x14 IC, Charcoal.....	9 00			
14x20 IC, Charcoal.....	9 00			
10x14 IX, Charcoal.....	10 50			
14x20 IX, Charcoal.....	10 50			
Each additional X on this grade, \$1.50				
Boiler Size Tin Plate				
14x56 IX, for No. 8 Bolters, } per pound..	13			
14x56 IX, for No. 9 Bolters, }				
Traps				
Steel, Game.....	75			
Onelda Community, Newhouse's.....	40&10			
Onelda Community, Hawley & Norton's.....	65			
Mouse, choker per doz.....	15			
Mouse, delusion, per doz.....	1 25			
Wire				
Bright Market.....	65			
Annealed Market.....	60			
Coppered Market.....	50&10			
Tinned Market.....	50&10			
Coppered Spring Steel.....	40			
Barbed Fence, Galvanized.....	2 90			
Barbed Fence, Painted.....	2 50			
Wire Goods				
Bright.....	80			
Screw Eyes.....	80			
Hooks.....	80			
Gate Hooks and Eyes.....	80			
Wrenches				
Barter's Adjustable, Nickleled.....	30			
Coe's Genuine.....	30			
Coe's Patent Agricultural, Wrought.....	&10			

Gripsack Brigade.

Martin H. Van Horn, formerly with the Clark-Rutka-Weaver Co., but for the past month on the road for Foster, Stevens & Co., has taken a position in the retail department of that house.

Owosso Press: Charles J. Shaw, after a few years' existence in Vernon and Durand, is coming back to his favorite place—Owosso. Mr. Shaw is on the road for the Sterling Manufacturing Co., manufacturer of agricultural implements.

Frank L. McConnell, who now represents the Malta-Vita Pure Food Co. in Rhode Island, Eastern Connecticut and Southeastern Massachusetts, was home for Christmas and paid his Grand Rapids friends a hasty visit. He is now located at Providence and is greatly pleased with his new position.

Ionia Standard: The thoughtful wife of an Ionia traveling salesman accompanied him to the depot on Monday and as he was about to board the train, asked him in most tender tones what she should put in his stocking in case he did not get home for Christmas. "Put a heel in it," rung out on the air as the train pulled out.

E. E. Dryden, who has traveled for Foster, Stevens & Co. for the past five years, has retired from the road to take the management of the retail department of that house. Mr. Dryden has made an enviable record as a traveling salesman and his retirement will be the occasion of much regret on the part of those on whom he has called. His successor is Ira Van Valkenberg, who was formerly engaged in the hardware business at Hastings and who has traveled the past two years for Whitman & Barnes, of Chicago.

Miles K. Walton has voluntarily resigned his position with the Columbia Enameling Co. to take a position as traveling salesman for Foster, Stevens & Co., covering the territory formerly visited by the late A. D. Baker. Mr. Walton is a natural salesman and will undoubtedly achieve the same measure of success in his new position that he has in the other positions he has held. He makes the change at considerable financial loss to himself in order to be at home two or three times a month, instead of twice a year.

Alex. Stevenson, who began traveling in the Upper Peninsula about the year one, and left old haunts five years ago, will take the grip again for the Wm. Bingham Co., Cleveland, Jan. 1. He will take his old territory and a host of old friends will welcome him back on the road. There never was a man selling hardware in the Upper Peninsula who sold as many goods as he used to in his palmy days; never a man who was better liked by his trade and competitors. He will find business conditions quite different now, but Alex. can be depended on to get his share of the business.

Change in Freight Classification of Eggs.

For some time the Central Traffic Association has been agitating the question of responsibility for damage to eggs in transit with the endeavor to establish a standard of package and fillers for all goods to be transported at carriers' risk. Claims for damage to eggs in transit have become a very serious matter with all the freight lines and they have considered that these damages are very largely the result of the use of weak cases and flimsy fillers, which are unfit to protect the fragile contents even with reasonably careful handling.

A committee representing all the freight lines met with a number of the leading shippers of eggs in Chicago on December 3d to consider the matter and determined upon the following requirements for the standard egg case:

Sides bottom and top at least 3-16 in. thick.

End pieces and center partition 7-16 in. thick.

End cleats, 1 1/4 x 7-16 in. thick.

Nailed with cement wire nails, 3 penny fine, 12 nails on each side, bottom and top; 2 3/4 lb. hard calender medium fillers, consisting of 10 trays and 12 dividing boards.

The committee advocated disparagement of the use of any second hand cases for through shipments and declared that on and after January 1, 1903, all claims for damage to eggs not in the standard case, or to those shipped in second hand cases, are to be declined by the carriers.

The requirements for the standard case as above given are met by all well-made No. 2 egg cases as now generally used by shippers; lighter cases and second hand cases can not be used without endangering the contents, and lighter fillers than those prescribed very commonly cause more breakage than their value amounts to. As a rule the trifle saved in the cost of packages and packing by the use of very light or second-hand cases, or cheap, flimsy fillers, is no economy to the shippers; the breakage more than offsets the difference in cost besides causing no end of annoyance and trouble. If the new rule shall lead to the uniform use of suitable cases and fillers it will be a god-send to the egg trade—both to shippers and city merchants.—N. Y. Produce Review.

Lighting the Window.

Lights have more to do with making a window attractive perhaps than any other agency except the goods. Do not be stingy with lights, but put in enough to make your window look nice and bright. At this season everything must look bright if it is to be in keeping with the spirit of the hour. People are not very likely to be impressed with your display if it is dingy. They go about looking for things, and when they see a bright window they are attracted to the store immediately, but if the window is gloomy they are likely to look elsewhere. If your trim is good help it along with plenty of light. If it is only fairly good all the more reason for lighting it up thoroughly. Remember that attractiveness of a window is enhanced 50 per cent. by good lighting.

Expectation Fulfilled.

Dickson—Remember that brilliant young fellow Tompkins, who was in our class at college? Wonder what became of him. I always thought the world would hear from Tompkins.

Richardson—It did. He became an auctioneer, afterward traveled as a barker for a sideshow, and is now beating the bass drum for the Salvation Army.

Frank Proctor, dealer in general merchandise, Hersey: Please find enclosed check for \$2 on subscription. I would feel as though I had lost a tried and true friend if I did not see the Tradesman on my desk every week. It has been with me for nearly twenty years.

The snow lies still and white
At the gate of the glad New Year,
Whose face with hope is bright
Though the wintry world is drear.
Skies may be dark with storm,
While fierce the north wind blows,
Yet earth at heart is warm
And the snowdrift hides the rose.

B. N. Creaser, grocer, Middleton: Please find enclosed check for \$2, which place to my credit and oblige. The Tradesman has been of great benefit to me and saved me more than \$2 on one deal that I know of.

No Water For Him.

"What is the train stopping for?" asked the Kentuckian of the passenger in the seat ahead.

"For water," replied the man spoken to.

"Egad, sub," replied the Kentuckian, "if I had known that, I should have remained at home, sub."

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—THREE HUNDRED AND FORTY acres of land at Walton, Michigan. Forty acres suitable for cranberry growing, about ten acres now in full bearing. Good seven room house, barn and large cranberry warehouse. Forty acres good agricultural land, cleared; at out one hundred acres covered with fine growth of young timber. Railroad through land, station half mile from house. Price low, terms easy. Berries from this marsh were "considered best among collection" at meeting of Wisconsin State Cranberry Grocers' Association, Jan. 14, 1902. Would exchange for Grand Rapids business or residence property. Correspond with owner, L. W. Hubbell, Springfield, Mo. 9 5

DO YOU WANT TO PLACE YOUR MONEY where it will be perfectly safe, where you have a guaranteed dividend of 6 per cent., where you can't lose, where every dollar invested has paid 15 per cent.? If so, answer this advertisement. For full particulars address A. J. Caldwell, Tioga, Tex. 9 4

FOR SALE—A GOOD NEW CLEAN GROCERY stock of about \$1,000 in good town; good location; low rent. Best reason for selling. Address B. W. Hewitt, Maple Rapids, Mich. 963

IF YOU WANT A SMALL STOCK OF NEW clothing in a good town at a snap price, address No. 962, care Michigan Tradesman. 962

WANT TO RENT A GOOD STORE IN GOOD Michigan town where there is room for new clothing store. In answering, population, number clothing stores in town and lowest rent asked. Address No. 961, care Michigan Tradesman. 961

FOR SALE—LIVERY; ONE OF THE BEST points in the State. Address Lock Box 114, Chesaning, Mich. 960

FOR SALE—MY COMPLETE SODA FOUNTAIN outfit, just as it now stands and in operation. Must be sold at once to make room for another. Do not wait a day if you want this bargain, on time or cash. The fountain is nearly new. Schroeder's Drug Store, 37 Monroe st., Grand Rapids, Mich. 959

COW PEAS, SOJA BEANS AND GUMTHUS. We solicit orders and enquiries for gumthus (pure hard turpentine). Cow peas and soja beans for seed. Hall & Pearsall, Inc., Wilmington, N. C. 957

TO EXCHANGE—A FINE FARM OF 897 acres; 65 miles from Kansas City, Mo.; will trade at actual cash value and take one-half in good clean merchandise, balance cash; write for particulars. The Economy Store, Mondamin, Iowa. 957

FOR SALE—STOCK OF GENERAL MER-chandise and millinery if desired; stock now reduced to about \$3,000; splendid opportunity; will sell reasonably. Address Box 101, Montrose, Mich. 944

FOR SALE—DRUG STOCK IN ONE OF the best business towns in Western Michigan; good chance for a physician. Enquire of No. 947, care Michigan Tradesman. 947

FOR RENT—BRICK BLOCK; BRICK OVEN; best location for grocery, bakery, restaurant; old established place. Box 637, Three Rivers, Mich. 953

FOR SALE—WHOLESALE GROCERY IN a thriving city of 30,000 in the Northwest. Address R, care Michigan Tradesman. 956

FOR SALE—I HAVE A FEW FINE WHITE Rock cockerels at two dollars each. L. A. Olds, So. Haven, Mich. 949

FOR SALE OR TRADE—CHOICE 80 ACRES; muck soil, improved. Address 321 1/2 Lake St., Petoskey, Mich. 948

FOR SALE—GENERAL STOCK OF MER-chandise, worth \$1,700, consisting of groceries, boots and shoes and hardware; stock in good shape. This stock was purchased by me about a month ago. Owing to the illness of my wife in the South, I desire to dispose of the stock and return to the South. R. C. Higgins, Ashley, Mich. 945

FOR SALE—DRUG STORE IN NORTHERN Michigan; town of 10,000; invoices about \$1,600; doing business of \$5,000 a year; no cut prices. Address No. 945, care Michigan Tradesman. 945

BATTLE CREEK FOOD STOCKS—I HAVE for sale stock in the following companies: Malta Vita, Norka, Tryabita, National Food Co., Maple Flake, Flakota, Sanitorium, Pepto Quinine, Jebb Remedy Co. and all others. You can double your money. Sam A. Howes, Broker, Battle Creek, Mich. 927

FOR SALE OR WILL TRADE FOR GOOD stock of general merchandise, a fine residence including new barn, in Grand Rapids. Address Lock Box 162, Muskegon, Mich. 937

FOR SALE, AT A BARGAIN—CON-fectionery and News Depot, soda fountain, counters and show cases. Best reasons for selling. Address No. 930, care Michigan Tradesman. 930

CHOICE FARM FOR SALE OR TRADE FOR merchandise, hardware preferred; 177 acres burr oak openings. Box 3, Leonidas, Mich. 931

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

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

WANTED—SECOND HAND COMPUTING scale; about 25 pounds. Address Chas. H. Fish, Butler, Ill. 896

CHICAGO PURCHASING CO., 221 5TH ave., largest cash buyers of stores and stocks of all descriptions. 913

THE HOOSIER HUSTLER, THE NOTED salesman and Merchandise Auctioneer, has closed out more stocks than any other man living. For terms and reference book address P. O. Box 478, Omaha, Neb. 911

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

FOR SALE—WE HAVE THREE LAUN-dries ranging in price from \$400 to \$6,000 in some of the best cities in Central Michigan. If any one interested will write us stating about what they want, we will be pleased to correspond with them. Address Derby, Choate & Woolfitt Co., Ltd., Flint, Mich. 886

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

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. 321

I HAVE SOME REAL ESTATE IN GRAND Rapids. Will trade for a stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

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—AN EXPERIENCED DRY Goods Salesman, one familiar with general store; rather prefer single man. Address No. 966, care Michigan Tradesman. 966

WANTED—REGISTERED OR ASSISTANT Pharmacist. Address 958, care Michigan Tradesman. 958

WANTED—POSITION AS CLERK; SIX years' experience in the general merchandise line; feel competent to fill any place and can furnish good references; good accountant and can keep a set of books. Address L. A. E., Box 65, Newaygo, Mich. 942

WANTED—GOOD SALESMEN, ENER-getic and capable of handling sub salesmen, to sell our famous Dustless Brushes to merchants and institutions. Two thousand of the new perfected dustless brushes sold in forty days. Wonderful sellers. Good money. Write us quick. A. R. Wlens Company, 223 Cedar St., Milwaukee, Wis. 954

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

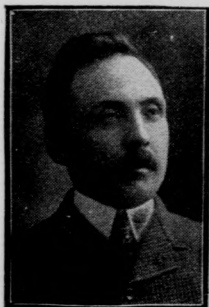
**Cheney & Tuxbury
the Real Estate Men**

are in the market for Hemlock and Cedar Lands.

24 Canal St., Grand Rapids, Mich.

"THE O'NEILL SALES"

absolutely sell 10 per cent. of your stock in a day.
Retail Selling—New Idea System



C. C. O'Neill & Co.
SPECIAL SALESMEN & AUCTIONEERS
408 Star Bldg., 356 Dearborn St., Chicago
We also buy and sell Store Fixtures and take them on consignment.

If you knew that we could clear your store of all old stuff and any lines you would like to eliminate and get you thousands of dollars in cash, would you try our
**NEW
IDEA
SALE?**
If so, write us and we will give you full details and information.