

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 7, 1903.

Number 1007

We've Sold a "Pile" of Rubbers

in the last three weeks, but our stock isn't "busted" yet. We have maintained our reputation for FILLING ALL ORDERS PROMPTLY and with few exceptions completely. Delay in getting your orders filled means loss of trade. Why take any chance?

SEND US YOUR ORDERS

The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

BRANCH STORES

106 Duane St., New York; 207-209 Monroe St., Chicago; 177-181 Congress St., Boston

Save Time, Money, Health

BY USING AND SELLING

A. R. Wiens' Dustless and Hygienic Sweeper



It makes sweeping a pleasure to all. So simple that a child can use it. Recommended by Physicians, Schools, Public Institutions and Merchants wherever introduced so far. Over 2,500 sold in 60 days. The increased orders from Michigan and Indiana demonstrate that it is wanted very badly there. Increase your business by handling them.

Write for our Illustrated Catalogue and Price List.

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.

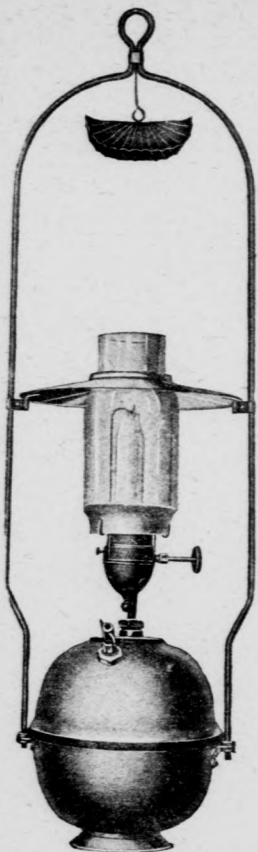
Just What You Want

The "Ann Arbor Arc" Lamp No. 2

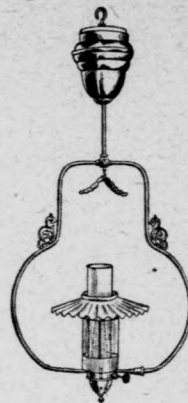
Which gives you 500 candle power light for 12 hours at a cost of 3 cents. Beautifully finished in oxidized copper with polished nickel reflector. Guaranteed and lasts for years. It is a world beater. Nothing like it on the market. Permitted by the National Board of Fire Underwriters. Order a No. 2 Lamp. It only costs you \$7.00 now for a short time. Our new large complete catalogue is now ready. Write for one.

The Superior Manufacturing Co.

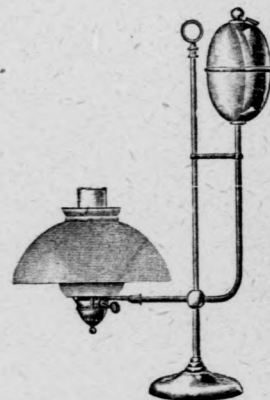
20 South Main Street,
Ann Arbor, Mich.



No. 2. "Ann Arbor Arc" Lamp



Write for Prices on these
Household Lamps



Walsh-DeRoo Buckwheat Flour

Is absolutely pure, fresh-ground and has the genuine old-fashioned flavor.

Put up in 5 lb., 10 lb. and 1/2 bbl. paper sacks, 125 lb. grain bags and bbls.

Write us, please, for prices.

Walsh-DeRoo Milling Co.
HOLLAND, MICH.

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.

Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

Full Cream Caramels,

Marshmallows.

MADE ONLY BY

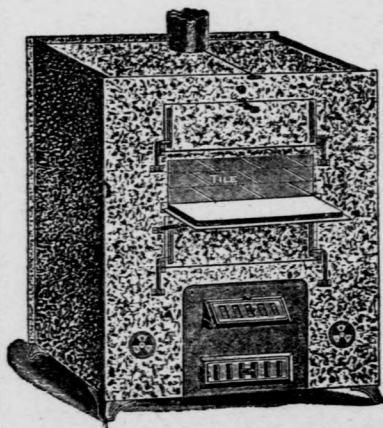
Straub Bros. & Amiotte, Traverse City, Mich.

We have the Largest
Stock in Western Mich-
igan of

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

Send us your orders.

Sherwood Hall Co., Ltd.
Grand Rapids, Michigan



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

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.

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 7, 1903.

Number 1007

Noble, Moss & Co.

Investment Securities

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

Government Railroad Corporation
Municipal 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.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Buy Oro Hondo Stock

The price of Oro Hondo Stock has been advanced to \$1 a share. This is due to large subscriptions from Eastern capitalists and to the unusual favorable developments at the mine. The whole proposition could not be in better shape and the management feel justified in increasing the price. 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.

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.

Tradesman Coupons

IMPORTANT FEATURES.

Page.	
2.	Clerks' Corner.
4.	Around the State.
5.	Grand Rapids Gossip.
6.	Coffee Chewing Habit.
7.	Change From Clerk to Merchant.
8.	Editorial.
10.	Clothing.
12.	Woman's World.
14.	Dry Goods.
16.	Shoes and Rubbers.
18.	David Hackett.
20.	Principles of Marketing.
25.	Commercial Travelers.
26.	Drugs and Chemicals.
27.	Drug Price Current.
28.	Grocery Price Current.
29.	Grocery Price Current.
30.	Grocery Price Current.
31.	Extra Discount.
32.	The New York Market.

NOT SO HARD

To Please People Who Buy Away From Home.

Written for the Tradesman.

People do not always buy goods away from home for the purpose of saving money. True, the main point made in the advertisements of the mail order houses and many of the city retail stores is the cheapness of the goods they sell, but, nevertheless, they receive a large amount of trade from outside of their territory from people who would not patronize them if they could get what they want at home.

For an illustration, I know of several stores that are located in a town but a few miles from a large city that cater continually to the class of people looking for goods of medium grade, disregarding the many people in the town who have considerable money to spend

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 desire it.

Martin V. Barker
Battle Creek, Michigan

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCORNE, Manager.

and who would gladly patronize the local merchants if these gentlemen would take any pains to please them. These merchants are continually roasting the people who go to the city to trade. They hold them up to ridicule, tell how the city merchants beat them out of their money and say that they are killing the town by taking their money to other points and spending it.

But, in the event that any one of these people comes into one of these stores and asks for a leading brand of high priced baking powder or some other article of equally well-known merit, the merchant informs the would-be customer that this brand of goods is not in stock, following which statement the merchant brings forward a cheaper and poorer article, which he says is "just as good." The customer sometimes takes the cheaper article, but goes home without feeling satisfied with the purchase.

I know of a clothing store that advertises all the latest things in men's furnishings, when the goods are the laughing stock of all the good dressers in the community. I have been in this store and seen salesmen assert that a certain suit of clothes was of the most fashionable cut and texture, when the customer knew it was two years behind the times. What was the result? The man went away disgusted, took the next train for the city and has not traded there since. I have seen a whole stock of neckwear in which could not be found a plain black tie, and yet the store was bidding for the best trade while refusing to supply what the best trade demanded.

I know of a shoe store that does not carry any heavy sole street shoes, simply because the proprietor does not like them. At the same time people are demanding these shoes every day. They want them and are willing to pay their money for them. Failing to find them at this store they go to the city and get them.

All these illustrations look like extreme cases. The average reader, perhaps, will think them overdrawn, but they are not. There are merchants in every small town in the country who buy their goods according to the dictates of their own wants. If they do not care anything about style in the goods they get for their own personal use, they think other people should not desire such things either. Viewing the world and the people from their own narrow point of view, they gratify their own wants and notions, disregarding those who are expected to buy their goods.

There is another class of country merchant which, although very rare, is still to be found now and then. In this class are the fellows who will not keep goods for sale that are known as rapid sellers. I once heard a woman ask a dealer why he did not keep a certain brand of shoes and he replied that he bought some once, but they went so rapidly that he did not like to handle them. It was too much bother to order so often. Perhaps you think this fellow a queer brand of merchant, but there are quite a few

in the business whose ideas correspond with his, although it seems an odd way of reasoning to most people.

But there is another class of customers these merchants have to deal with. In this class are to be found the persons who are looking for something for nothing. They scan the papers for advertisements telling of shot guns for \$3.98 and overcoats for \$2.99. These advertisements tell them that if they will buy their goods by mail they will save 40 to 50 per cent. They quote these prices to the merchant, and very likely he has nothing in stock that he can sell at such figures. Then the man who has been reading the advertisements tells him he is high priced and that hereafter he will buy his goods in Chicago.

Now, if the country merchant wants the trade of these people why does he not do something to win and retain it? He can sell just as cheap as any mail order house in America, and save the customer the freight and express charges. If you do not believe this take a mail order catalogue and the catalogue of some big wholesale house and place them side by side. Then compare the goods and prices, and you will discover that these mail order concerns are getting as much money for their goods as the average country merchant and in many cases more.

The man who is looking for something cheap is not the one to desire the best class of goods, but his money has the same purchasing power as the coin of the millionaire. Some merchants, however, seem to be in business because there is nothing else for them to do. They do not try to please anybody. They kick because rivals in trade get their business away from them, but at the same time will do nothing to win customers. They neither try to please the rich nor the poor. They buy their goods without regard to what the demands of the people are liable to be, and then get into heated arguments with people who are not pleased with what they have to offer in the way of merchandise.

True, there are people whom no merchant on the top of God's green earth can please, but in most cases the people are not hard to get along with if the merchant tries hard to meet their wants.

Raymond H. Merrill.

Italians seem to be coming rapidly to the front as inventors. Marconi has but lately engaged universal attention by the development of his system of wireless telegraphy, and now a fellow countryman, Signor Pansi, announces that he has perfected a machine that will convert the sun's rays into electric energy. He believes that everybody by the use of this machine will be enabled to manufacture his own electric power, light and heat. There was never a time since the dark ages when such a device would be more heartily welcomed than now.

The shortest cut in advertising success is not following the other fellow—he may be uncertain what he is doing himself.

Clerks' Corner.

The Straw That Broke the Camel's Back. Written for the Tradesman.

Like all good clerks—like the most of them, anyway—he had come to Shelbyville from the farm, bringing with him its ideas of thrift, its sound common sense, the old-fashioned notion of earning his wages and beyond all and above all maintaining for himself a profound respect. The vigorous outdoor farm life and work and the untainted air and sun, that permeated his whole being, painted his cheek, and making sinew of his muscle, at the age of 18 sent as fine a specimen of young American manhood to Shelbyville as ever began a prosperous career at the foot of the commercial ladder.

"What's your name?" bluntly demanded the heavy-set, heavy-jawed Jud Raymond of the well-proportioned young giant who stood respectfully before him.

"John Clark."
 "What do you want?"
 "Something to do."
 "What wages do you expect?"
 "What I'm worth."
 "Who's to decide?"
 "You."
 "How?"
 "Trying me."

Well! Here was something out of the common run and the storekeeper removed his half-consumed cigar to stare at the phenomenon before him. The sight seemed to do him good, not a point in the physical make-up of the young fellow escaping a careful scrutiny. It may have been the law of contrast that brought him to his early decision, for the fair close-cropped hair and the dark blue eyes were certainly wholly unlike his own and it is more than possible that the firm bland chin and the bit of decision that had taken up its abode in the not unpleasant mouth helped the storekeeper to conclude that this looked something like the very man he wanted.

"Well, I like your terms and your looks. You won't find any soft snap in here and you don't strike me as looking for one. A week won't kill anybody either way. I'll give you six dollars and see that you earn your money. When do you want to start in?"

"Now."
 "Hang your coat behind the door and go at the first thing that needs you."

It was the ordinary country store under the ordinary management and the boy who had been taught on the farm that everything should have its place and be kept in it knew from training as well as from instinct that the middle of the floor was not the place to pile everything that was brought in. The space between the counter, therefore, was the point of attack; but before he wasted any muscular energy he reconnoitered every nook and corner for the most fitting place for the goods before him. That settled upon he armed himself with broom and duster, the vigorous use of which soon drove the coughing storekeeper outdoors growling out the old proverb which we have no time nor need to repeat.

He did not soon return, but when he did the change pleased him. Order had taken the place of chaos and although Jud Raymond was not given to over-much commendation he did say in the Jud Raymond way that he hoped the new broom and the new duster weren't wholly worn out.

"That isn't the thing to be afraid of;

it's the putting things back where they belong that's going to make mischief and you mustn't get 'rucktious' if I sputter a bit if things are not kept where they belong."

Under ordinary circumstances Raymond's answer couldn't be put in type but the boy's earnestness in connection with the good job done pleased him and for the first time in his life he determined to fall in with the clerk's idea and try to keep things where they belonged—a condition of things which tended to harmonize the naturally warring opposites, and, what is stranger to relate, created in the storekeeper the desire to start in on a general reform according to his own idea.

For a time there was no trouble, at least so long as the ideas of the two were along the same lines; but when Raymond in his zeal determined to reform not only the store management but John Clark himself it was apparent that the time was soon coming when matters would come to a climax. It was all well enough and natural enough that the will of the elder man should prevail, the more so when that will belonged to the proprietor of the store; but when purely on account of age and proprietorship, Jud Raymond undertook to call his clerk to account in the presence of customers after the Raymond method, the clerk concluded that a very little of that was all that would be put up with. He was willing to be found fault with, he was by no means too old to learn, but no one likes to be needlessly humiliated in the presence of others, and to be called down according to the king's taste "right before his customers," especially when they happened to be his young friends—lady friends at that—of the village, was not at all to be tolerated and if Jud Raymond didn't stop indulging in that bit of commercial pleasantry he would find to his cost that it was a game two could play at.

What brought matters to a standstill was the raking down he received the day before when Lillian Jackson, whose dancing black eyes took delight in gazing into John's "heavenly blue" ones was forced to listen to a regular scolding for a blunder "the old rapsallion" had made himself, and she went away before he could say a word in his own defense. Like a cur he took his kick without a growl and she, as girls do and always will, was at that minute talking and laughing about him! He'd had enough and the very next time that thing happened again he'd see what he could do in striking back.

The time came that very afternoon. Mrs. Holliday, a lovely thing in feathers and fur, who was visiting the Campbells

\$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.

Michigan Maple Sugar Association, Ltd.

PRODUCERS OF

**High Grade
Maple Sugar and Syrup**

119 Monroe Street,

Grand Rapids, Mich.

Pure Maple Sugar

30 lb. Pails Maple Drops, per lb. 15 c
 50 to 60 drops per pound.
 30 lb. Pails asstd. Fancy Moulds,
 per lb. 15 c
 29 to 30 moulds to pound. 92c
 100 lb. Cases, 28 oz. bars, per lb. 10 c
 60 lb. Cases, 26 oz. bars, per lb. 10 c
 100 lb. Cases, 13 oz. bars, per lb. 10 c
 60 lb. Cases, 13 oz. bars, per lb. 10 1/4 c

Pure Maple Syrup

10 Gal. Jacket Cans, each. \$8 50
 5 Gal. Jacket Cans, each. 4 50
 per case
 1 Gal. Cans, 1/2 doz. in case. 5 75
 1/2 Gal. Cans, 1 doz. in case. 6 25
 3/4 Gal. Cans, 2 doz. in case. 6 50
 3/8 Gal. Cans, 2 doz. in case. 4 25

Mail Orders Solicited. Goods Guaranteed.

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

Two more carloads in.

H. M. REYNOLDS ROOFING CO.

Grand Rapids, Michigan

MANUFACTURERS

Ready Gravel Roofing, Two and Three Ply Tarred Felt Roofing,
 Roof Paints, Pitch and Tarred Felt.

and who took occasional pleasure in laying siege to Jud Raymond's bachelor heart, made believe that she wanted a pair of shoes and pretended that she could get what she wanted as well in Shelbyville as she could in Chicago! As luck would have it Raymond was out and he came in just in time to see that handsome John's hand holding the prettiest little foot that side of the Rocky Mountains—fondling it, in fact—and she, to his great disgust, instead of hitting the clown over the head as he richly deserved, pretended to be so engaged in looking at the shoe as not to know what he was doing. The exclamation inevitably following the attempt to put a four and a half foot into a three and a half shoe was made the motive of sudden action on the part of the excited storekeeper and coming suddenly forward he seized the shoe and impatiently tried to push the clerk from his pleasing duty.

The attempt was not a success. Had he been glued to the floor—and to the foot—he could not have been more immovable and when the sturdy storekeeper, looking things unutterable, told him to "get away" and let him come, the heavenly blue in John Clark's eyes was suggestive of something wholly unlike starlight. That did the business for both. Proprietor and maturity and experience and other qualities, easily assumed, prompted the storekeeper to assert himself; anger, resentment and an equally long list of similar virtues strengthened the clerk's resolve and finally when it was evident that the time for action had come he saw that the possession of the shoe was the first point to be settled and regardless of everything else seized with his right hand the shoe heel and with his left the throat of the burly proprietor. As the foot had been crowded into the shoe beyond the point of torture it clung tenaciously to the flexible "Vici," and only the sudden and forceful scream of the terrorized woman brought matters to a standstill. Then, having gained the unquestioned possession of her own foot, which belonged to her, she tore off the shoe with a dignity which offended womanhood only can assume, repelled with justifiable wrath all offers to put on the old shoe, fastened it with an alacrity acquired only at white heat and with a look that annihilated the manhood before her went out and was seen no more.

The door bang settled the whole matter for John Clark. He had long suffered beyond the point of endurance and this fresh outrage was the last straw that had broken the camel's back. His first impulse after "she" had gone was to give the storekeeper "the licking of his life;" but, taking a hint from the angry woman, he, too, without a word, put on his hat and coat and went home. Later in the day when the clerk came in to settle, the cooled-off storekeeper wanted to patch the matter up, but young Clark thus fixed things as he rolled the bills into a wad and put it into his pocket:

"The meanest thing a man can do is to call a clerk down before people and you've done that for me for the last time. Good-bye."

Richard Malcolm Strong.

The World's Judgment.

Give little. It will say you might as well have given nothing.
Give something. They will say it is not enough.
Give much. General opinion will decide you could well give more.
Give all, and the world will say you are a fool.

Recent Business Changes in Indiana.

Berne—Eichenberger & Pluess, grocers and bakers, have dissolved partnership. F. G. Eichenberger continues the business in his own name.

Grabill—C. G. Egly & Co., general merchandise dealers, have merged their business into a corporation under the same style.

Greentown—Schoof & Holliday have purchased the grocery stock of M. T. Stone.

Hollandsbury—Stout & Ball continue the mercantile business formerly conducted under the style of Stout, Ball & Co.

Indianapolis—The McConnell Segar Co., manufacturer of cigars, has incorporated under the same style.

Indianapolis—Lawrence May has retired from the tinware business of May & Maier.

Marion—A. V. Custer has purchased the interest of his partner in the grocery business of Custer & Smith.

Muncie (near)—Sharp & Roos, general merchandise dealers, have dissolved partnership. The business is continued by S. I. Sharp.

Pendleton—L. W. Seybert has taken a partner in his grocery business under the style of Seybert & Crosby.

Redkey—O'Neill & Curtis succeed James O'Neill in the spoke and lumber business.

Shelbyville—Toner & Comestock have discontinued the agricultural implement business.

Syracuse—The Syracuse Manufacturing Co., manufacturer of wood novelties, has reincorporated under the style of the Syracuse Screen & Grille Co.

Terra Haute—The Hickey Grocery Co. is the new style under which the grocery business of Lawrence Hickey is continued.

Good Words Unsolicited.

Andrew Patterson & Son, hardware and implement dealers, Marshall: Enclosed find \$1 in renewal of our subscription. Of course, we want the Tradesman.

J. H. Moores, dealer in pine timber lands, Ellisville, Miss.: I hand you herewith my check on the Old Detroit National Bank for \$2 in payment of subscription to the Michigan Tradesman. I always enjoy reading the Tradesman, as it enables me to keep track of the business of my old Michigan friends.

E. Hagadorn, dealer in general merchandise, Grawn: You will find enclosed herewith \$1 in renewal of my subscription to Michigan Tradesman. So long as I remain in the mercantile business I would not do without the Tradesman.

Geo. H. French, dealer in clothing, boots and shoes and men's furnishings, Port Huron: Enclosed please find check for \$4, the amount of statement received. I am very well pleased with your paper. Can not do without it. The north end of our city is booming at the present time.

L. S. Dickinson, dealer in hardware, harness, agricultural implements and vehicles, Fennville: Enclosed find check for \$2 to apply on my subscription to the Tradesman. The Tradesman is always a welcome visitor at our office and we get a great deal of useful information from its columns. May it prosper in its new quarters in the future as it has in the past.

Neal Young & Co., commission produce dealers, Cleveland, Ohio: Enclosed herewith find \$3 to apply on our subscription. Your paper is all o. k.

E. H. Phelps, clothier, Carson City: "I value your paper very much."

If there are two sides to a question, how many angles are there to an answer?

SOME PEOPLE NEVER PROGRESS



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

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

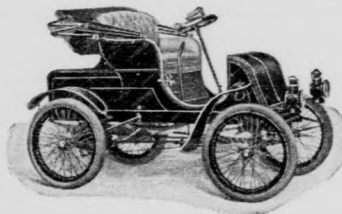
Fox Typewriter Co., Ltd.

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

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

Consider This

In selecting an administrator, guardian or trustee, weigh the permanency and responsibility of a corporation against the possible disabilities of an individual.

A trust company is never sick or out of town or many other things to which an individual is subject.

The Michigan Trust Co.

Grand Rapids, Mich.

Perfection Lighting Company

17 S. Division St., Grand Rapids

DEALER IN

General Lighting Supplies

AGENT FOR

Perfection Lighting System



You will find scarcely an imperfect berry in a package. That's one reason why the people like it.

JUDSON GROCER COMPANY, Grand Rapids

CANVAS LEGGINGS SPECIAL PRICES TO CLOSE THEM OUT

- 8 oz. \$3 25 per dozen
- 12 oz. 4 00 per dozen
- 15 oz. 5 00 per dozen
- 10 oz Boys. 3 75 per dozen
- Triplex Waterproof... 5 50 per dozen

CHAS. A. COYE

11 AND 9 PEARL ST., GRAND RAPIDS, MICH.

Cash Register Paper

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

Standard Cash Register Co., Wabash, Ind.

Around the State

Movements of Merchants.

Weston—E. B. Lee has purchased the hardware stock of James Mace.

Alpena—Paul Monser, meat dealer, has sold out to Thos. G. Stacey.

St. Louis—Bert Eckert has purchased the meat market of W. R. Brewer & Co. Hudson—Norris & Gould have purchased the grocery stock of R. N. Johnson.

Turner—J. B. Mills succeeds the general merchandise firm of M. D. Mills & Co.

Bay City—Harry W. Fisher has opened a grocery store at 905 Fraser street.

Constantine—B. P. Scoville & Son continue the hardware business of B. P. Scoville.

Cass City—Thomas H. Hunt has sold his general merchandise stock to Benj. F. Bankleman.

Raisinville—W. J. Barr has purchased the general merchandise stock of F. B. Simmons.

Clayton—Lamb & Cooke succeed Lamb, Judson & Cooke in the banking and grain business.

Jackson—The Peoples Telephone Co. has increased its capital stock from \$200,000 to \$250,000.

Alma—J. E. Fuller has purchased the harness and agricultural implement stock of Chas. Morden.

Alpena—David W. McKenzie has purchased the cigar and tobacco stock of Winterhalter & Ryan.

Three Rivers—Fred A. Place continues the boot and shoe business of F. A. Place & Co. in his own name.

Flint—Chas. G. Peer has taken a partner in the wood and coal business under the style of Peer & Livingston.

Bauer—Charles W. Cook has sold his general stock to Henry Sweet, who has been clerk in the store for several years.

Hagensville—Wm. H. Wilson has sold his general merchandise and agricultural implement stock to Bunton & Finch.

Traverse City—F. H. Meade, the South Side druggist, has moved into a new brick store adjacent to his old location.

Charlotte—F. A. Ives & Co. have purchased the L. A. Stone bazaar stock. The business will be continued at the same location.

Niles—Hugh Rosewarne has engaged in the grocery business. His stock was purchased of Barton Babcock, who retires from trade.

Brown City—H. H. Hoffman has bought the hardware and implement stock of McNaughton & McCarty and will continue the business.

Copemish—Webster Cornell has engaged in the hardware and grocery business, having purchased the stock belonging to Chas. M. Olney.

Detroit—Johnson & Foster, wholesale and retail tobacco and cigar dealers, have dissolved partnership. Jacob D. Johnson continues the business.

Greenville—The clothing establishment of Jacobson & Clark has recently made a change in ownership, the business now being owned by Eugene S. Clark & Co.

Calumet—Frank B. Lyon, who has been engaged in the hardware business here for nearly twenty-seven years, has closed out his stock and retired from trade on account of poor health.

Saranac—Patch & Osborn, dealers in dry goods and groceries, have dissolved partnership. J. C. Osborn has purchased

the interest of his partner and will continue the business in his own name.

Iron Mountain—The Consolidated Mercantile Co. has been organized here with an authorized capital stock of \$25,000, held by the following persons: John Swanson, 2,300 shares; John W. Anderson, 100 shares; John Lundquist, 100 shares.

Houghton—The Copper Range Land Abstract Co. is the style of a new corporation of \$25,000 capital recently organized here. The stock is held as follows: Ira E. Randall, 10 shares; Alice E. Randall, 400 shares; Jonas A. Farnham, 2,000 shares.

Cassopolis—John Atkinson has purchased the interest of his brother, Robert C. Atkinson, in the mercantile business of Atkinson Bros., the latter retiring in order to give his entire attention to the Cassopolis Manufacturing Co., manufacturer of grain drills.

Scottville—F. J. Reader & Son will merge their hardware business into a corporation after Jan. 1. David S. Betka, who has been in charge of the store for the last five years, will become a stockholder and will do the buying and have the management of the business.

Owosso—H. A. Harryman, of Bennington, has rented the store now occupied by the Owosso Outfitting Co. and will take possession February 1. The Outfitting Co., which has been in existence two years, and is composed of O. J. Snyder and Charles Fillinger, will go out of business.

Quincy—A. M. Etheridge has sold a half interest in his agricultural implement and vehicle business to H. P. Norton, of Hudson, and the business will be continued under the style of Etheridge & Norton. Mr. Norton has been with Dunham & Son, of Hudson, in the same line of business for several years.

Detroit—J. D. Johnson and A. E. Foster, of the firm of Johnson & Foster, tobacco dealers at 25 Grand River avenue, have dissolved partnership, after being in business together for the last sixteen years. Mr. Foster leaves the firm because of ill health and has made no definite plans for the future. Mr. Johnson will conduct the business in his own name.

Petoskey—Max M. Savlan has sold his stock of dry goods and clothing to Charles Rosenthal, of Traverse City, at 50 cents on the dollar. This was done to close out the stock in order that Mr. Savlan might devote his entire attention to his patent lace rack, which he expects to manufacture. Mr. Rosenthal is proprietor of the Boston store, at Traverse City, and will close out the stock at retail.

Adrian—James F. Burns and Frank Spies, clerks in the grocery store of A. J. Kaiser, have purchased the grocery stock of Michaels & Smith. The new style will be Burns & Spies. Mr. Burns has been in the employ of Mr. Kaiser for twenty-one years, with the exception of four years spent in the local post-office, and Mr. Spies has been connected with the grocery business for ten years, five years with Mr. Kaiser.

Litchfield—Henry Harlow gave up a good business at this place to engage in the service of a Philadelphia concern which promised him \$125 a month salary, with other inducements of a financial nature, the only condition being that he make a cash deposit of \$800 as security for the money he would handle for the firm. He put up the \$800, but he has never had the chance to handle any of the company's money, not even the

\$125—and per month. The members of the "company" are under arrest in Philadelphia for fraudulent practices, and Harlow has been subpoenaed as a witness, but the satisfaction of helping to send them over the road is probably all he will get for his \$800.

Flint—Walter and Frank Brown, junior members of the firm of Levi Brown & Sons, who quit business here in September last under pressure of a general descent made upon them by their creditors, have been arrested. The complaint against the accused was made by Adolphus Fixel, representing A. Krolik & Co., of Detroit, who charges that the Browns, shortly before they went out of business, bought a bill of goods amounting to about \$600, and instead of placing it in stock shipped the wares to Harbor Beach with intent to defraud the Detroit concern. Similar charges that have not as yet taken on definite shape are also the subject of report against the Browns, and it is stated that there is a probability that other warrants will be issued. At a meeting of the creditors of the firm held one day last week H. P. Martin was appointed trustee to take charge of the assets of the Browns and convert them into cash and for this purpose the trustee has appointed a public sale of all such available assets for January 16 at Harbor Beach. The liabilities of the firm are said to be in the neighborhood of \$17,000.

Detroit—George S. Davis, once prominent in business circles as Secretary and Treasurer and a heavy stockholder of Parke, Davis & Co., has filed a voluntary petition in bankruptcy. According to the schedules now in the United States Court, Mr. Davis' liabilities are \$244,316.99 and his assets \$5,140. These assets consist mostly of stock in various enterprises. The petitioner also states that he has no cash on hand and with the exception of the assets above mentioned has no property except his ordinary wearing apparel. Parke, Davis & Co. are the largest unsecured creditors, the amount of their claim being \$95,506.66 for notes given by Mr. Davis during the years 1895 and 1896. Other unsecured claims are those of the Citizens Savings Bank, Detroit, \$5,963.50 on a deficiency decree following foreclosure proceedings; First National Bank, Romeo, Mich., \$1,265.72; estate of Wm. H. Stevens, Detroit, \$4,236.75; Albert H. Leete, Toledo, \$6,333.72; Wickes Bros., Saginaw, \$3,467.29; Frank D. Andrus, Detroit, \$3,250; accommodation paper held by Francis J. Bowen, San Antonio, Tex., \$2,500. The other amounts unsecured and due to various persons range in amounts from \$325 up to \$1,182. Mr. Davis was once reputed to be a millionaire.

Manufacturing Matters.

Crisp—The Crisp Creamery Co. has declared a dividend of 20 per cent.

Detroit—The capital stock of the Standard Tile Co. has been increased from \$100,000 to \$200,000.

Detroit—Wm. H. Allen & Co. succeed the Wm. H. Allen Co. in the manufacture of petticoats.

Saginaw—The Saginaw Clay Manufacturing Co. has increased its capital stock from \$25,000 to \$60,000.

Northville—Fisk & Thomas, shoe manufacturers, have dissolved partnership, John E. Thomas succeeding.

Saginaw—The Saginaw Ladder Co., Limited, manufacturer, succeeds the Saginaw Ladder Co., not incorporated.

Delray—It is estimated that business amounting to \$1,000,000 a year will be

done at the new brake beam factory which will be running about March 1.

Detroit—The Detroit Brass Works is a new enterprise established with a capital stock of \$125,000, held by the following persons: Wm. A. Fraser, 6,200 shares; Chas. V. Doran, 6,200 shares; Ernest J. Shaw, 100 shares.

Munith—The Munith Creamery Co. has been organized with a capital stock of \$6,000, held by Fred C. Schnackenberg, Wm. L. Stowell, L. C. Coulston, Geo. Friermuth and Edwin R. Hawley, all of whom hold an equal amount of same.

Sault Ste. Marie—The Eagle Copper Co. has filed articles of association. It has an authorized capital stock of \$50,000, the principal stockholders, who each hold 400 shares, being Frederick Rogers, Michael F. McDonald, Samuel G. Abbott and Horace Sherman.

Menominee—The A. Spies Lumber & Cedar Co. has been organized at this place. The capital stock is \$150,000 and the principal stockholders are as follows: Augustus Spies, 9,000 shares; Frank A. Spies, 2,000; David G. Bothwell, 1,500; Edward J. Brady, 1,500.

Paw Paw—Eaton & Cleveland, proprietors of the box factory, have purchased the machinery in the basket factory of Porter & Sons and are removing same to their plant near the depot. A large addition will be erected to accommodate their new branch of business.

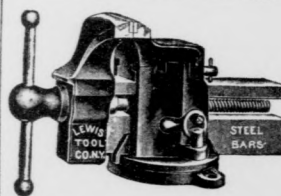
Kalamazoo—The Kalamazoo Portland Cement Co., Ltd., has been added to the long list of cement companies in Michigan. The company is capitalized at \$1,000,000 authorized. Marl beds eight miles southwest of Kalamazoo have been acquired in Portage and Schoolcraft townships.

Menominee—The Menominee River Sugar Co. has been established at this place with a capital stock of \$825,000, the principal stockholders being as follows: Samuel M. Stephenson, 10,500 shares; Augustus Spies, 7,500 shares; John W. Wells, 5,000; John Henes, 5,000; Frank Erditz, 2,500 shares.

Detroit—The Superior Match Co. has been organized with a capital stock of \$250,000. The principal stockholders are as follows: Henry Russel, Detroit, 500 shares; S. L. Smith, Detroit, 500 shares; J. H. Seager, Houghton, 500 shares; Ashley Pond, Detroit, 500 shares and H. B. Ledyard, Detroit, 500 shares.

Battle Creek—Dr. Price, who made Dr. Price's Cream Baking Powder and Dr. Price's Delicious Flavoring Extracts famous, has, in connection with a number of other millionaires, identified himself with the Tryabita Food Co., which will hereafter be known as Dr. Price's Cereal Food Co. Dr. Price proposes to begin at once a vigorous campaign in the interests of the Tryabita Food Co.

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



V
I
S
E
S

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.

Grand Rapids Gossip

C. Bakker has purchased the grocery stock of G. W. Hall & Co. at 483 South East street.

Wisniewski & Nowaczyk, grocers at 190 Fourth street, have dissolved partnership. The business is continued by Jos. Wisniewski.

O. F. Harryman, formerly of Bennington, will engage in the wagon, buggy, implement and harness business at Owosso Feb. 1. The stock is furnished by Brown & Sehler.

D. C. Scribner has purchased the interest of John J. Carroll in the Grand Rapids Paint & Wood Finishing Co. and will continue the business at the same location under the same style.

The Potosi Mining Co. has been organized with a capital stock of \$10,000, held by the following persons: Alvin L. Dennis, 80 shares; Archie H. David, 40 shares; Alex. D. Crain, 40 shares.

Thos. S. Freeman, the veteran merchandise broker, has admitted his daughter, Miss Jennie Freeman, to partnership under the style of T. S. & J. R. Freeman. Miss Freeman has been identified with the brokerage business for the past half dozen years and is favorably regarded by her associates in the wholesale grocery trade.

The annual meeting of the Michigan Retail Furniture Association will be held at the Board of Trade rooms on Friday evening of this week. Officers for the ensuing year will be elected and the business of the Association since its organization will be reviewed for the benefit of the members and an accounting made of the money received and expended.

The Produce Market.

Apples—Cold storage stock is in steady demand at \$2.50@3 per bbl.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.

Butter—Receipts of dairy grades of good quality are heavy and the consumptive demand is not equal to the supply. Local handlers pay 14@15c for packing stock, 16@17c for choice and 18@21c for fancy. Factory creamery is steady at 27c for choice and 28c for fancy. Representatives of Armour & Co. have been through the dairy sections of Central and Northern New York, asking the creameries to name terms under which that house could purchase the entire butter output of that district, amounting to several million pounds of first-class creamery butter per annum.

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—Cape Cod and Jerseys are strong at \$3.50 per bu. box and \$10 per bbl.

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

Eggs—The market is about the same as a week ago. 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 in moderate supply at 15@16c. Amber is active at 13@14c and dark is moving freely on the basis of 12@13c.

Lemons—Californias, \$3.75; new Mexicanas, \$4.50.

Lettuce—Scarce and in active demand at 14c per lb.

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 for fancy and \$3 for choice; California Seedless, \$2.75.

Potatoes—The market is without special feature and local dealers pay 50c and hold at 55c.

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, 12½@15c; Belgian hares, 8@10c. Turkeys and ducks are strong and hens and chickens are weak. Belgian hares are weak on account of the amount of rabbits now on the market.

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, \$3.75.

Turnips—40c per bu.

Paid Six Per Cent. Dividend.

At the annual meeting of the Lowell Manufacturing Co., held last Saturday, the following directors were elected: S. T. Kinsey, T. G. Stevenson, R. T. Matthews, Mrs. Hannah Stevenson, Mrs. Mary Kinsey. The election of officers resulted as follows:

President—S. T. Kinsey.

Vice-President—Mrs. H. Stevenson.
Secretary and Treasurer—T. G. Stevenson.

Manager—J. E. Strong.

A 6 per cent. dividend was declared, which is considered a good showing, in view of the extra expense the company has been compelled to meet by reason of its removing its office and manufacturing department from Lowell to this city.

The Equality Plan to Continue.

The announcement last Wednesday that the American Sugar Refining Co. had abandoned the equality plan came like a thunder clap. Wm. Judson, chairman of the organization of Presidents of the various State associations of wholesale grocers, immediately communicated with his associates and promulgated an announcement that the equality plan will stay, so long as the wholesale grocery trade can maintain it. Its abandonment at this time would, in the opinion of the Tradesman, be disastrous to the wholesale grocery trade and entail unnecessary hardships on the retail trade which has come to regard the equality plan with favor.

Go Slow On the Burlees Chemical Co.

The Tradesman is in receipt of letters from the trade, indicating that W. H. Verch, of Albany, is still pursuing swindling tactics in this State, victimizing general storekeepers who handle drugs as well as the exclusive drug trade. An exposure of this man appeared in the Tradesman of Dec. 31. Those who receive a call from him will save money and vexation by showing him the door and inviting him to right about face.

Union City—The Silixoid-Portland Cement Co. has recently been organized. It has an authorized capital stock of \$120,000. The principal stockholders are A. W. Wright, Alma, 2,850 shares; S. O. Bush, Battle Creek, 2,850 shares; J. R. Patterson, Union City, 2,850 shares; A. Lundteiger, Union City, 1,425 shares.

The Grocery Market.

Sugars—The raw sugar market is a trifle weaker. Holders are still asking prices quoted last week, but refiners are not willing to pay this, and their ideas are 1-32c lower. Under the circumstances, very little business resulted during the past week. However, not much was expected just at this season, but a better business is looked for soon, both in raw and refined sugar. Trade in refined is extremely dull, there being almost no demand. It is generally believed, however, that stocks in consumers' hands are getting low and a revival of demand is looked for soon.

Canned Goods—The canned goods market is very quiet, with practically no demand, and prices show very little change. Now that the holidays are over, a much better demand in this line is anticipated. Tomatoes are exceedingly quiet, with absolutely no demand at present. Dealers have fair stocks on hand, enough for present wants, and will not enter the market until there is a better consumptive demand. The market for corn is firm, although the demand is light. Corn is, however, about the strongest article on the list. Peas are also firmly held, although trade on them is light. Stocks are light and, with any great activity, would soon be exhausted. There has been quite a fair enquiry for small fruits, but stocks are so light there is practically nothing to be had in this line. If there was, quite a good business would result. Stocks of salmon are moderate, but these goods show a steady movement and it is expected will show considerable increase in demand shortly. Prices show no change, but remain firm. Sardines are firmly held, both for oils and mustards, but trade is only fair just at present as is the case with almost everything in the canned goods line. This month, however, will probably show considerable activity before its close and a good business is looked for.

Dried Fruits—The dried fruit market shows no special change and the demand continues fair. Prunes are very strong indeed and meet with excellent demand for almost all sizes. Of course, the large sizes are in most request, but as they are so scarce there is of necessity a good trade on the small sizes also. There is a very strong feeling on these goods and material advances are looked for. The raisin market is very strong and an early advance on seeded is anticipated. It is estimated that fully one-half of the California crop of raisins has been seeded and that the entire stock of raisins now on hand does not exceed 800 cars or about one-quarter of the crop. As this stock will have to last for about nine months, it certainly looks like higher prices for raisins. For apricots the market is very firm, with good demand and the probability of much higher prices soon. Peaches, however, are rather easy and the demand is light. Currants are unchanged in price, but there is a good demand. Dates are very firmly held and trade is good. Higher prices are looked for. The market for figs just at present is quiet. Stocks in dealers' hands are light and an increased trade is expected soon. Prices show no change. The evaporated apple market shows some improvement in demand already and a good business is looked for within the next few weeks. Prices remain firm but unchanged. The demand is principally for the goods in one pound packages, which is fast be-

coming the most popular way of packing these goods.

Rice—There are no changes of importance in the rice market, which, in spite of the small demand at this season, is very firm in tone. Offerings of the better grades are very limited on account of the small supplies and holders are very firm in their views and refuse to make any concessions, buyers being compelled to pay full prices to obtain supplies. On account of the scarcity of the best grades, an advance in price of the commoner grades is looked for.

Molasses—In spite of the dullness usually manifested at this season of the year, the market for molasses is firm. On account of small stocks, offerings have been very light and as a better demand and better prices are anticipated soon, there is no pressure to sell at present.

Fish—Trade in fish is rather quiet, although prices show no change. Not very much activity is expected in this line for the next three or four weeks.

Nuts—Trade in nuts, as a rule, is rather on the decrease. The holiday trade was very good and stocks are not large and better prices are expected to take place soon. There is always some reaction immediately after the holidays in this line. Walnuts and almonds are held very firm, but filberts and pecans have a somewhat weaker tendency. There is, however, an excellent demand for peanuts at unchanged prices.

Rolled Oats—The rolled oats market shows some weakness and prices have declined 15c per bbl.

The testimony of many observers is that the Filipinos have no great capacity or inclination for work. This is the most discouraging fact of the situation in the distant islands over which our flag now waves. It is possible that judgment has been pronounced prematurely. One army officer declares that everything depends upon the way the Filipinos are handled. He says: "I have seen Americans swear at natives for not understanding orders given in such a miserable apology for Spanish that not even a native Spaniard could have understood, much less a Tagalog. I often wonder that we Americans get any work out of them at all." This officer does not advocate that our representatives be taught to swear correctly in Spanish, but it is clear enough that if there is occasion for swearing, Uncle Sam's agents ought to have sufficient knowledge to obtain the desired results.

S. A. Sears was married Jan. 6 to Mrs. Austin K. Wheeler, the ceremony taking place at the home of a friend of the bride at Lexington, Mass. The happy couple will spend the winter in California, returning to Grand Rapids in the spring to reside here permanently. The Tradesman joins with Mr. Sears' numerous friends in the trade in extending congratulations.

The best board of health—a light diet.

Piles Cured

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

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe St., Grand Rapids, Mich.

COFFEE CHEWING HABIT.

Easily Contracted in the Big Roasting Plants.

There is a new habit—the habit of coffee chewing. Many men who work in coffee roasting plants have this habit, and recently they have been communicating it to the world at large. Some physicians say they have almost as many coffee chewers as tobacco chewers and that tobacco chewing is going down; coffee chewing is coming up. But the world does not benefit from this, for to chew coffee is a bad thing for the health. To chew coffee creates nervousness, makes the skin sallow, blackens the teeth and diminishes the appetite.

The United States, in the last few years, has come to be the world's greatest consumer of coffee. There were used here last year 900,000,000 pounds, enough to make 37,800,000,000 cups of the beverage. The United States uses nearly one-third more coffee than the rest of the world put together.

The Yankee leanness, nervousness, sallowness—the Yankee dyspepsia as well—were imputed by Professor Virchow largely to the excessive use of coffee. What Professor Virchow would have said if he could have visited an American coffee roasting plant, if he could have seen the men at work there, nearly every one with a peculiar little pouch sewed on the breast of his jumper, and each putting in his mouth from this pouch every little while a half-dozen grains of coffee, it is difficult to imagine. He would, perhaps, have made a close study of the effect of habitual coffee chewing, just Dr. Joseph Smurl, of Philadelphia, has done.

Dr. Smurl says: "Coffee chewing is a habit easily contracted, for the taste of the crisp, roasted berries is not unpleasant, and the exhilaration, the stimulus, that the berries give is quite as marked as that which would be obtained from a glass or two of beer, or from a drink of whisky.

"It is this exhilaration, I am convinced, that causes the habit to be formed, and that makes it a hard habit to break away from. It should be broken away from; its effects are highly injurious; they are more injurious than those of tobacco chewing.

"The coffee chewing habit wrecks the nerves, it makes the skin sallow and it destroys the appetite. I have had occasion to treat a number of men for it. I always advise such men to break off by imperceptible degrees—to give three or four months to the task. Some succeed, and some do not. Men who work in coffee plants find it almost impossible to succeed."

Coffee experts alone, among the coffee workers, do not contract the chewing habit, for if they did their sense of taste would be dulled. The experts, by smell only, or by taste only, distinguish without the slightest difficulty or uncertainty between the Arabian, the Javanese, the Guatemalan, the Costa Rican, the Bogotan and a dozen other coffees. They could not do this if they were coffee chewers.

There are many hundreds of coffee plants in the United States—huge factories where coffee is stored, tested, blended and roasted. These factories have for their distinguishing mark hour-glass shaped jars of bright brass set here and there. They are about three feet in height, they come from China, and into them are thrown hundreds of cups of coffee that are made each day and tested.

The coffee expert tests his coffee green, roasted and in the cup. He makes the first two tests to get the aroma, and it is strange to see him take up the coffee berries in a double handful, plunge his face deep into them, and sniff, sniff, passionately.

To test the liquor he pulverizes the berries, and uses an ounce to a cup. Here, again, he does not swallow the coffee which he tests, but only lets it touch his palate. Of course, for testing he uses neither cream nor sugar, although it is true that sometimes he adds, as a final test, a little cream, in order to see if the black liquor then will change its color properly. Its proper color with cream is a golden brown; its wrong one is a dull gray.

It is not in the testing, but in the roasting room that the coffee chewers are to be found. All wholesalers of coffee have a roasting room. The plant with twelve cylinders, or roasters, turns out 100,000 pounds a day; that of six cylinders, 50,000; that of eighteen, 150,000 pounds, and so on up and down.

In a roasting plant the coffee is first cleaned in a big machine, a machine wherein it is fanned with huge fans, while at the same time a draught of air rushes through it, sucking from it chaff, dust and other impurities. The cleansing diminishes its weight 10 per cent.

After its cleaning it is roasted for thirty-five minutes in cylinders six feet long. In these cylinders, which are directly over a hot fire, the coffee moves with a constant motion in two directions—around and around in steady revolutions, and also back and forth from one end of its receptacle to the other. Were it not for all this motion it would burn. Even as things are, it burns sometimes, and then it can only be sold for six or seven cents a pound, a loss of 75 or 80 per cent.

The roasted coffee is cooled in great, clean bins of polished steel wire, and then it receives its last and most thorough cleansing. Huge pipes are placed over it and through these pipes a suction is forced that is just sufficient to draw the grains up through them. But any heavier foreign elements in the coffee—stones or bits of iron or nails—are left behind in the bins. Only the coffee itself passes up into the pipes, and thence into the bagging bin prepared for it; anything heavier than a coffee grain the suction in the pipes is not capable of drawing up. This room, with its complicated machinery, with its great bins where coffee is piled in mounds like coal, is permeated with a rich aroma, and every man in it, in nine cases out of ten, chews coffee.

"Doesn't your employer object to your chewing his coffee?" a foreman in a roasting plant was asked.

"Oh, no," he replied, "coffee is cheap. It is so cheap that it is never even adulterated. It is so cheap that to adulterate it would not pay. For only in the years of coffee famines, when the great crops of the world fail, is adulteration profitable. For a number of years now all the crops have been plentiful, and coffee cheaper than chicory, has been everywhere on hand."

What a Wise Marriage Broker.

"Frisleigh acted as a marriage broker once. Yes. He was engaged by an impecunious German count to secure an American heiress for him. Frisleigh was to get 10 per cent. of the girl's estate for arranging the match. He did better than that. He took it all."

"Eh! How could he do that?"

"He married the girl himself."

\$20,000.00

To Test a Food Question

The makers of a small cereal food have been trying to invite attention to it by the questionable method of circulating statements belittling the value of Grape-Nuts. They reproduce a report of the Maine Experiment Station which questions the claim that one pound of Grape-Nuts furnishes more nutriment than the system will absorb than 10 pounds of meat, wheat, oats or bread.

The Maine Scientists (?) proceed to show the amount of Protein and Calories of food value and learnedly discuss the subject, showing that 10 pounds of other articles of food really contain more volume of food elements than one pound of Grape-Nuts.

But that is not the question at issue.

Like many other pseudo-scientific dabblers they have befuddled themselves and got lost in the maze.

How much food value will the system absorb, take up, make use of? That's the question.

Suppose you fed a man 10 pounds of sugar (which is nearly all pure nourishment). Would his system absorb 10 pounds? He would probably be made sick and really lose in weight and strength. But suppose you prepared the sugar so he could quickly digest and assimilate it and absorb into his system the nourishing properties of it, is it not clear that ½ pound of such food would furnish him more nourishment than his system would absorb than 10 pounds or even 50 pounds of raw sugar? That is exactly the case with Grape-Nuts. The elements of wheat and barley are scientifically treated in exactly the same way the human body treats them to accomplish the first act of digestion, that is the change of starch into Grape Sugar.

We have records of several thousand cases where people have been unable to maintain health, weight and strength on meat, wheat, oats or bread and have been able to increase weight, vitality and strength on the little portions of Grape-Nuts taken as a portion of each meal.

We will place \$10,000 in any designated bank against \$10,000 to be deposited by the Maine Experiment Scientists(?), the total \$20,000, less cost of experiment, to be paid to them for their trouble and work if they prove our claim untrue. If they fail, the amount to be paid us for our time and labor of demonstration.

Common earth and air contain the raw elements necessary for man's food, but even if a scientific state official should tell you that, would you therefore eat 10 pounds of earth and expect to extract its nourishment? It requires the

curious and wonderful manipulation of the laws of the vegetable kingdom to select and combine and prepare these food elements of the soil in such a way that man and animals can absorb and make use of them. Hence we have vegetables and grains. So it still further requires the intelligence and skill of man to cook and prepare the vegetables and cereals to make them digestible and fit.

The greater the intelligence and skill displayed in preparation and the more nearly the laws of digestion of food are followed the more perfect the result. We have the true scientific facts for the basis, and the practical every day results with feeding millions of people for our proof, and the statement stands on the solid rock of fact one pound of Grape-Nuts will supply more nourishment than the system will absorb than 10 pounds of meat, wheat, oats or bread.

We are at home every day, come and see us. If you are a Scientist (?) from Maine bring your wallet.

POSTUM CEREAL CO., Limited,
Battle Creek, Mich.

N. B.—The "London Lancet," one of the greatest medical authorities in the world, has to say: "The basis of nomenclature of this preparation is evidently an American pleasantry, since 'Grape-Nuts' is derived solely from cereals. The preparatory process undoubtedly converts the food constituents into a much more digestible condition than in the raw cereal. This is evident from the remarkable solubility of the preparation, no less than one-half of it being soluble in cold water. The soluble portion contains chiefly dextrin and no starch. In appearance 'Grape-Nuts' resembles fried bread crumbs. The grains are brown and crisp, with a pleasant taste not unlike slightly burnt malt. According to our analysis the following is the composition of 'Grape-Nuts': Moisture, 6.02 per cent.; mineral matter, 2.01 per cent.; fat, 1.60 per cent.; proteids, 15 per cent.; soluble carbohydrates, etc., 49.40 per cent.; and unaltered carbohydrates (insoluble), 25.97 per cent. The features worthy of note in this analysis are the excellent proportion of proteid, mineral matters, and soluble carbohydrates per cent. The mineral matter was rich in phosphoric acid. 'Grape-Nuts' is described as a brain and nerve food, whatever that may mean. Our analysis, at any rate, shows that it is a nutritive of a high order, since it contains the constituents of a complete food in a very satisfactory and rich proportion and in an easily assimilable state.

The Change From Clerk to Merchant.

It will be taken for granted that every clerk has an ambition to do something more than merely sell goods for others for the rest of his natural life; the ones who have little or no ambition for advancement are not worth the counting this time.

As the business of the year increases, the clerk who is watching the progress of the store in which he works wonders why it will not be possible for him to engineer a business of his own some time or other and why he can not have things done a little differently in his store and make more money and a better success out of the opportunities which seem so good and so promising. As the trade slackens, this bee which is buzzing in the young man's bonnet makes a little more noise and he does a considerable tall figuring on his own account as to how much money he can raise for the starting of a business and where there may be a good location.

From the time the germ of ambition to own a business begins its work the young man plans and calculates a good share of the time, and whether or no he succeeds in starting a business the coming year he becomes more alert and studious. He watches the ins and outs of trade and wants to know the whys and wherefores of the buying and selling. He is watchful of all the proceedings of the store and tries to find out all there is to be learned at every opportunity.

The retail merchant who knows the value of a thing when he sees it will encourage such an ambition and help it along, if he finds it to be within reasonable bounds. If it is a little wild, he will use his best offices to tone it down to a proper degree of working strength. From such help, the merchant always gets better results, and when the matter is encouraged and assisted the help is all the more efficient.

Help should not be given to the extent of making the ambitious feel that there is always going to be someone to run to for advice and assistance whenever there appears a tight place or there is felt a want of a good shoulder to help push the cart along over a rough spot, but a little explanation or information carefully and freely given will go a long way toward making a better merchant and in the meantime a better clerk of the one who is anxious to advance.

On the side of the young man there is much to consider which he must most carefully think about and settle upon before he attempts to make any sort of a start. Ambition to be a merchant sometimes strikes the young clerk almost before he has learned the names and characters of the commonest goods in the store.

Instances are numerous where young men have made failures because they knew too little about the business in which they were engaged, or where money invested by fond parents in order to make the boy a partner has eventually found its way to the pockets of the wily partner simply because the young man knew nothing about the business. Again, a rupture is made by the insistence of the young man or his backers that he shall have so much say about the management of the affairs as to run the business in a wrong direction.

The majority of young men who start in business—and they are usually the most successful one—are those who have to make their brains work pretty hard to figure out where sufficient capital is coming from to start them. These fel-

lows are not liable to start too soon and they are more than liable to be very careful of the way in which they handle the short funds at their disposal. Yet it is not out of place to warn these boys that they should be very sure they are ready and that they can make a good selection of goods for the town in which they intend to start before they put their little money into the venture.

Millions in It.

"Ha! Ha! exclaimed the mad playwright, with a laugh of maniacal glee. "My fortune is in sight, at last! They've made a play of David Scarum, they've made a play of Mr. Folley, they've made plays of the humorous columns in the Sunday papers, and of most every old thing that came along, but for my mighty genius has it been reserved to dramatize the patent medicine, washing powder and breakfast food advertisements."

Ready For Emergency.

Ida—Mabel's father thought he would discourage that young man from calling by saying that there was no coal to heat the parlor.
May—Did the scheme work?
Ida—No; the young man brought a few lumps in his pocket.

If you have money to invest read The M. B. Martin Co.'s advertisement on page 15.

I CAN SELL YOUR REAL ESTATE or business, no matter what it is or where located. Whenever real is delivered, I do business. If you want to sell a farm, lumber land, ranch, residence, store building, mill, factory, hotel or coal mine, stock of goods, saw logs, cases, rights, or want a partner, send two stamps for my book. If you wish to **BUY**, send for **FREE** copy of **BARRON'S MONTHLY BULLETIN**. It is full of bargains.
M. Barron, South Bend, Ind.
\$150 EVERY MONTH SELLING THE MOST POPULAR useful article for (or country) factory, bank, business concerns, and the wild life. Millions will be sold; a necessity that will sell in every territory near and over again; it shows to be well. **AGENTS** Wanted. Men or women. Send for book. **ZENO M. O. SUPPLY CO., SOUTH BEND, IND.**

National Fire Insurance Co.
of Hartford.
W. Fred McBain,
The Leading Agency,
Grand Rapids, Mich.

The Imperial Gas Lamp
Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency
The Imperial Gas Lamp Co.
210 Kinzie Street, Chicago



Write for 1903 catalogue.
D. E. VANDERVEEN, Jobber,
Grand Rapids, Mich.

F. M. C. COFFEES
are always
Fresh Roasted

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

Jan. 6, 1903.

MR. MERCHANT,

DEAR SIR:

Don't buy Valentines until you see our line.

Yours Truly,

THE FRANK B. TAYLOR COMPANY.



REMEMBER Malt-Ola

the Scientific Malted Cereal Food, when placing your orders this month with your jobber. Samples and literature free on request.

Lansing Pure Food Co., Ltd.
Lansing, Michigan



Poison

is always designated by the skull and crossbones on the label. The best crackers on the market are always marked with a

D

in the center of each and every cracker. Manufactured by

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

We Do NOT Belong to the Trust



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 - JANUARY 7, 1903.

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 31, 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 third day of January, 1903.

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

THE TREND OF THE TIMES.

The proposition of the presidents of several of the principal American universities to cut down the college course to three, and even to two years, is perhaps the most deadly blow that has ever been struck at the higher education.

The excuse for the proposed innovation is that young men can not afford to spend four years in college when they ought to be at business or practicing their professions. If this be accepted as a good reason for shortening the college course, why go to college at all? Why not go directly into business or the professions from the high school or even from the common school? Many a lawyer knows no more Latin than is embraced in the titles of writs and in the phrases current in the text books. Many such lawyers have achieved professional success and wealth and others have become judges on the bench.

As to the medical men, it would seem to the ordinary observer that they ought to have some education, since all medical terms are derived either from the Greek or Latin languages, and any physician who does not write his prescription in at least "dog Latin," or a Latinish jargon, would expose his ignorance to such a painful extent that his patients would have no confidence in him or his medicines. But there is little difficulty about this; names in a routine can be memorized, and prescriptions can be copied out of a dose book.

So much for the doctors of law and medicine. As for the clergy, the D. D.s, some of the most famous and successful are absolutely ignorant of all the tongues in which the sacred Scriptures were originally written, and do not seem to need them.

If, then, the chief professional classes can get on with simply the rudiments of an English education, what need have merchants, manufacturers and bankers of any schooling beyond ability to read and write and figure interest and discount? But in reality they do not

have to figure at all, because there are calculating machines which do the work with great accuracy, and there are tables in which interest on any amount for every period of time at every conceivable rate has been worked out, and only requires to be referred to.

It is perfectly plain that for the great body of professional and business men the "three R's" are all that is necessary. Of course, there must be some scholars to translate the sacred writings; to make the text books of all sorts; to work out the details of all processes of calculation, but these need be few in number.

Then why any high school—why two years, or any years in college? The real business of life is to make money, to accumulate wealth. If there were colleges that would teach us to make short cuts and take advantages in business without getting into the penitentiary, such schools might be in demand, but all the useless rubbish styled learning is going to be relegated into the college garret. We want to get rich and have no time to spare for anything else. If this be not so, then are the schemes to mutilate the college courses born of a desire to promote greed and selfish aggrandizement.

GENERAL TRADE REVIEW.

Results, as they materialize in annual settlements, are serving to set at rest the fears that the climax of activity has yet been reached. Comparisons with last year show new records being made in all directions except that there is a slight reduction in the cost of food staples, which serves to improve living conditions generally. Thus the only tendency to lower prices is in the direction which naturally increases prosperity. That the year should start off with such solid, steady enhancement of all leading activities is a condition hardly expected during the period of depression in speculative markets. Money is still in more than normal demand, but with steady tendency to easier conditions in the great centers. Activity is generally increasing in stock trading and as the unexpectedly favorable reports of earnings and profits appear prices are changing to higher levels. The fact that the depression of past weeks was purely speculative, that there was a constant increase in industrial activity through it all, brings an underlying strength which is bound to appear even while money conditions are still unfavorable. There is an improvement in the European financial situation which helps to give assurance as to the general outlook.

Reports from all directions are of increasing expansion in all lines of trade. The phenomenal records of bank clearings of both '91 and '92 are now being exceeded. Railway earnings are still exceeding all records, and that with every appearance of increasing transportation demands and advancing rates. Iron and steel manufacture is generally very satisfactory in spite of the fact that scarcity of fuel curtails output in some instances. Manufacturers are opening the year with so much business in hand that new orders are not gaining much consideration.

Wages in both industrial and transportation lines are being advanced, sometimes voluntarily and sometimes in settlement of demands. Until this movement goes so far beyond the parity of the world's markets as to limit our field the conditions promise a degree of general affluence in living exceeding any ever known.

CHARACTER AS AN ASSET.

Never before in the history of the world has there been such need of men of honesty and integrity to do the world's business.

The reason for this is that, through the intervention of vast corporations and enormous combinations by which commerce and industries are carried on, the stockholders or real owners of every line of business are so far removed from the conduct of its operations that it is impossible for them to inspect its affairs and look after their interests.

The stockholders, therefore, must trust everything to their president and directors, and so insignificant an atom is the average stockholder in a great trust that, in all probability, if he should ask any searching questions of the great magnates who manage his business, he would be severely snubbed, if not treated with absolute contempt.

But no matter how able or how despotic the president of such a trust, he must, from the vastness and wide range of the business, be unable to maintain any watchful care of many of its operations, and he must necessarily trust much to his chief lieutenants. Of course, such a business is organized like an army into divisions and sections, each of which is in charge of some trusted chief, who, in turn, has many subordinates under him.

Thus it is that the immensity of the business operations of to-day makes necessary a system of entrusting to and relying on subordinates such as never before existed in the world, and more than ever these subordinates have it in their power to rob their employers, therefore the necessity for men of honesty is most urgent.

When we consider the immensity of the business operations of the present day, it is impossible not to be struck with the fact that of the armies of men working in places of trust and responsibility, so few, particularly in the lower grades, prove to be dishonest. The greatest amount of the defalcation and dishonesty is found among men in high places.

The servants can not be expected to be better than their masters. Where the men in high places are unscrupulous the subordinates know it, and they can scarcely be blamed for taking the cue. If subordinates are given to understand that every advantage for the benefit of their employers is to be taken of customers or others who fall into their hands, the effect on the honesty of the employes is bad in the extreme.

If a business concern habitually gives short weights to customers, or will pass off upon those of them who are ignorant inferior articles whose defects are known, but are ingeniously concealed, all this crooked work is done by the employes under orders. It is done for the benefit of the employers.

Some men will not commit these dishonest acts on any account, but there is many an honest man with a family to support who feels that he can not afford to give up a situation that insures him a living. Moreover, he quiets his conscience with the reflection that he is not carrying out his own wishes, but is committing acts which he loathes, because he is expected and required to do so in the discharge of his duty.

What about the conscience of the employer under such conditions? Doubtless he comforts himself with the fact that he is getting rich or richer by such conduct of his business, and that is the main interest of life. This is a material

age of the world in which money is the greatest power, and it must be had at any cost. This is no time to think of the other man. There is an expression as old as the business of buying and selling—"caveat emptor"—let the buyer take care of himself. The buyer is a man out of whom money is to be made. Let him look out for his own interests.

There was once a case in which two men were applying for an important and confidential position in a large concern. Both men were equally capable and experienced. One man was represented to be scrupulously honest, as he was. The backer of the other declared that his man would make any statement on any subject that his employers desired. The man of pliable and plastic conscience got the appointment.

Employers do not seem to realize that when they hire men to plunder and deceive their customers, they are educating and maintaining a gang of thieves who at any time may turn on the employer and rob him. If the subordinates in any line of business discover that their superiors are dishonest, it is not strange if the subordinates follow the example. A man who had long been a confidential agent in a large concern that had changed ownership, obtained a corresponding position in a rival house. The new employer said to him: "You know all about the business of X & Co.; tell it to me." The new man refused to do so, saying that what had been entrusted to him was sacred, and he would work on no other terms. The employer realized the value of a confidential man who was really loyal and faithful, and applauded his behavior.

Character is what a man really is. Reputation is what he appears to be or is supposed to be. Not every time do character and reputation coincide in the same individual. Men who do not care for character, because they know they are not honest, will do everything in their power to protect their reputation. Character amounts to so much in this world that reputation for honesty becomes exceedingly valuable, because it may save a man from being publicly disgraced.

Valuable as good character is, it is not sufficiently appreciated by employers. It should be rewarded, particularly when coupled with business capability. But the unscrupulous employer does not want a man who may refuse to do his bidding in some crooked transaction, and so the honest man sometimes goes begging.

But the fact remains that never before was there such need of honest men, and the world will sooner or later find it out. Sharp practice does not always win, and customers who are cheated find out the fact, and in time the world will get back to honesty and the sharpers will be cast out. Let the honest men stand to their principles. They are the foundation upon which the vast and noble structure of virtue and honor is built and must ever remain.

Hell is said to be paved with good resolutions. It is to be understood, however, that they might have been utilized in the other place had they been made practically effective. It is only when good resolutions are discarded that the devil uses them as paving material.

The receipts of wheat at the Grand Rapids market during the year aggregated 20,843 cars.

Many a college man wishes his father were seized with the remittent fever.

Buckeye Paint & Varnish Co.
Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers
 Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use.
 Corner 15th and Lucas Streets, Toledo, Ohio.
 CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

HARDWARE

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

Foster, Stevens & Co.
 Grand Rapids, Mich.

**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.

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

Furnishing Goods at New York, Chicago and Cincinnati.
New York.

Holiday trade did not begin at the regular furnishing shops as early as usual this season. Those who are removed from the dry goods shopping districts found trade active fully three weeks before Christmas, and did a satisfactory business in novelties and staples. Sales were confined mostly to staple goods and quiet colorings in neckwear, hosiery and shirts. Fancy handkerchiefs had a good sale throughout the month, while there was increased business in dress shields, walking sticks and umbrellas.

New York retailers differ as to whether the English squares will supplant the four-in-hands. With most of the trade four-in-hands from two and one-half to three inches in width continue to lead. They are preferred because they tie easily, make a graceful knot and have the additional advantage of being favorites. With the fine trade the English squares, however, are slightly in the lead in \$1.50 qualities, but in goods at a dollar the four-in-hands have the call. The English squares being the latest are taken rapidly by good dressers, because they can be worn in a variety of forms—the knot, once-over and ascot.

Imported open work silks for neckwear are shown in the piece by Samuel Budd. They have been taken up by domestic manufacturers for spring introduction. The silks are light, filmy weaves that will be brought out by the neckwear manufacturers in large apron effects, to be worn with negligee shirts. They make a rich scarf for swell dressers, but are of such a very perishable character that the indications are they will be confined mostly to high-priced goods.

The variety of Persian effects now displayed in seasonable neckwear of a very high grade are accepted as an indication of Persians in woven and printed designs for spring. While the Persian designs are rich in colorings, as the name indicates, the grounds are in light or dark colors, which make very acceptable De Joinvilles and English squares for neat dressers.

Some of the offerings in neckwear made by the leading stores in New York indicate the trend of demand and character of business done. Tecks and four-in-hands of half-a-dollar quality are selling at 25 cents. Handsome, rich and heavy silks in exquisite patterns, light, medium and dark colors,

fancy corded and brocaded weaves, in four-in-hands, English squares, imperials, tecks and puffs in 75 cent to \$1 values, are selling at 55 and 65 cents. Persian folded squares, refined, fascinating, oriental effects in printed and woven figure combinations, deep, soft pearl, gun-metal and silver grays, mellow white and cream, bronze green, royal, cherry are selling in De Joinvilles and English squares at from 94 cents to \$5.

Keep, the Broadway furnisher, is showing a novelty in four-in-hands at half a dollar. They are made of heavy matelasse or basket-weave, ombre silks. The shaded effect runs the entire length of the scarf, and the peculiar character of the two-tone weave gives the tie the scintillating effect of a bright-colored snake skin with the scale effect in the weave. They are shown in green, blue, red, steel, black and white and bronze green.

Chicago.

The holiday season has been a boon to neckwear makers. Sale of wide four-in-hands in the cheaper grades, and of English squares in the higher-priced grades has been very heavy, with frequent re-orders in large quantities. The department stores have been particularly insistent in their call for holiday styles, but the out-and-out furnisher has not figured so heavily.

Fancy mufflers, evening dress mufflers and the high-priced English squares have met with great favor. The latter shapes have been so very popular that the early "fliers" for spring will be patterned after them.

At present, however, the spring business is a puzzle, not only to the manufacturer, but to the retailer. The thing hinges on the style of collar that will be worn. Neckwear men started on the road immediately after Christmas, but they have little to offer in real summer styles. The spring neckwear will not be radically different from the styles that are selling to-day. Louder colors will be in evidence.

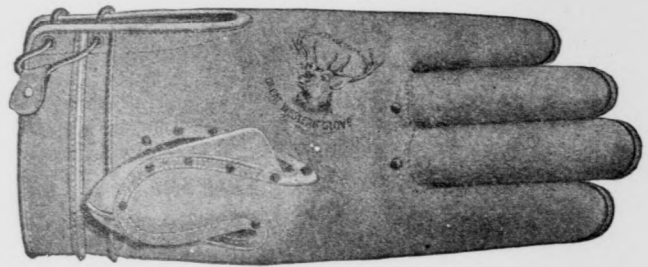
Demand for stiff-bosomed shirts remains as poor as it has been for six weeks past. Shirt manufacturers are beginning their spring work, and factories are running full sway. But there is nothing doing in the immediate delivery line.

Collar men continue to push wing shapes, but the West is not taking so kindly to them as the East. Better grades are demanded in collars, and there has been a gratifying increase in the number of 25 cent collars over the orders of last year.

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



Great Western Patent Double Thumbed Gloves and Mittens
UNION MADE

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

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.



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.

PAN-AMERICAN GUARANTEED CLOTHING



WILE BROS. & WEILL BUFFALO, N. Y.

stands the light
—it bears critical inspection.

It's all wool and well made, good substantial trimmings, haircloth, linen canvas, every seam stayed—and it's guaranteed.

"A New Suit for Every Unsatisfactory One."
We've put the union label on it, too—we can sell better finished clothing now for our old prices.

Men's Suits and Overcoats

\$3.75 to \$13.50.

Boy's and Children's Clothing—a full line from lowest to highest grade.

Every line with a little extra profit to the dealer.
Detroit office at 19 Kanter Building has samples—salesmen have them, too

And we're all ready to tell you about our
Retailers' Help Department.



Cincinnati.

Haberdashers are very busy with holiday buyers. To assist the holiday shopper the local haberdashers adopted the system of issuing orders redeemable if purchasers did not find anything to suit them.

The white shirt with cuffs attached has been in great demand. In vests the white mercerized effects are being called for. In neckwear the large folds in a brown effect are the latest things displayed by local haberdashers. The wing collar is increasing in popularity. Dealers say that while this style will not take the place of the highband collar, yet the man who wants to be exclusive in his dress will wear the wing collar.

Manufacturers of shirts are filling spring orders. Salesmen have finished their trips—the best they have had in years. The demand for the negligee shirt has increased, plaits selling well. All manufacturers report business satisfactory. With a good house trade this will be their banner season.

Neckwear manufacturers say their holiday trade has been the best in several seasons. In all sections of the country demand for the ascot is increasing.

An Idea From Heaven.

Cornelius Vanderbilt has had a great capacity for work and a still greater capacity for minding his own business. His inventions, relating to locomotive attachments, are quite important and have aroused favorable comment in the mechanical world. A youth, whose father's wealth gave him an entrance into the exclusive circles, interviewed Mr. Vanderbilt on his inventions.

"Where do you get your ideas?" asked the heir—a question which always will be asked by people with no ideas, of those who have.

"From heaven," answered Mr. Vanderbilt, curtly. Then, determining to annihilate his audacious inquisitor at one blow, he explained to the gaping youth:

"You see the lightning, then you hear the thunder. That is my idea of a locomotive. You should see it before you hear it. I am planning such an engine, and, of course, it will need no bell."

"Such a fast locomotive, and no bell? I don't understand," said the young man his hands on his knees and his eyebrows arched in surprise.

"Very simple," exclaimed the inventor. "This locomotive would strike you before the sound of the bell could reach you. In that case there would be no use for a bell, would there?"

The heir had been given food for thought, and it must have been difficult to digest, for he has not annoyed Mr. Vanderbilt since.

Feeling in the Right Place.

When Mrs. Julia Dent Grant was living in Philadelphia, in the house that her husband surrendered to his creditors at the time of the Grant & Ward failure, it is recorded of her that she was visited one afternoon by a rich but parsimonious old woman.

The old woman narrated to Mrs. Grant the misfortunes that had lately attended a ward of hers, a young woman who had married a drunkard and who had just been deserted although she was penniless and had two little children.

"I couldn't help but feel for her this morning when she told me about her trouble," said the old woman.

"It was well that you felt for her," said Mrs. Grant. "But did you feel in the right place? Did you feel in your pocket?"

An Explanation.

First Voter—Why are you so dead set against the city owning the street railways?

Second Voter—Because I don't like the political boss who owns the city.

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.

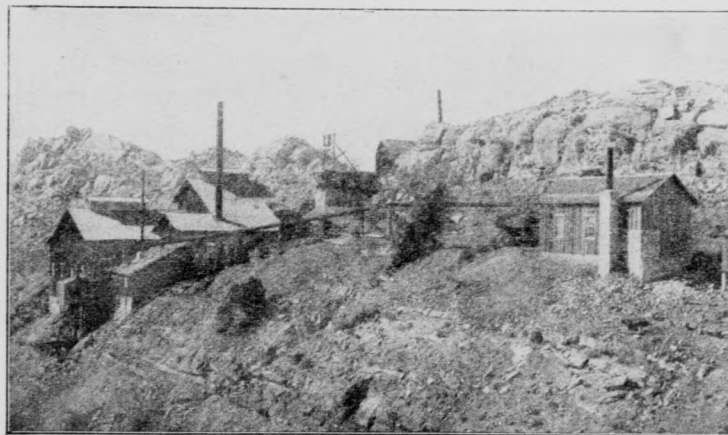
Every hatter and merchant wants the best up-to-date goods, and these are "near it; very near it"

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

FRED H. CLARKE, Michigan Representative

78 Woodland Avenue

Detroit, Michigan



(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.



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.

"Reserve Strength"

Nutro-Crisp

The Ready Cooked Granular Wheat Food

A Delightful Cereal Surprise

The workingman's muscle is his capital. He will have reserve strength if he eats Nutro-Crisp, the great Muscle Builder.

School children require generous nourishment. Give them Nutro-Crisp. They love it. "Benefit" Coupon in every package.

Proprietors and clerks' premium books mailed on application.

Nutro-Crisp Food Co., Ltd.
St. Joseph, Mich.

Woman's World

Why New Year's Resolutions Are to Be Commended.

It is the fashion to sneer at the New Year's resolution and we all smile with amused cynicism when we hear that Tom Jones has sworn off drinking and Jack Robinson has quit smoking and Harry Smith has signed a pledge to abstain from gambling. Only too well do we know the sequel: For a little time Tom Jones will be almost abnormally sober, Jack Robinson will go about with the visible halo of a martyr and Harry Smith will content himself with reading the race chart in the papers and then, in a moment of temptation, they will slip back into the old slough until another New Year brings around its appeal to them to turn over a new leaf and begin a fresh account with life.

Even so, though, with the beautiful New Year's resolution broken and trampled in the dust, the man is better for having made it. Because a room gets dirty again is no argument for never sweeping it out, and it is good for us all to take an annual soul house-cleaning and at least make some attempt to get rid, if only for awhile, of the dust and rubbish that encumber the chambers of our hearts and darken their windows.

Somehow, though, the New Year's resolution is one of the virtues of which the outbreaking wicked seem to hold a sole monopoly. That is one of the advantages of the bad—they can afford to be honest with themselves, whereas the good, especially the unco guid, spend their days in deceiving themselves. The man and woman who defy law and society and break the commandments to smithereens look their sin squarely in the face. They say frankly: "I will quit drinking or I will quit something," or whatever their besetting weakness is, but those who live in the odor of outward respectability merely wrap the garment of their self-righteousness about them and thank heaven they are better than their neighbors.

Yet—God help us—not all the misery and sorrow of the world is caused by the wicked, and we could afford to let the sinner go if only the good were better! Not all the broken-hearted women have drunken husbands who beat them; not all the bitter, disappointed men are the victims of woman's faithlessness; not all the neglected children come from the squalid and ignorant and poverty-stricken households. On the contrary, Mr. A. is regarded as a model husband and father. Mrs. B. is a pillar of the church. The little C.'s are the children of wealthy and over-adoring parents, and none but the all-seeing Eye knows that simply through carelessness and self-indulgence and indolence, a tragedy is being enacted as deep and cruel as malice could devise or fiendish malignity execute.

With the big sins of the world few of us have much to do. Most of us, especially if we are women, belong to societies for the suppression of this and the anti-ing of that, but what we really need are societies for the suppression of temper and tongue and the promotion of consideration and love and charity right in our own homes. I confess I am not greatly interested in chronic wrong-doers. They are too apt to have violent relapses, and the man and woman who has not enough backbone to stand up and do right of themselves are not worth wasting much time on, anyway. But I should like to see the good men and

women—the men and women who have grit and determination and who mean to do right—sit down on New Year's night and make a few resolutions.

I should like to see the man who thinks he is a good husband and father, because he pays his family bills, get a new light on his duty. I should like to see him resolve to become a lover again to his wife. Half the women in the world would fall dead with surprise if their husbands should give them a kiss that was not an insulting peck of duty on the cheek. Half of the wives who spend their lives slaving from morning to night for their husbands never get one word of praise or appreciation and have heart failure every time a bill comes in for they know they are going to be growled at for extravagance.

No woman married for that. No woman on earth would have little enough sense to do such a thing when the world is howling for cooks and willing to pay them good wages, in addition to their board. When a woman marries a man she voluntarily lets herself in for hard work and saving and striving, but she expects to be paid in another way. She expects love and tenderness as her reward, and if a man fails to give her these, he has defaulted on his part of the contract. As a matter of fact, most men do not cease to love their wives and they are appreciative of what their wives do, but they never give the woman the happiness of knowing it, and if every husband in the land would make a cast-iron resolution to tell his wife every day that she was the prettiest woman he ever saw and that he counted the hours that he was away from her and gave her a good, warm, loving, live kiss, it would do more to promote universal happiness than any other one thing in the universe. Try it, brother, and by your wife's surprise and joy, judge of how her heart has hungered for the words you were too careless to say.

I should like to see the so-called domestic men resolve to take a hand in making home happy, instead of shunting all of the labor on the wife. The stock advisors of the "Mothers' Corner" are always telling a woman that she should make home happy by meeting her husband with a smile. It is pretty hard on a woman to do all the smiling and it is not very inspiring to sit up all the evening and smile at a figure that is wrapped up in a newspaper and that might just as well be a store dummy for all its conversational powers. Keeping house and worrying with little children is not a very exciting occupation, and when you top this off with a delightful evening sitting opposite a sphynx that only looks up to growl out, "For heaven's sake, Mary, do not talk, I am reading the stock market," it is not any wonder that so many women have nervous prostration. A home is a double-barreled institution, and it takes two people to make it.

I should like to see a few men resolve to take time to get acquainted with their children. To feed and clothe children and send them to school is not enough, nor is it enough to leave them to the care of their mother. A mother's sacred influence is all right as far as it goes, but it needs to be supplemented by a father's iron hand now and then and a man's knowledge of the world. There comes a time in the life of every boy and every girl when they rebel at petticoat government and think they know more than their mother does, but they still respect their father's opinion. Then the father can save them from a

Ho! Ho!

Our Travelers
Are Coming.

Geo. H. Wheelock & Co.

113 and 115 W. Washington St.

South Bend, Ind.

A Business Hint

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

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

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

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

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.

thousand follies and a thousand mistakes if he only has their confidence.

But confidence does not come at one's bidding. The girl is not going to the father who represents nothing but a money machine to her with her shy tale of love. The boy is not going to the father who has done nothing but sneer at him for a foolish dude when he gets into trouble. Confidence is a century plant. It takes a lifetime for it to flower, but its bloom is worth all the trouble of cultivation. No girl who goes to her father as to an elder brother is going to run away and marry some worthless scamp. No boy who goes to his father with his troubles and his perplexities is going to go wrong, but to help these eager, restless, ignorant young creatures one must know them—know their dispositions, their characters, their mental warps and peculiarities as only the father can who has told them fairy stories in their cradles and hunted and fished and sailed and smoked and drank and been a boy with them. A Wall Street man, whom I met panting and exhausted one day last summer, told me that he had just been doing Coney Island with his son, a boy of 16. "We did it clean," he said, "from one end to the other. It cost me \$50, and I am nearly dead, but he will never have any desire to do it again with somebody else. We exhausted the subject." Take a few days, gentlemen, and get acquainted with your children. It will pay better than leaving a few more dollars for them to squabble over when you are dead.

I should like to see every man to whom heaven still vouchsafes the blessing of a mother take a solemn oath to his own soul to write to her at least once a week if, as generally happens, he lives far away from her. I know of nothing else in life so inexpressibly pathetic as the way in which men neglect their mothers, not intentionally, but simply through carelessness. In every office, in every city, there are hordes of young men who only write home at rare intervals, while the older man, the man who has succeeded and is cumbered with the cares of business and family, delegates the duty to his wife. These men's lives are full of interest and they forget the lonely old mother in the farm house, whose children have all flown from the home nest, and whose interest in life is in the boys who are in the thick of the battle, struggling up for wealth and place. Day after day the faded old eyes watch wistfully for the letter that does not come, and when, at last, the rare missive makes its appearance it is opened with trembling hands, and read over and over again, and what "my John" is doing forms the topic of conversation for days and weeks to come.

The busy man has not time to write "home to mother," but be sure mother is never too busy to send a mother's prayers after him, just as she was never too busy to stop to wait upon him when he was a child, or too busy or too tired to rock him in her arms at night. The old woman has not long to live, and surely the loving, tender, dutiful letter, full of little personal gossip about what one is doing is not much to repay the long years of love and care and devotion. Whatever else you do, brother, make a New Year's resolution, and keep it, to write to your mother every week. Do not dictate it to your stenographer or have your wife or one of the children write it, but do it yourself. So shall your reward be when you, too, come to the days where you only sit and wait.

I should like to see more good women make New Year's resolves to make life more interesting to their husbands. After all is said, most women think that they drew a prize in the matrimonial lottery and are glad that they do not have to go out and hustle for bread. It is a good thing for any woman to have a man stand between her and the world and she should be grateful to him for it. Why not tell him so? Why not let him see that you admire him and that you consider yourself blessed to have got him? There are times when the daily grind gets on the strongest nerves and the most willing packhorse feels like balking, and nothing, believe me, sister, lightens the load and soothes the rasped nerves like throwing a few bouquets at the patient burden bearer.

The deadly habit of matrimony, of taking services for granted, and generosity as a matter of course, is just as much women's fault as it is men's. Only too often a woman exhausts herself so much in catching a man that she seems to have no strength with which to try to keep him. This is bad economy. Whatever tactics a woman used to ensnare a man's fancy before marriage, she should redouble afterwards, and if every woman would make a resolution to make herself as interesting to her husband as she was to her sweetheart we should hear of less being done in the divorce courts.

I should like to see every woman resolve to be a good housekeeper. The hearth must be swept if love is to burn upon it. Good cooking is the foundation of morality as well as health and there is no possible excuse for a woman failing in what is her first duty to her family.

I should like to see mothers make a New Year's resolution to brace up and control their children. It takes courage and strength of mind and body to contend with a self-willed and high-tempered child, and most mothers throw up their hands and sit down helplessly before the job. The greatest moral reform that could be started in this country would be a general resolution of all the mothers to go back to the old-fashioned spanking platform and raise children on it, in obedience to their parents and reverence for their elders.

I should like to see women resolve to cultivate common sense instead of nerves, and when things go wrong get about righting them instead of going into hysterics. Trouble is a coward that flies before a brave face, and no situation in the world is so bad that it can not be solved by cheerfulness and pluck and industry.

I should like to see working women quit bemoaning the glories of the past and look hopefully towards the prosperity of the future. I should like to see them swear off on rattling bead chains and swear in on short skirts and good shoes. I should like to see them keep an eye on their employer's interest and not on the clock for quitting time. I should like to see them resolve to take life as they find it and make the best of it.

I should like to see young girls make a New Year's resolution not to write gushing and compromising letters to young men.

I should like to see them swear off on so many novels and chocolates.

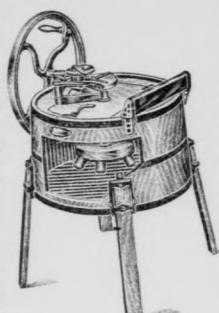
I should like to see them resolve to help their mothers and to learn to do something useful in the world.

I should like to see them resolve to show some special attention to their fathers every day and to be as civil to their brothers as to a casual acquaintance.

I should like to see every one make a New Year's resolution to speak no ill of anyone, to let no opportunity for doing a kindness slip by, to let no day go in which some one has not been better and happier because they lived.

I should like to see us all keep our New Year's resolution, so that next year we might have a clean score.

Dorothy Dix.




Michigan Rotary Bearing Washing Machines

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

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

Write for pamphlets and prices to-day.



Michigan Washing Machine Co.
Muskegon, Mich.

Grand Rapids Fixtures Co.

<p>A new elegant design in a combination Cigar Case</p>		<p>Shipped knocked down. Takes first class freight rate.</p>
---	---	--

No. 36 Cigar Case.
This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.
Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

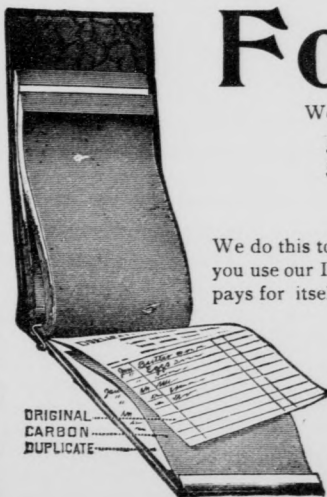
For \$4.00

We will send you printed and complete

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

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

A. H. Morrill, Agt.
105 Ottawa Street, Grand Rapids, Michigan
Manufactured by
Cosby-Wirth Printing Co.,
St. Paul, Minnesota



Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—As the market for the most part has suffered from the holiday inertia, we can only speak of it in a comparative sense. The general run of the market for staples has not shown any change as far as the home trading is concerned, although we find an occasional report of a little better business in heavy brown sheetings and drills for the home account, both for spot goods and contracts, although, as a rule, buyers have not shown any great desire to extend operations. The exporters are still doing business for China account and some business has been accomplished in this direction. The market for ducks and brown osnaburgs has shown no change. Bleached cottons have been in moderate demand only. Buyers have been slow in doing business and prices have shown no change since our last report. Sellers of such goods as were reduced last week are not making any special effort to secure orders at present prices. Wide sheetings show no special feature, neither do sheets nor pillow cases. Coarse colored cottons, including plaids, chevots, etc., are firm with a moderate demand, which, however, easily takes care of all surplus supplies.

Linings—Cotton linings this week have sold on a very moderate scale and in some quarters, business has been practically at a standstill. Kid finished cambrics are included in this latter, although there has been no change reported in the open quotation of 3½¢ for 64s, although there is no doubt but some orders have been taken at lower prices where the quantity was an object. In silerias there have been moderate sized orders placed, but chiefly for medium and low grades, and prices are steady. Percalines have shown no change and low-grade stiff linings of all kinds are dull and without feature. High finishes of the mercerized order have found a fair business and converters are reporting orders from waist manufacturers, as well as for lining purposes. All desirable kinds are firm in price. The clothing trade has bought in moderate quantities only of cotton Italians, twills, Alberts, etc., and no change of importance has been noted.

Underwear—The market for underwear is firm. The manufacturer, in spite of the hesitancy on the part of the buyer to take hold of his lines, on account of an expectancy of a break in prices, has held firmly to the quotations and refuses to budge. As a matter of fact just at the present writing the market looks even stronger than it has at any period since the opening. This is largely due to the condition in the yarn market. Prices there are very strong and rule 20 per cent. or more higher than they were quoted at a year ago. Prices for fleeced goods are with few exceptions considerably higher than a year ago and, as we have received more facts this week, it seems evident that the advances range anywhere from 5 to 15 per cent. above last year's quotations, the average being around 10 to 12½ per cent. There is a somewhat better business being transacted now than we were able to report a week ago because the manufacturers have been less reticent in regard to prices, etc., and buyers are able to see a little more clearly how matters stand. This merely confirms us in the statement made some little time ago, that it was not for the sellers' best

interests to maintain so much secrecy. It merely placed an air of mystery about the market that buyers could not fathom, and as none of them like to buy in the dark or without having a general idea of how the market as a whole stands, it certainly had the effect of retarding business in this case. That the market is very strong is evinced by one example that came under the writer's view, and this is not the only one of the kind by any means. A certain manufacturer had secured a fair amount of orders on fleeces, but his production was not sold up by considerable. The orders booked simply meant that his mill would be able to run for a certain length of time, but he refused to book any more orders at the prices then ruling. In other words, he felt that the advances he had made, which were 5 per cent., were too low, considering the cost of yarns, and while he did not state openly what advance he would make, he simply refused to take orders between Christmas and New Year's, and when he is ready to take more will undoubtedly get at least 8 per cent. over last year's prices. Of course, he is not absolutely refusing to take any orders during this week, but he will not do it at the prices that prevailed up to Christmas and the orders he receives are subject to the prices he has probably decided upon by now.

Hosiery—Representatives of the hosiery houses have returned from the road and quite satisfactory reports are made in regard to business. So far everything seems to be in good shape and excellent orders have been secured and the balance of this season promises well. There has been far less tendency to cut prices from the beginning than there was in the underwear section; in fact, the hosiery market has ruled very firm. There was talk about some low prices and quoting of last year's prices, but these are so few altogether that they could hardly be considered factors in the market. In this part of the knit goods market, even more than in the underwear, buyers demand goods to sell "at a price" and the quality must vary to suit that price rather than the price to suit the quality.

Carpets—The carpet manufacturing business continues along the same lines that have been in evidence during the



RUGS

Made From

Old Carpets

Any size desired at small cost. Price list and information as to amount of carpet required free.

Michigan Rug Co.

43-5 S. Madison St., Battle Creek, Mich.

Rugs 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.

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.

Trade With Us

this coming year. Our 1903 lines are ready for inspection and salesman will call if you so desire.

Grand Rapids Dry Goods Co.,

Grand Rapids, Mich.

Exclusively Wholesale



NOT AT ALL
OFFENSIVE

SCW.
5¢ CIGAR

past few months. Mills in general are very busy and are likely to be so for several months to come. The large Eastern mills have their production so well contracted for that it is believed that the duplicate business, which usually appears very shortly, will be of much smaller proportions than usual. Even the smaller concerns find that their initial orders will last a much longer period than usual and that the time generally given over to duplicates will not be of such long duration as in the past. Values are quoted very firm and the feeling in regard to the likelihood of a higher cost in manufacturing in the future is spreading. English advices are to the effect that the Kidderminster manufacturers are looking forward to the future with ideas that will necessitate higher values on the finished fabric. The supply of desirable combing wools is not large enough to permit of much surplus on the market, even at this season of the year, when the usual heavy fall shipments from China should ease the market. Shipments of China wools seem to be comparatively heavy, to English ports as well as American, but the limited amount available in the offerings nevertheless speaks for itself. The East India sales a few weeks ago showed a 5 per cent. advance on good combing stock, and still higher values are said to have been obtained since then. American spinners have not been obliged to pay any more for their stock during the past few weeks and they may not be compelled to pay any more for weeks to come, but nevertheless, the feeling does not run that way. Yarn manufacturers are quoting their products at pretty stiff rates now and if high wool values should be the outcome, still higher prices would naturally be expected on yarns. Philadelphia ingrain weavers report a very satisfactory demand. Business on hand is of a very good order with a very encouraging outlook for the future. Weavers report that the Western jobbers are exceedingly hungry for stock and are very anxious that deliveries in full should be made at the earliest possible moment. The West and South are purchasers of a pretty good line of goods this season, much of which can be attributed to the prosperity of those particular sections. A good, all-wool ingrain, ranging from 47@50c is in good request and business in the same has reached considerable volume. Supers of the better lines are also a much sought for fabric and cotton ingrains and granites are receiving the attention that is usually given them.

Rugs—Rug weavers are very actively engaged on nearly everything pertaining to the rug line. The leaders in rugs are the large 9x12 Brussels, Axminster and Wilton rugs, many makers of which have their entire season's production sold up. Prices paid average \$1 per rug more than those of last season, while the larger size show a difference of \$2 per rug. Smyrna rugs are receiving a good deal of business in the smaller sizes. In the larger sizes, business is not of a very heavy order.

Found Right Man at Last.

A good story, showing the darky's instinctive recognition of his master, and his innate contempt for all who treat him on terms of equality, is told of a negro from South Carolina, who had come North to make his fortune, and instead found flat failure, was "bumming" his way home. He found himself one night in Baltimore without a cent and in possession of a most powerful hunger. He tried begging from house to house.

"What can we do for you, mister?" was the usual answer from the men of the house who answered his ring.

"Can you give me somethin' to eat?" asked the negro.

The refusal was stated in different ways, but always most courteously, and with the frequent introduction of the respectful designation of "mister."

Presently his ring was answered by a portly man, who simply glared when he saw the miserable object on his doorstep.

"Can I have something to eat?" he asked, trembling.

"You black rascal," growled the man in the door, "What do you mean by coming to the front door? You go around to the back door, where you all belong, and tell the people to give you your supper."

"Bless the good Lord!" exclaimed the negro, fervently. "I'se foun' my own people at last."

And he went to the back door and was fed.

An Unusual Opportunity

FOR

Safe -- Sure -- Profitable

Investment

IN A COMPANY HAVING

- No Debts
- No Bonds
- No Preferred Stock
- No Promoters' Stock
- No Salaried Officers
- No Individual Liabilities

All stock fully paid and non-assessable

In fact, nothing has been omitted which should go to make an investment in the purchase of the treasury shares fair and equitable. Stock is now for sale at 25 cents on the dollar or

\$2.50 Per Share
Par Value \$10 Each

We offer an opportunity for enormous profits with the risk all taken out. We are exclusive manufacturers of "imitation meats" and an unlimited market awaits us. We can retail our product one-quarter cheaper than meat and yet make 200 per cent. profit. Present factory capacity, five tons a day. Consider the facts fairly and we are confident that you will find a way and a reason to join us.

The time to invest in a proposition of this kind is at its inception. All the large fortunes which have been made by investments in food companies and other corporations have been made by the wise ones who got in at the start, before permanent results had established a market value for the stock.

There is no stock for sale outside of the treasury stock, as the officers and incorporators have every faith in the proposition and their stock can not be bought, so stockholders can rest assured of a conservative business policy.

We believe that the proposition is worthy of your consideration and, furthermore, if you desire to invest in a straight, honest, legitimate "Wholesome Food" proposition, you can make no mistake by becoming a stockholder in The M. B. Martin Co., Ltd.

In soliciting your subscription to the capital stock of our company, we can assure you of a careful and honest management. We ask you to take an interest in the enterprise as a stockholder and thereby become interested in what is everywhere considered the best food proposition ever known.

For prospectus and other information address

The M. B. Martin Co., Ltd.
117-119 Monroe Street
Grand Rapids, Mich.

Barrett, Atwood, Wixsom

MICHIGAN MEN

With a Michigan product, will cover the State with a full line of The Lacy Shoe Co.'s Shoes after January 1 for the benefit of the late buyers. Look out for stock No. 30.

La Pat Kid Shoe

A Winner.

THE LACY SHOE COMPANY, CARO, MICHIGAN

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.

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

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

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

AGAINST THE TRUST. See Quotations in Price Current.

Shoes and Rubbers

How a Retail Dealer Should Advertise.

The retail shoe dealers as well as others are often at a loss to know how to advertise, and where to place the advertisement and just where to use the space after it is decided upon. When a dealer learns the art of self-control and allows himself to be controlled wholly and solely by his own thoughts and has perfect faith in his own inspiration in all things, he will never be troubled about how to advertise and where and when to place it before the public.

This world is full of advisers on this very important and valuable subject. Whether or not a dealer is interested in advertising it certainly is something he should study above all things. No man can be successful in any business if he fails to use lots of printers' ink. Thousands of hard working merchants have failed in business, and for their very life they could never tell you the reason why.

I know of men who have spent thousands of dollars in advertising their business and yet failed. These men, too, wonder why they failed. I wish to draw the attention of all of our readers to a few points which I hope to make clear. They are as follows: If you have failed in getting the desired results from your advertising, stop and think just a moment, and silently ask yourself who wrote the advertisement, and who decided upon the space used, and who decided upon the medium through which your advertisement reached the public. Did you use your own ideas in all of this? Or did you just pick up your pen and write a few suggestions and hand them over to some fellow who had a scheme that he told you was good advertising space? How many dollars have you spent in just such a way and called it advertising? A few words with your name attached thrust before the public does not mean advertising, it is throwing money away.

Advertising that fails to sell goods is no advertising. Most every merchant will get up a great advertisement and spend large sums of money at county fairs and street fairs, thinking he is advertising his business while the town is full of people. He thinks that when the town is full of people is the right time to advertise, but I am inclined to believe that if he will take time to think he will discover that it is entirely the wrong time to advertise, as the people are not interested in anything other than the attractions that were advertised long before they came to town. We should study the nature of mankind, try to learn how the mind of man acts, and how it can be made to act through the power of suggestion. We should not overlook the fact that the mind acts on the suggestions that are thrown upon it, and that it will act every time on the suggestion that carries the most weight. So, when people attend a fair of any kind, it is fair, fair, fair and everything but a young fellow's sweetheart is forgotten until everything at the fair has been seen. And when they go home it is fair, fair, fair again, until it is old enough to walk alone.

If you wish to impress something new upon the minds of your customers you must do so when their minds are passive, when they are alone. The best way for a retail shoe dealer to advertise his business is when there is no one else hammering at the minds of your cus-

tomers, and the way to do this is to send lots of good news about your business to his home; talk to him there while his mind is free to take hold of the facts you have to offer him, and he will not forget you when he is in need of shoes; that is, if you have made a stronger impression upon his mind than some one else.

Now, how is all this going to be done? No one can tell you better than your own thoughts. The best way for you to accomplish anything is in the power of your own thoughts. If you are going to leave this to the advice of others you may as well not do it at all, for when you send your advertising out for men and women to read while they are alone, you can depend on their discovering that it is not your talk and all you have to say in your advertisement will fall flat. The only way to make lasting and strong suggestions is in a personal way.

We deceive ourselves very much when we think we can fool the people in any way—the only way to do anything is the right and honest way. We have the power at our command which will enable us to attract all that we need to show us how to advertise, and when to send it out on its mission, but this power is not sent to us through the personality of any other living soul, it comes to us through the power of intelligence just the same as the silent powers that tell us when we are hungry. No man can tell you when you are hungry, you know this before any other living soul, and no other living soul would ever know it if you did not tell them about it. If we would depend on our own intellect and obey it as promptly as we do our instinct when it tells us we are hungry, we would never fail to know just what to do in all things.

Emerson said, "Each man has his own vocation. The talent is the call. There is one direction in which all space is open to him. He has faculties silently inviting him thither to endless exertion. He is like a ship in a river; he runs against obstructions on every side but one, on that side all obstruction is taken away and he sweeps serenely over a deepening channel into an infinite sea." "The talent is the call." In this we find that our talents must be used; if we use our talents in all things they attract to themselves the power to keep away the influence of others who desire to use us for their personal gain. There is much of obstruction in our way, but too often it is not seen by us because we are blinded by the suggestions thrown out by others who desire to have their ideas put before the world.

We should be like the ship in the river, one that can run against obstructions on all sides and then come out successfully in the end. If you believe that all space is open to you in the way of the flow of intelligence and faculties for a successful business life, depend on this intelligence in all things, not only in your advertising, but in your buying as well, for it is well said, "Goods well bought are half sold," and we should learn that while our goods may be well bought, and a great deal of thought may have been given this department, we should study also the grand and noble principle of listening to ourselves in all other departments of life.—Edward Miller in *Boot and Shoe Recorder*.

Be your best, do your best and appear your best if you would win the fullness of success.



HAS the value, as a trade puller, of having a good assortment of shoe novelties, such as Base Ball, Tennis and Outing Bals, Women's strap sandals and men's low cut shoes, occurred to you?

Our general line contains selections of the best of these goods for fit, finish and service to be had in to-day's market.

We suggest that as soon as our salesman calls you give him your order. Experience has shown the advisability of early buying of this variety of shoe merchandise.

If you are not a customer of ours and would like to look over our line, write us.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Mayer's

Men's Fine Shoes

Are nobby and up-to-date in style. They are made on perfect fitting lasts. Increase your Men's Shoe trade by adding a line of shoes that will bring satisfied customers back to you.

Write for prices.

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

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



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 1/4 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.

How the Findings Department Can Be Made to Pay.

Mr. Retailer, do you realize to what extent small articles figure in the sales of our large department stores? Did it ever occur to you that the notion department's yearly business shows up favorably with the foremost department of the house? Why is it that this department of small articles can roll up such a large yearly business? It is due to the fact that it is given the proper attention—everything is bought as carefully and displayed with the same interest as the man who buys and displays a woman's coat. So it is with findings. If they were given the same consideration that is given to the shoe end they would show up favorably, and just as soon as shoe men realize the importance of findings being equally as good a paying investment, the notion department will lose many sales in such articles as shoe horns, button-books, shoe buttons, shoe laces of all kinds, the various kinds of insoles, rubber heels and many other articles pertaining to the shoe business. Is there any reason why you can not sell them just as well in your store as the fellow in the notion department? Possibly you have a stock of the necessary articles, but where are they? If they are away back in the corner of your store, with about two inches of dust on them, where you can hardly find them yourself, they are liable to stay there. People wanting such things will go to the notion department, where they can find a counter with all the various articles nicely displayed. Goods of any kind rightly displayed are half sold. That is just where a majority fall down, as they do not use proper discretion in bringing this department to the front.

Utilize a small space in the front of your store with a neat display of these many little articles. If this were done there is no doubt but what it would have a paying effect, for only too often prospective customers are looking for odds and ends which they are afraid to ask for. The day is past when the shoe man regarded his findings department as a simple matter of convenience. The customer has been educated to such a degree that cheap findings in general go with cheap shoes, so it will not only be a help to the shoe findings department, but also to your shoe end, to keep this department prominently before your customers. Buy good shoe laces, and put in a good supply of dressings. By good supply we mean the necessary variety, not quantity. It will pay you to buy in small quantities and keep your stock fresh. The difference in discount

by buying this way amounts to something, to be sure, but it is better to sacrifice that and at all times have a clean, fresh supply.

Let your people understand that you want this department to pay and that you will hold them responsible for the success of this venture.

If you go about this in the right way you will be surprised at the business it will do. A majority of our large shoe houses and department stores are running this department with marked success. Among the most prominent we can mention R. H. Macy & Co., Broadway and 34th street; also A. Alexander, Sixth avenue and 19th street. Would such houses as these continue this department if it did not pay? At the Macy department there is a young lady in attendance who does nothing else but sell findings of all kinds. There is a neat showcase for the display of bows, buckles and all sorts of novelties. Another case for the many toilette slipper novelties; also a counter where all the known articles in the findings line can be seen. Of course, we do not mean that every dealer (regardless of size) can make a such a show. Perhaps the locality is not a suitable one to build up a business to such an extent, but we are satisfied that with a little effort you can make money out of what you now regard of little consequence. Try it. The cost will be but little. Get out your shoe laces, insoles, lamb's wool insoles, shoe dressings—give these little articles a chance to speak for themselves and you will regret that you so long delayed in bringing this department to the front.—Shoe Retailer.

Diseases of the Writing Trade.

Many occupations have diseases which are more or less incidental to them, and literature is not exempt. The two most prevalent literary maladies are writer's cramp and swelled head. The unfortunate thing about writer's cramp is that it is never cured. The unfortunate thing about swelled head is that it never kills.

Cheaper Than a Candle

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

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.



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

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.

DAVID HACKETT.

Some of His Experience at Black Ash Run.
Written for the Tradesman.

Some time ago I made passing mention of the store of David Hackett, at Black Ash Run, and the time may come when I should like to tell you more about it. At present, however, it is my purpose to report, as nearly as possible in his own words, a little narrative of facts as related by him only a few days ago.

Mr. Hackett has his way of looking at things. You and I have ours. Whether or not we agree perfectly with the gentleman upon all points, we can hardly fail to find something of interest in the rather novel experience of which he speaks:

I used to think there wa'n't nobody quite as mean as the farmer what sold me all the garden truck he could, and then went at it and peddled the same kind o' stuff around town to my customers. An' I set up nights an' lay awake daytimes tryin' to figger out some way to git even with him, but I've give it up as a bad job. You see, the poor feller has so many examples of the same thing amongst supposed-way-up business houses that he'd be a fish if he didn't profit by it. Now, you kin take, fer instance, the celebrated firm of Henhawk & Hawkins. I've heerd that they air rated as high as two hundred thousand dollars. They don't do nothin' but a strictly hulsale business, so their traveler says. I mean the one that calls on the grocery stores. He is a fine lad and he tells some of the cutest stories I a'most ever heerd. He says his house is the only hulsale grocery of any account that is fightin' the trusts—the rest all bein' in league with 'em—an' he wonders what ever's to become of the dealers if the trusts has their way, fer they air makin' callations on sellin' direct to the retail customers—expectin' to make all the profit themselves. He says the idee is first to establish a good big trade direct with the consumers so that folks will give the home dealers the go by, an' then, when the storekeepers get hard enough up to be willin' to give away their stores an' stocks of goods, that the trusts will jump in an' take 'em fer little or nothin'. "An' what'll we do then?" he says with tears in his eyes. "Youse'll be out of business, an' we won't have no one to sell goods to. We'll all starve to death an' the trusts'll fat up on our carkages like a passel of crows." Well, I've heerd him go over that quite a few times, an' it's mighty affectin', an' he ginrally manages to score a p'int on it, bein' as he is such a fine lad, an' the most o' storekeepers likes him anyway. But Henhawk & Hawkins bain't in business exactly fer their healths, any more'n some o' the farmers that live around these parts. On the week that Henhawk & Hawkins' man stays away, there is another feller that shows up, an' he is travelin' fer the H. H. Supply Co. If anybody asks him what them letters stands fer, he tells 'em "Household—the Household Supply Company, you understand." Well, he calls on the hotels and restaurants an' boardin' houses, an' he goes after the barber shops an' bowlin' alleys an' livery stables, an' cobblers an' boot blacks; an' come Christmas time he catches one or two of the church societies fer their candy an' nuts. He is allers waitin' to supply the peanut an' lemonade stands when there's any doin's like Labor Day or Fourth of July, an' he manages to knock out the local mer-

chants whenever an' wherever there is the ghost of a show. His stuff comes shipped in C. O. D. or elst it is paid in advance, and there is never no accounts fer him to collect. It looks like a kind of a queer business, and I used to wonder about that air supply company a good bit, but the mystery is solved—Henhawk & Hawkins and the H. H. Supply Co. is all the same rig. The way I come to find out about it was like this: The last time I went to the city I made up my mind I'd find out what sort of a place the H. H. Supply Co. had. Well, I was buyin' a little stuff from Henhawk & Hawkins, an' I asks them about the Supply Co. But they didn't know nothin' about 'em. "Must be some small business, if any," they says. "Wouldn't think it'd pay ye to bother with 'em," says they. "Oh, I don't want to buy nothin' of 'em," I says, "but them fellers tread on my toes quite a bit up there in the woods, off an' on, an' I'd jest like to pay my respects to 'em, an' tell 'em it's a good thing fer 'em they're bigger'n I be, or I'd give 'em a punch." Well, I thought the feller seemed kind o' tickled when I was talkin' to him, but I didn't think nothin' of that, cus city fellers is allers lookin' pleasant at me, an' laughin' at all my jokes, an' actin' tickled to death at lots of things that I can't see no fun in nohow. Fact is, one of 'em up an' told me onct that I was as good as a ray of sunshine every time I come into his store. I was glad to hear it, but I wondered at it, too, fer I hain't never been told nothin' like that up in my part of the country, an' the only solution I can figger out is that, as a rule, city folks is mighty easy pleased. Well, some later in the day I was buyin' dry goods at another place, and I asked again about the H. H. Supply Co. They didn't know there, either; but they told me that if I was to enquire of Dun's commercial agency, I could most likely find out all about it. At Dun's they had it down too dead to skin. Just a department of Henhawk & Hawkins, they said. Used the name for convenience in shipping to country customers. So I kind o' meandered back to Henhawk & Hawkins. An' the nigher I got to their place of business the madder I was. The first thing I noticed when I got inside was a sign that said,

**38 HIGHEST AWARDS
in Europe and America**

Walter Baker & Co.'s



PURE, HIGH GRADE
COCOAS

—AND—
CHOCOLATES

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

Walter Baker & Co. Ltd.
DORCHESTER, MASS.
Established 1780

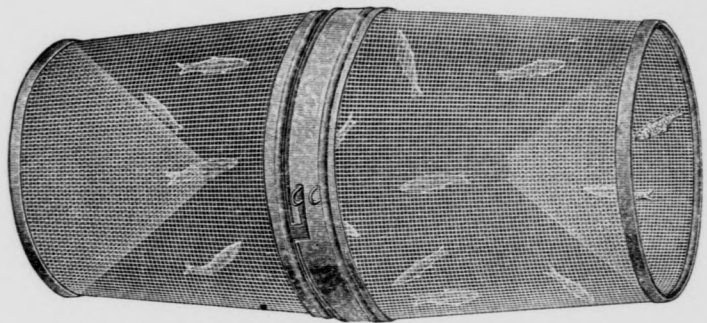
F. C. LARSEN COMPANY



**Wholesale Groceries and Provisions
Crockery and Woodenware**

61 FILER STREET Telephone 143 MANISTEE, 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. Pack'd 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.

A THOUGHT FOR THE PRESENT

As a rule factories and business places are equipped with fire extinguishers while homes are left in most cases entirely unprotected. And yet nearly everyone would rather save his home and its many belongings that have become precious by association than all else. Nearly all fires can be put out in the early stages by the proper appliance for quick work is at hand.

THE PHOENIX Dry Powder FIRE EXTINGUISHER

files this want. Price \$3.00 each., \$30.00 per dozen. So simple a child can operate it and when applied it does no damage to anything but the fire. Do not fail to investigate the Phoenix.

APPROVED FIRE APPLIANCE OF ALL KINDS

JOHN L. SMITH, Mrs'. Agent,
935 Michigan Trust Bldg. 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

"Wholesale only. Positively no goods sold to consumers." I was a leetle warm when I went in through the door, and I had saw that sign before, and thought it was a good thing, but it never appealed to me like it did at that time. Just then a chap with a real high collar stepped up to see what I wanted, and I says: "I want to see the manager of the H. H. Supply Co." "Guess you come to the wrong place," says he. "No, I hain't," I says. "I want him right now, and I hain't much time to wait, nuther." "I'll go see if he's in the buildin'," he answers, an' walked away. Pretty soon he returned back an' asks what did I want of the manager of the H. H. Supply Co. "Wanted for to see him," I says, "an' if he wants to see me, he better get his skates on fer I hain't agoin' to stay around here all day." Well, after a while back he comes with a fat duffer that I'd see there in the office that same mornin'. "So you be the manager fer the H. H. Supply Co., he ye?" says I. "Well, now, I'm powerful glad to see ye. Have ye got a step ladder handy? Cus if ye have I wish you'd set it up ag'in the wall and haul down that sign what says: 'No goods sold to consumers' fer the reason that I'm dead onto yer racket, and I'm goin' to expose yer methods to every merchant the length an' breadth of this broad land. Yer a lot of swindlers and cheats and robbers and pirates. Yer a passel of cut-throats an' villyans and sneaks." I kep' sayin' a lot more stuff, too, and I suppose I spoke middlin' loud for I wanted everybody in the buildin' to hear me, an' I guess they did, fer they commenced to gather around me like a swarm of bees. I kep' a talkin' an' sayin' things, but after that I got kinder mixed up with one of their packing room experts that hit a five hundred pound blow, and I'm just a little bit hazy about what happened durin' the next hour or two. When I come to myself ag'in I was lyin' stretched out on a sofy in a dark room, an' my head felt considerable bigger 'n common. I tried to get onto my feet, but my legs didn't seem stout enough fer the purpose, so I fell back on the couch ag'in and commenced doin' a job of thinkin'. But I hadn't lay there long when in come a young feller an' turned on a light. He was a pleasant lad—one of the boys that worked in the office of Henhawk & Hawkins, an' I felt quite well acquainted with him, considerin' the len'th of time I'd knowed him. He asked me how I was feelin', an' I told him I felt like the little end of nothin' all drawed out. He had a bottle in his pocket with some lickin' in it that made me feel a heap better in less 'n no time, an' then he said that he had come to do me a favor. "The fact is," he says, "you raised petickeler Cain in our store. It's a pretty big offense ag'in the iaw to come right into a man's place of business an' do what you done. The' hain't many as does that an' stays out of the police station as long as you have now. The old man was fer sendin' you off the first crack of the box, but some of the rest of us wanted to wait a bit on a account of you bein' an old customer of ourn, an' see whether Johnson would come to or not." "Who's Johnson?" I asks. "Is he the duffer they said was the manager fer the H. H. Supply Co.?" The young feller shook his head. "Oh, no, that was Clarke. You didn't hurt him much. He'll be out in a day or two. It was the fourth man you tackled—the tall one, you remember, with the side whiskers."

"The tall one with the side whiskers," says I after him, kinder slow like, tryin' to get things straightened out in my mind. "Why," I says, "I don't remember nothin' about any feller like that. What was he doin'? Or what was I doin'? An' what does it all mean?" The young lad shrugged his shoulders an' looked up at the ceilin' with a queer expression on his face. "It's just as I told 'em," he said. "You was a good bit drunker than they supposed." "Me drunk!" I says, "Why, I haven't tetchted lickin' till now sence I come to town." "Well, we won't argue on that," says he, "but the facts is that after you pasted Clarke, the boys crowded around you and tried to passify you, but you welted 'em, one arter another so savage an' rapid that we didn't realize hardly what was goin' on till you tore the railin' offen the cashier's desk an' split Johnson's head open with it. That was when Druke give you the swift swat over the ear that put you to sleep." I rubbed my eyes an' felt of the bumps on my head an' tried to think it was all a lie or a dream or suthin' like o' that, but I couldn't make nothin' of it all. "I give it up," I says. "Well, then, I'll tell ye what I come to do," he says. "We're upstairs in the store, an' the old man is all fer sendin' you to the lockup, but he thinks you're knocked out so that you can't budge. Now suppose you take another pull at the bottle, an' then you an' I make a sneak fer the depot. The last train you kin start fer home on to-night goes in about fifteen minutes, an' we kin make it if we hustle. Pull yer hat down pretty well over yer eyes so folks won't recognize ye, an' we'll start right off." That looked to me like a reasonable way of getting out of a bad scrape, an' I done it. I was pretty busy fer the next three or four days explainin' to my woman how it come that I was stove up so bad, but she's got now so that she don't speak of it very often any more, an' I'm real glad she don't. I did think that I'd fire back them groceries I bought that time from Henhawk & Hawkins, but I kept a thinkin' it over an' over, an' finally when they come in I didn't hardly dast to. But I've been most sorry ever sence that I didn't, fer I believe that yarn the young feller told me about my splittin' that chap's head was all a put-up job to get me out of town. That's my opinion, you understand; but I'd give a \$5 bill this minute if I was right down positive sure.

Geo. L. Thurston.

Bad luck gets the blame for a lot of poor judgment.

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

Putnam's Menthol Cough Drops

"They Stop That Tickle"

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

Putnam Factory National Candy Co.
Grand Rapids, Mich.

Start the New Year Right

By stocking up with



Tryabita Food

the pepsin celery wheat flake.

Also

Tryabita Hulled Corn

Both are trade winners.

Manufactured by

Tryabita Food Company, Ltd., Battle Creek



Save Fuel

By using the

Common Sense Heat Circulator and Radiator

the only practical heat circulator made.

It utilizes the heat that is constantly going to waste with the smoke. In starting a fire the first heat passes directly into the smoke pipe and long before your stove begins to radiate any heat this Heater becomes very hot and instantly creates a circulation, which a radiator does not, consequently it will equalize the temperature of your room and make it comfortable much sooner than can be accomplished by any other appliance than mine. Adaptable to both coal and wood stoves or heaters. A very good seller. Lasts for years. Very simple. Dealers write for pamphlet and liberal discount. Sample, 6 inch Wood's refined iron, price \$4. Order now.



A. C. Selleck,

757 W. Madison St.,
Chicago, Ill.

PRINCIPLES OF MARKETING.

Improvement and Control of the Markets For Dairy Products.

What shall we take as the meaning of "markets" and for whose benefit are we to endeavor to improve them? My friends, it is a good deal like starting out to improve and control the great Atlantic—if you improve it as a safe place to walk on you make it worse for the fish; and the little docks and stone walls we set up to control its waves are not more futile when the storm rages than are the attempts to control, permanently, the price of perishable produce.

But let us not anticipate; let us first get clearly in mind what we propose to talk about, and make such limitations of our subject as are necessary.

The term, "Dairy Products," includes a number of different things. I suppose calves are as much a primary dairy product as milk; and besides the secondary products of cheese, cream and butter, there are the by-products, skim milk and whey and their various derivatives. Now the marketing of all these different products, while subject, perhaps, to the same general principles, differs materially in detail. It would be manifestly impossible in the limits of a brief address to consider all these differences of detail, and if we confine our remarks to generalities and consider dairy products as a whole we shall meet the difficulty that statements which apply to some do not apply to others. For the present occasion, therefore, it will be necessary to limit the discussion, and in what follows I shall consider chiefly the marketing of butter and cheese—that part of the subject with which I am most familiar.

The most common meaning of the word "market" is a place where goods are sold—such a place as is often provided by municipalities for the convenience of tradesmen and their customers—or the aggregation of business houses dealing in the same general line of goods. But the word may also be taken to cover the whole field of a product's distribution from producer to consumer. In this sense it has a world wide significance and in its broadest meaning the market for a product includes a number of more restricted markets, one forming the source of supply for another. To the consumer of dairy products the market is in the retail establishments where he is wont to supply his necessities; to the manufacturer of butter or cheese, or the producer of milk, the market is, ordinarily, the collection of opportunities which afford sale of his product in large quantity; and between the markets there exit still others.

For the purposes of this discussion—which must be confined to more or less general considerations—we shall consider the market in its broadest sense as covering the whole field of distribution.

It is also necessary to consider what is meant by "improvements" as applied to the marketing of these products.

There is, undoubtedly, an element of antagonism in the relations of sellers and buyers of a commodity, and also between the different agencies of production and distribution. It is true that when goods are sold both buyer and seller are benefited as a rule, each getting in the exchange something that he would rather have than that which he gave for it. But the benefits are relative and there is always an element of strife—on the one side to get the most

money for the least good, on the other to get the most goods for the least money.

Changes in the method of distribution that would result in lower cost to the consumers would, by them, be regarded as improvements, while those resulting in higher prices to producers would be improvements from their point of view. Changes that would increase the profitability of intermediate handling might be regarded as improvements by tradesmen engaged in distributing the product.

Improvements, therefore, must be judged from a broad standpoint, with consideration for the interests of the community as a whole.

The ideal system of marketing is that which transfer the product from producer to consumer with the least cost, and which, at the same time, direct varying kinds and qualities into the channels where they are found to possess the highest value. It is only as they tend toward this ideal that changes in the methods of marketing can be called improvements.

It will be seen at once that cheapening the cost of distribution may result beneficially to both producers and consumers, for what is saved may partly add to the amount received by the former and partly reduce the amount paid by latter. The gain from economies of distribution drifts to the producing or consuming end of the market according to the momentary relation of available supply and demand. When the pressure to sell is greater than the urgency to buy the saving would all go to the buyer, while it would all go to the producer under a reversal of these conditions. In the long run, however, both would be benefited.

Among the agencies employed in the distribution of all products there is a natural tendency toward such changes as result in economy, due to the usual business competition. But in trade evolution as in the evolution of higher from lower forms of life through the great law of survival of the fittest, the development of new forms of business



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.



Ship us your

BUTTER, EGGS AND POULTRY

Best prices given. Reference, your banker.

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

WHOLESALE OYSTERS

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

DETTENTHALER MARKET, Grand Rapids, 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



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.

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

is largely coincident with the decay of the old, and as the great wheels of production and consumption grind closer and closer together some of the middle structure must inevitably suffer harm and ultimate extinction, unless its character is changed to meet the requirements of permanent necessities.

Gentlemen, I have no new or startling remedy to offer for the ills that may still cling to the marketing of dairy products. I fear it will be impossible to suggest any action by individuals or associations that will change the methods of distributing these products any faster, or in any different manner, than they are now being naturally changed by the constant operation of the laws of trade. If, however, we can arrive at an understanding of the character of the changes that are now being gradually effected it may give a clearer conception of the subject; it may also show that whether or not these changes may be regarded as "improvements" by one or another of the various classes of producers, consumers and tradesmen interested, they are as inevitable as gravity; and it may lead to an understanding of the changes that present distributors must make in the character and scope of their operations if they are to remain permanent necessities in the field of distribution.

Before taking up a consideration of the changes now taking place in the distribution of butter and cheese permit me to repeat the requirements of the ideal system of marketing—that it must transfer the product to the consumer with the least cost and, at the same time, direct varying qualities into the channels where they are found to possess the highest value. I take it that this proposition needs no argument.

It is evident that any system of marketing in vogue at any place, which differs from this ideal is more expensive than it need be; and whenever any operation of trade is being conducted at greater cost than would be entailed by some other method, there is, at once, an opportunity for successful competition. For many years these opportunities for successful trade competition in the produce markets were but slowly availed; but the spirit of commercialism has, within a comparatively few years, become aggressive the strife of modern business has grown harder and men in commercial pursuits have been forced to turn every stone for advantage. New ideas have become predominant, and upon the foundation of co-operative economy, through enlargement and combination, the whole business interests of our country are being reconstructed. Under these circumstances the opportunities for economy in distribution are being seized with an increasing avidity and trade machinery is rapidly being modified to conform to the requirements of the ideal.

But while it is undoubtedly true that some superfluous intermediate agencies of distribution have already been eliminated, and that the tendency of the times is toward still further changes in the same direction, we must not lose sight of the fact that there is a limit to the profitable reduction of the middle classes of trade, especially when the quality and character of the product are so variable and irregular as is the case with dairy products, and when the volume of production is so changeable from season to season.

In supplying the consumptive demand for dairy products as a whole there are

two factors of especial importance—uniformity of supply and uniformity of quality. It will appear that upon the presence of these two factors at any point in the system of distribution depends, primarily, the possibility of direct sale to the retail trade. The requirements of consumers are naturally quite uniform in respect to the quantity and quality of staple products, and while some variation is unavoidable according to the vicissitudes of the seasons, these variations have been greatly reduced by the development of modern facilities for carrying, so that under present methods of distribution a reasonable uniformity is secured. But while, through the use of cold storage facilities, consumers are now enabled to secure much more constant supplies, and variations in price are, consequently, less radical than formerly, there is still an unchanged irregularity in the volume of production and only a gradual approach toward greater uniformity in the quality of the product from season to season. This is a difficulty that prevents extended marketing of the product directly from the factory to the retailer, but it is not the only difficulty. The question of economical transportation and the commercial necessity for varying the direction of output enter the problem, and the maintenance of a sales department for the service of many customers is uneconomical unless conducted upon a much larger scale than can, ordinarily, be maintained by the average butter or cheese factory.

Of course there are exceptional instances where producers may be able, by reason of peculiar circumstances of location and surroundings, to market their product in whole or in part, directly to retail trade, or even to consumers; but these opportunities are, for the most part, local and need hardly be considered here in respect to the general distribution of the product as a whole.

In selling products, as in their manufacture, large operations can be conducted much more cheaply than small ones; and a mercantile business requires special training and the development of special abilities and knowledge to secure the best results.

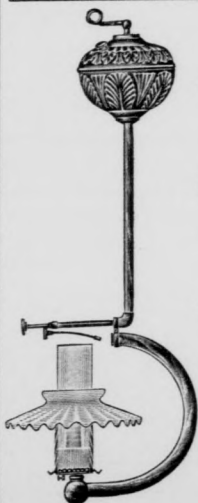
The necessities as to the number of intermediate distributing agencies would seem to depend largely upon the

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.



The
"CROWN"
Incandescent
Gasoline Lights

Latest and most
perfect on the
market.

Write for catalogue
and prices—

The Whiteman
Mfg. Co.
CANTON, OHIO.

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.

**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

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.

SEEDS

Clover and Timothy—all kinds of Grass Seeds.

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

POTATOES

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

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

Long Distance Telephones—Citizens 2417 304 & 305 Clark Building,
Bell Main 66 Opposite Union Depot

SHIP YOUR

BUTTER AND EGGS

—TO—

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

Parchment Paper
For Roll Butter

Order now from

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

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.

character, size and number of manufacturing establishments. It may be shown, I think, that the larger the manufacturing plants, the more uniform their product in quality, and the more complete their ability, by utilizing cold storage facilities, to make uniform offerings in point of quantity, the more direct may be the distribution.

Under the present system of butter and cheese manufacture the number of plants is great in proportion to the total product, and the average production of each is comparatively small. For the most economical distribution these products must be aggregated at the centers of consumption where the various kinds and qualities may be directed into appropriate channels of outlet, and where inequalities of supply at different consuming centers, in relation to the demand at those places, may be equalized by the natural movement of goods in quantity from one to another. The wholesale markets in the larger distributing centers are undoubtedly a permanent and necessary part of the ultimate system of distribution, but the changes before referred to as resulting more or less from the stress of modern business competition seem to be chiefly in the form and character of these wholesale agencies.

In most of the large distributing centers there are two general classes of trade employed in the distribution of supplies to the retailers—first the wholesalers who receive goods directly from the manufacturers, and second the jobbers who buy from the first receivers and sell to the retailers. Formerly the distinction between these classes of trade was quite clearly marked. The first receivers, known as commission merchants, acted merely as agents for the manufacturers, selling their receipts to the jobbing trade, returning the proceeds to the producer and charging a commission for the service. In its original conception this system of wholesale distribution required the bulk of capital to be invested in the jobbing business; so long as the commission trade continued to act as agents merely, selling on short time and making their returns only after goods had been sold, no large amount of capital was required to conduct that part of the distribution. But with the rapid growth of the factory system of manufacture during the past twenty years, many plants being organized and conducted with scant capital, there came a demand on the part of butter and cheese producers for more immediate returns than could be obtained when the first receivers of the product acted merely as agents. A natural form of competition among commission merchants was, therefore, to render returns or consignments very promptly and this often necessitated making payments to shippers before the merchants themselves had received payment for the goods. On the other side the competition in selling to the jobbing trade led to a gradual extension of credits. The result of this two-fold competition in the wholesale commission trade has been to change considerably the character of the business. The extreme effect of the pressure for "prompt returns" of the value of consignments has been reached in a virtual purchase upon their arrival at the market place of such goods as are of approximately standard quality, thus greatly lessening the agential character of the business and requiring the investment of much larger capital. The requirement of capital in the commis-

sion business has also been largely increased by the extension of credits before referred to, so that now the greater part of the capital required in financing the distribution of butter and cheese is furnished by the wholesale commission trade or by them secured from moneyed institutions in the form of loans on stored goods. These changes in the character of the business of primary wholesale distribution have now led to the growth of new and important forms of competition. In the commission trade the immediate return for consignments of standard qualities has become almost universal and has required the establishment of standards of value at different points, upon which payments can be founded in the absence of actual sale of the goods returned for. The establishment of these standards of value has tended to break down the lines between the two classes of wholesale trade in the larger distributing markets and has afforded a basis for trading which is gradually drawing them together.

Competition, which tends ever toward cheapening the cost of distribution, seems to have exhausted itself under the older forms of business, and is now attacking the business structure itself, developing new systems in various ways, but tending toward the directness of distribution. The jobbing trade, formerly satisfied to obtain its supplies entirely in the local or adjacent wholesale markets, is gradually reaching out over the heads of commission receivers to obtain goods directly from producer; the commission trade is gradually reaching out past the jobber for outlets in retail channels, and both classes of trade afford instances where the pressure for direct outlets has proceeded so far as the establishment of retail departments on a large scale. From the wholesale center the modern principle of enlargement and combination is also operating in the direction of production through the control of manufacturing plants by large distributors.

At the producing end, also, changes are occurring that have an important bearing upon distribution. Consolidation and enlargement of manufacturing plants, provided with large capital, are creating conditions of uniformity in quality and equalization of offerings from season to season which are, as before mentioned, favorable to a directness of distribution from manufacturer to jobbing trade or even to retailers in different parts of the country.

Entirely apart from these changes which are taking place in the older distributive facilities of the country a new system is developing. I refer to the great meat packing establishments which have under private business control a network of distributing depots in all parts of the country and which have added the distribution of dairy products through channels already profitably established for other foods. These great establishments, buying directly

Butter
I always
want it.
E. F. Dudley
Owosso, 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.

"EDISON GAS SYSTEM"
"WONDER"

300 SYSTEMS IN CHICAGO

SALESMEN WANTED WRITE FOR CATALOGUE

SYSTEMS \$25 AND UP 10 DAYS TRIAL

REGULATED RUBBER TAP

STORAGE TANK FOR EDISON GAS SYSTEM

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

115 Michigan Street

from manufacturers and selling directly to retailers have become an enormous factor in shaping the character of the entire distributive system, and are forcing upon all other agencies the elimination of unnecessary timber and the enlargements and extensions formerly alluded to.

Shall we call these changes "improvements?" It depends upon the point of view. To the small producer whose business is injured or entirely absorbed by the great productive establishments with which he is unable to compete, they are not likely to be regarded as improvements. Neither are they to the merchants, who, established under the older systems of distribution, find their trade growing more and more unprofitable by reason of the growth of cheaper systems. But they are improvements in the sense that labor saving machines are acknowledged to be such even although their introduction may, at first, throw thousands of artisans out of employment and force them to seek other occupations.

Before leaving this part of my subject I desire to make some further explanation of the wholesale commission trade in its relation to the distribution of butter and other products. It has been previously indicated that the line between this class of trade and the jobbing trade is being gradually broken down and that these two classes of trade are becoming largely identical. This fact, however, applies chiefly in respect to such part of the product as may conform to trade standards of quality. There is a very considerable part of the production which is so irregular in character and quality that no regular outlets can be obtained for it, and to which no standard of value can be applied. In order to obtain the highest possible value for these goods the entire range of outlets must be available and the market must be tried and tested here and there in order to sell them to the best advantage. In the distribution of these uncertain and irregular qualities the commission trade retains its agential character and it is difficult to conceive any method by which such goods can be any more directly distributed. As before indicated the chief requisite of short cut distribution is uniformity of quality and conformity to known trade standards. All of that part of the product which does not conform to these standards can only be placed in the channels where it possesses the highest value by salesmen who have wide knowledge of outlets and their needs, and who are thus able to direct irregular kinds and qualities into the particular channel where they may be used to the best advantage. The economic necessity for the wholesale commission trade upon the basis of its original inception is, therefore, still apparent, and will continue as long as the product remains irregular and changeable and to that extent.

The second part of the subject assigned to me invites a consideration of the control of the markets for dairy products. Strictly speaking, a market for a commodity may be said to be controlled only when the sources of available supply are controlled. When the producers of any commodity in a given territory, because of an ability to place their product in a market more cheaply than others, monopolize such market, or even supply a predominating part of its necessities, they may be said to control it. In the case of dairy products such control is gained either by nearness to

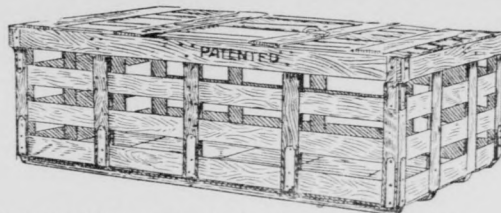
the market, peculiar conditions affecting favorably the cost of production, the relative profitableness of other agricultural pursuits or by the operation of tariff laws.

Thus all of our domestic markets for dairy products except for certain specialties in cheese manufacture, are controlled by the producers of our own country, while those of England, for an example, are controlled by producers who are foreign to that country.

In this broad sense the various and widely scattered markets of our own country are controlled more or less by producers in different sections according to the added costs of production and transportation. But owing to the wide variation in the production of butter and cheese from season to season, large quantities of the product during the greatest milk flow are carried in cold storage to equalize the natural deficiency of the fall and winter; and as these reserve stocks are chiefly held by commercial establishments their owners share with producers the control of markets during a considerable portion of the year.

In regard to the control of prices of dairy products there seems to be considerable misapprehension not only on the part of the public at large, but of many producers as well. In all of the large distributing markets there is an appearance of control of prices through organizations of merchants, but the appearance is deceptive. A trading basis for standard qualities of any commodity which is subject to more or less rapid fluctuation in value is a trade convenience of enormous economic value. It permits the buyer of goods to contract for supplies with the assurance that he will get them at the current market rate and

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.



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.

We are headquarters
for

Tank Heaters and Feed Cutters

Write for list and prices.

Brown & Sehler
Grand Rapids, Mich.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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

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

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.

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.

saves him the time and anxiety that would otherwise be required in shopping from place to place in order to supply his requirements as cheaply as possible. It increases many fold the capacity of distributive agencies and consequently, reduces the cost of distribution.

Whether these standards are established by boards of trade or exchanges, or whether public quotations of an official or semi-official character are accepted as such, the fact that large volumes of the product change hands on the basis of such standard gives the appearance that values are controlled by those who establish the standard. But this not so to any considerable extent. In reality selling values are fixed by the immutable law of supply and demand, and any variation between the standard established and the natural value as determined by that law, can not fail to be felt almost immediately in conditions that compel a normal re-adjustment.

This, I think, will be evident if we analyze briefly the law of supply and demand—a law whose name is more familiar than its meaning.

There are two kinds of demand for a salable commodity—they may be called effectual and ineffectual. A man may desire an article ever so much and yet be unwilling to pay the price necessary to obtain it; his demand would then be ineffectual. Effectual demand is that which satisfies itself by purchase of the article desired.

There are, likewise, two kinds of offerings of a commodity—they may be called imperative and tentative. Imperative offerings are such as are made without regard for the price obtainable; tentative offerings are such as are made conditionally upon obtaining a certain minimum price.

Now the law of supply and demand is simply that the effectual demand for a product must always be as great as that part of the available supply which is imperatively offered. The instrument by which this equality is preserved is price. As prices advance the effectual demand is reduced while, conversely, it is increased as prices fall. When the effectual demand for a product at a given price begins to exceed the available supply, the price must inevitably rise to a point that will restore the equality; and when that part of the available supply which is imperatively offered begins to exceed the effectual demand the price must fall until the equality is restored.

It is, of course, a very common experience in the markets to find the total supply of a commodity greater than can be promptly sold, without any immediate downward movement of prices resulting from the condition. But in that case a part of the available supply is always tentatively offered—that is offered conditionally upon obtaining a certain minimum price. The holder of such goods becomes really a factor in the effectual demand, since, if he would rather possess the goods than sell them at a lower price, the effect is the same as though he were to buy them at the price at which they are held.

The price at which all the supply of a commodity that is imperatively offered can be sold, and all the effective demand supplied, is the true market price of that commodity. It is evident that under equal conditions of supply and demand the true market price can neither be raised nor lowered; also, that when the imperative offerings increase

in relation to the demand the prices must inevitably fall; and that when the available offerings decrease in relation to the demand the price must inevitably rise. Prices, therefore, can be controlled only by controlling the extent to which the product is offered, in relation to the effectual demand.

Prices are affected by speculative operations only in strict conformity to the above law; and when, as in the case of butter and cheese, the perishable nature of the product compels the marketing of one year's crop before the advent of the next, these variations must always be more or less temporary; in practice they tend chiefly to lessen the extreme fluctuations of value that would naturally result from the wide difference in the volume of the product from season to season.

This phase of the subject might be enlarged upon in much greater detail; but enough has been said, perhaps, to indicate that attempts to control the prices of these products in any other manner than through the available supply, must prove futile—and that whenever the standards of value, set up by fiat of trade organizations or otherwise, are not in strict accord with the true market price, their falsity is very quickly made apparent, their influence upon the trading is lessened and their fault must be quickly corrected in order to maintain their value in the economy of distribution.

I conclude with a few brief suggestions:

That efforts to control the prices of dairy products, either by producers or tradesmen, are useless and ineffective except as the quantity of the product offered can be controlled; that so far as speculative holding serves to withdraw surplus during the season of excessive production for sale during the season of natural deficiency, it is a legitimate, necessary and valuable part of the business of distribution; but that owing to the perishable nature of the product and the necessity of marketing the surplus of one season before the advent of the next, as well as because of the enormous field of production, efforts to control prices by any greater speculative holding than necessary to effect the above equalization, are impractical and not to be feared.

Further, that the most promising line of action for producers to pursue in order to place themselves in line with the tendencies of modern business development would seem to be in a larger co-operation, by which the cost of production may be reduced, the average quality raised and advantages gained in distribution.

And, finally, that those classes of distributing trade who find their business becoming unprofitable through stress of competition, instead of casting about aimlessly for remedies, and battling fruitlessly against details which are part and parcel of a great and inevitable general development, might better study closely the principles upon which this development depends, and put forth their effort to place their business in line with it.

F. G. Urner.

Cursing luck will not make luck your friend.

POULTRY

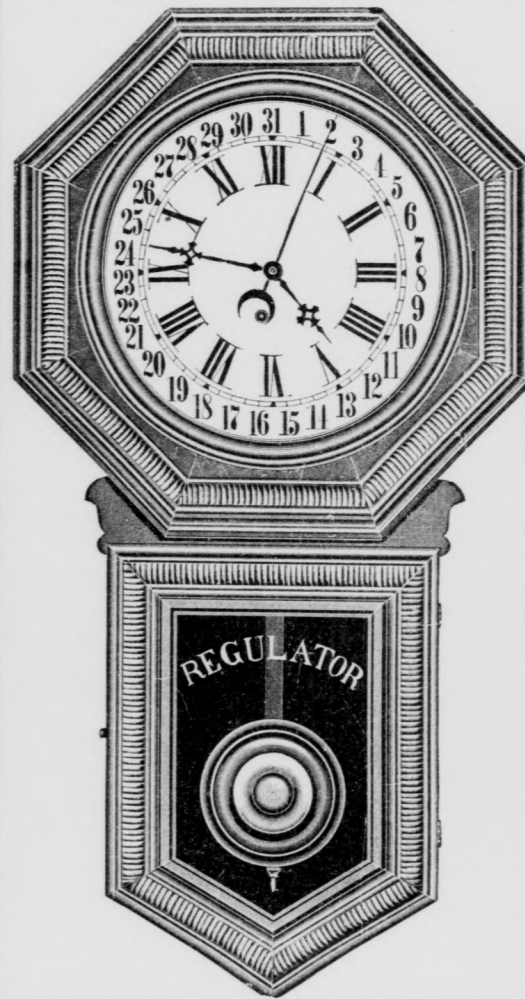
SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

Yes, This Is Good Value

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



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

Toledo Coffee & Spice Co.,
Toledo, Ohio.

Commercial Travelers

Michigan Knights of the Grip
 President, B. D. PALMER, St. Johns; Secretary, M. S. BROWN, Saginaw; Treasurer, H. E. BRADNER, Lansing.

United Commercial Travelers of Michigan
 Grand Counselor, F. C. SCUTT, Bay City; Grand Secretary, AMOS. KENDALL, Toledo;

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

Gripsack Brigade.

The next annual convention of the Michigan Knights of the Grip will be held at Flint.

A Laingsburg correspondent writes: J. W. Gleason started out Jan. 2 as traveling salesman for the wholesale grocery house of Howard & Solon, of Jackson.

Howard Seely, Michigan salesman for Hunt-Helm-Ferris & Co. was in Chicago last week attending the annual round-up of the firm's traveling salesmen. A banquet was given, at which Mr. Seely responded to the toast, "System in Selling." There were salesmen present from more than twenty states.

Hudson Gazette: Louis Brennan, who has held the position of clerk in Oren Howes' dry goods store for several years, has resigned his position and will enter the employ of the Jackson Corset Co. as traveling salesman. Mr. Brennan is a popular young man in Hudson and, as he always labors for the interest of any business with which he is connected, he can be depended upon to make a success of his duties in his new field of labor.

St. Johns Independent: At the annual meeting of the Michigan Knights of the Grip, held at Battle Creek, B. D. Palmer, of St. Johns, was elected President of the organization. No better man could have been chosen, and his many friends here congratulate the members for having been able to secure so good a man for this high and responsible office. Mr. Palmer appears to have a firm grip upon the members, acquired through his faithfulness and integrity.

Wm. H. Lincoln, local manager of the Michigan (Bell) Telephone Co., throws the books into the traveling men in good shape, finding hardly enough words in the vocabulary to do the subject justice. He says the traveling men have done more to precipitate the bankruptcy of the Bell system than any other class by refusing to use the Bell lines, by damning the service and management and by advising their customers to throw out the Bell phones and encourage and support the independent companies. Mr. Lincoln seldom hits the bull's-eye on any proposition, but he is probably correct in his diagnosis of the telephone situation.

Who is the record-smashing drummer whose colossal achievements are heralded to the four quarters of the earth? So many traveling men lay claim to mighty exploits on the road that this may seem a hard question to answer. Yet few will hesitate to yield the palm to Levin Lake, a citizen of the little village of Oxford, Miss., on learning of the big things he has to his credit. Mr. Lake is the oldest active traveling man in the United States, being still in the harness at the age of 86, representing Armour & Co. in Mississippi, making towns by day and night trains and covering an average of 2,000 miles a month. For thirty-four years he has represented this single Chicago house; has never made a sale that proved a bad account; was a traveler on the first railroad train ever

run in the United States; never took a drink of liquor, played a game of cards, or tasted tobacco; has not eaten more than two meals a day for thirty years; is the oldest Mason in the State of Mississippi.

Detroit—The Seidler-Miner Electric Co. is the style of a new corporation recently organized with a capital stock of \$30,000, held by Benjamin F. Seidler, 1,499 shares; Frank Miner, 1,499 shares and Geo. H. Jacob, 2 shares.

Detroit—Articles of association of the Fuel Economy Co. have been forwarded to Lansing. The capital stock of the company is \$30,000 and they will manufacture and place on the market fuel economizers and heating drums. The incorporators are Wm. J. Burton, Detroit; Wm. H. Lewis, Detroit; John Railton, Cheboygan, and John M. Anderson, trustee, Detroit.

Twelve New Members Enrolled on the List.

Grand Rapids, Jan. 6—The first meeting of the new year of Grand Rapids Council No. 131, U. C. T., was one long to be remembered. Senior Counselor Burns presided. Junior Counselor Holden and Past Counselor Compton both being absent, the Past Counselor's chair was filled by Past Senior Counselor Kolb and the Junior Counselor's chair by C. P. Reynolds. At the opening of the Council nearly every chair in the room was filled and a report was sent in by the Sentinel that twelve were in waiting on the outside—waiting to be taken into the fold and to travel under the protection and fraternalism of the United Commercial Travelers—as follows:

- Chas. H. Thompson.
- John E. Sutton.
- O. F. Jackson.
- John L. Watson.
- Chas. E. Meech.
- John E. Dekker.
- Lewis D. Watson.
- J. Marvin Hayden.
- John C. Bush.
- Bert L. Bartlett.
- Chas. R. Remington.
- Terry J. Barker.

Dick Warner, Jr., was obligated some time ago, but never having taken the full initiation, it was given him in full. I guess Dick fully realized the fact. A special dispensation has been granted by Grand Counselor F. A. Scutt to Grand Rapids Council, No. 131, for February and March meetings, so that all applications brought in can be balloted on and initiated the same night. "Special honors" were given our friend, Dick Warner, he once being a full-fledged member of the order of the D. O. O. G.—ask Dick if he can find the missing link.

A large number of the souvenir books were given out for distribution and they have but to be seen to be admired, for they positively reflect credit on the committee who got it up, consisting of G. J. Wachter, L. F. Baker and S. J. Herbert, and a vote of thanks was extended to brother Herbert for his very able management in carrying through to such a successful finish a work of such a high order. The book is not only an advertising book, but is a work of art as well and reflects credit both on the traveling men of Grand Rapids and the city they live in, and will be highly prized by all who are fortunate enough to get one.

At the close of the meeting, the membership lacked just three of being an even 200, but with the number of applications now ready for the February meeting, it will run far over the 200 mark.

Next Saturday evening, January 10, at St. Cecilia club house, occurs the regular January dancing party. Every member is requested to be there and bring their friends. Ja Dee.

Resolutions of Respect.
 Your Committee, appointed to give suitable expression touching the death of our brother, Fred S. Niles, beg leave to submit the following:

Whereas—The mysterious providence of God has seen fit to remove by death our beloved brother, Fred S. Niles, in the midst of a useful and prosperous career and at the noontide of his life's labor; and

Whereas—His going has left a sad and lonely wife and baby boy who deeply mourn their loss; therefore

Resolved—That in the death of our brother, Fred S. Niles, our order has sustained a severe loss. His was a whole heart and true. He was prompt and energetic in all the business of life and genial and kind to all his friends. He will be missed from many a loved circle.

Resolved—That we hereby extend to the bereaved wife our tender sympathies and point her to "the God of all Comfort" and to His sympathetic Son, Jesus Christ, our Savior.

Resolved—That a copy of these resolutions be sent to the bereaved family; another copy be sent to the Michigan Tradesman for publication, and also one be spread on the records of our Council.

John J. Kolb,
 J. M. Hayden,
 W. S. Burns,
 F. D. Osgood.

The Grain Market.

Wheat has not shown much strength. Cash declined 2c per bushel. May options also lost 2c. With an insignificant increase of 60,000 bushels, prices should have shown an advance of 2c per bushel all round. However, such is the case and we accept the situation as it is. Exports are fair. While receipts are small at initial points, were it not for the scarcity of cars, there would have been considerable shipped East for export, as the amount at seaboard is very small, with 9,000,000 bushels less in sight than last year, and prices are 10c lower than then, which is certainly a strange condition and it will be so shown later on. The only place exporters can draw from is Chicago, and the stocks there are not burdensome. May options hang around 75c. The Government made its final report of the crop for 1902, which showed 680,000,000 bushels, both winter and spring, but the question is, Where is it? Kansas has only enough for home consumption. The Northwest will need all they have in Minneapolis for flouring purposes. Europe will need quite a lot, as all their own wheat was harvested in wet weather, so the United States will be called upon to furnish what they will need, which does not seem conducive to lower prices.

Corn has been dormant. The visible showed a decrease of 528,000,000 bushels, where at this time a large increase was to be expected. Prices are barely steady and we look for a little lower price.

Oats are, as usual, steady. Exports are large and the supply is hardly up to the demand, so prices are holding firm, especially as the decrease showed another fourth of a million during the week.

Rye is neglected and prices are flat. Some little is offered, but as the demand is not brisk, prices will not be any higher for the present at least.

Beans are very steady and no change can be recorded. They are too high to hold.

Flour is very steady, with no shading, as the demand fully equals the supply. The consumption seems to be larger than usual at this time of the year. The mills are kept running full time.

Mill feed is scarce and higher—\$18 for bran, \$21 for middlings.

Receipts are again only normal, hardly up to the usual amount, as follows: wheat, 56 cars; corn, 14 cars; oats, 5

cars; flour, 4 cars; beans, 2 cars; potatoes, 14 cars.

Receipts for the month were as follows: wheat, 334 cars; corn, 47 cars; oats, 37 cars; rye, 3 cars; flour, 14 cars; malt, 1 car; beans, 4 cars; hay, 4 cars; straw, 1 car; potatoes, 78 cars.

For the year receipts were as follows: wheat, 20,843 cars; corn, 190 cars; oats, 282 cars; rye, 27 cars; flour, 183 cars; beans, 40 cars; malt, 27 cars; hay, 64 cars; straw, 19 cars; potatoes, 475 cars.

C. G. A. Voigt.

Millers pay 73c for No. 2 red wheat and 69c for No. 3 red wheat.

Rockefeller and others who control the Standard Oil Company have been generous in making bequests to various institutions but not until now have they exhibited any special interest in the financial welfare of their employes. These men constitute an army of thousands who are scattered all over the world, for the company sends its products everywhere. They are to have the benefit of a pension system that went into effect Jan. 1. The regular pension is to be one-fourth of the salary which the employe was receiving at the time of his retirement. It will be paid to all who have been in the service of the company for twenty-five years and who have reached the age of sixty-five years. One of the features of the plan is the fact that the official, be he president, secretary or general agent, and no matter what his salary, will be entitled to the benefits of the plan as well as the employe who earns the lowest wages paid by the company.

American agricultural implements were lately introduced in the valley of the Euphrates in Asiatic Turkey. The man who brought the first reaper into that region narrowly escaped serious consequences. He was a graduate of an American college and was regarded as a public enemy. Accomplishing the work of forty men in a day the reaper caused an immediate reduction in the price of a day's labor from 20½ cents to 14 cents. The natives attempted to wreck the machine and shots were fired at the house of the owner. But the advantages of the reaper were so evident that it finally won approval and opposition to the American invasion collapsed.

The Warwick

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

The Livingston Hotel

Is the busiest hotel in Grand Rapids. Why? Because it is so well managed and the interest of its patrons so well taken care of that, once a person has stopped there, he not only comes again, but he speaks a good word for it to all his friends.

Cor. Division and Fulton Sts.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
 HENRY HEIM, Saginaw - - - Dec. 31, 1922
 WILEY P. DOTY, Detroit - - - Dec. 31, 1923
 CLARENCE B. STODDARD, Monroe Dec. 31, 1924
 JOHN D. MUIR, Grand Rapids Dec. 31, 1925
 ARTHUR H. WEBBER, Cadillac Dec. 31, 1926

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Coating Pills With Salol.

Where prompt effect is required the salol-coated pill is the least desirable form of medication on account of its uncertainty as to solubility; even when in its best condition it is naturally somewhat slower of solution than powders, and in its worst may be entirely insoluble. This must be borne in mind, of course, at the outset in the preparation of any pill, and care taken to prevent the mass acquiring undue hardness. An excipient like acacia, for instance, will tend to produce such a condition, while glycerin, on the other hand, will form a mass which will retain a certain degree of softness for an indefinite time.

To coat pills with salol so that they may not be acted on until they reach the intestines, a solution of the salol in ether has been employed. This method of application, it is said, however, has not proved wholly satisfactory. The pill looks "dusty" and the coating rubs off. It has been found that by melting the salol and rolling the pills in it while liquefied a satisfactory result can be obtained. Sonnonberg has given details of the method as follows:

Into an enameled tin pan, such as is used by photographers, pour a small quantity of salol. Any other vessel of non-attackable substance may be used, taking good care that the sides are not too thick, so that they cool quickly. In the middle or in one corner pour the salol, the amount being governed by the number of pills and the relative thickness of the coating. Thirty ordinary sized pills will require 15 to 25 grains.

The salol is heated in the pan, melting to an aromatic, colorless oily liquid. The entire bottom of the pan is then carefully heated, so that the salol is not chilled too suddenly, thereby rendering the coating irregular.

Throw into the melted salol about thirty pills, still keeping the pan warmed by holding it over the flame. Remove the pills, after they appear to be sufficiently coated, from that pan into another, keeping them rolling from one side to the other to prevent sticking. In about one minute or sooner the coating will become hard and assume a glassy appearance. Should it appear insufficient, heat the coating pan, put in a small quantity more of salol, lay the pills with the first coating carefully in it, and proceed as at first. This re-coating can be done three or four times or more if necessary.

The pills are perfect when they assume a grayish-white transparent appearance, free from holes or cracks of the minutest character.

Generally one-third grain of salol is sufficient to coat one pill; on the other hand 0.075 grain has answered the same purpose. Unless the physician specifies

the thickness, the coating should be as thin as can possibly be made.

If by accident the coating should become too thick it can easily be reduced by melting some of it off. This is best done by cleaning the pan thoroughly in which the pills were coated, laying them therein and constantly rolling, warming the pan over the flame. Some of the coating will melt from the pills and adhere to the bottom of the pan. This must be done with great care so as to prevent an irregular coating. If desired, the entire coating can in this way be removed, and the original process gone through again.

According to Caspari, keratin has been found a more satisfactory coating for enteric pills than salol. Its application is more tedious, however, and apparently more costly. Keratin is a commercial article. For use in coating it is dissolved in an alkaline fluid for one class of pills, and in an acid medium for another.

In the first case, according to the same authority, 7 parts of keratin is added to a mixture of 50 parts of 10 per cent. ammonia water and 50 parts of 60 per cent. alcohol, and solution facilitated, if necessary, by gentle heat. This solution is used for pills containing trypsin, pancreatin, metallic sulphides, etc.

The acid solution is made by dissolving 7 parts of keratin in 100 parts of glacial acetic acid, warming if necessary. This solution is adapted for pills of ferric chloride, tannin, salicylic acid, arsenic, creosote, etc.

For chemically indifferent substances either solution is employed.

All pills, says Caspari, which are to be coated with keratin, "must be made with some fatty excipient and contain no appreciable moisture; they should be first covered with a coating of cacao butter, and after the coating has become firm, rolled in the keratin solution and dried on parchment paper, to which they will not adhere. The process must be repeated three or four times to secure a sufficiently thick coating."

How to Test Tea Leaves.

"To tell positively a tea leaf from every other sort of leaf in the world there is a simple method," said a tea expert. "You first steep your tea leaves, and then you take up one of them in your hand. You unroll it (tea leaves always come rolled), and after you do this you keep your eye on the middle vein or backbone of the leaf. This vein should have running through its middle, like the marrow in a bone, a fine thread almost as tough and elastic as a rubber band.

"You tear the leaf in half, but the thread still joins together the two sections of the middle vein, and you can pull these sections two, three, even four and five inches apart sometimes before the tiny thread will snap. Try this the next time you drink tea with one of the leaves, and if the India-rubber-like thread isn't present you may rest assured that it is not pure, unadulterated tea that you are drinking."

She Knew It.

"I see," said the amateur prophetess at the ball, as she held the young man's hand, "that you are going to take a journey—that is, you are going to move."

"Why," he exclaimed, "what makes you think so?"

"Because," she replied "you are now standing on the train."

And she angrily switched her dress out from under his shoes.

A Discreet Approach.

"Advise me, Uncle Jack."

"Of course; what is it?"

"Shall I ask you for \$25 or for \$50?"

Frigotherapie, or Freezing Cure.

M. Raoul Pictet is a famous Swiss savant, chevalier of the Legion of Honor, discoverer of the liquefaction of oxygen, and a member of more than forty scientific societies in France and Germany. He has invented a cure for diseases of the lungs, the stomach, the circulation and the kidneys, entitled Frigotherapie, or the freezing cure.

The necessary machinery consists of a well of metal lined with thick furs, into which the patient descends, the depth being about five feet. This well is surrounded by an outer shell, while the cavity between the outer and inner walls is filled with a combination of sulphurous and carbonic acid, known to the scientific world as "Liquide Pictet," after its discoverer. This gas is kept in a liquid state at 110 deg. below zero, and is continually forced into the cavity by specially constructed pumps.

M. Pictet says the patient, surrounded by furs and the icy liquid, has no impression of cold whatever, and, in fact, his temperature rises after three seconds' treatment, increasing from one-half to one degree in five minutes. A period of treatment ranging from five to fifteen minutes is sufficient for the time being.

M. Pictet says he himself, after fifteen years' of illness, was cured after eight descents into the well.

The Drug Market.

Opium—Large holders have advanced their price 2½c per lb. The article is very firm and a further advance is looked for.

Morphine—Is unchanged.

Quinine—Is a little firmer and the price is steady.

Cocaine—Has again advanced 25c per oz. and is tending higher.

Bromides Ammonium, Potassium and Sodium—Are steady and it is believed that no further decline will take place.

Menthol—Stock is small and held by few houses. Asking price varies 75c per lb. It costs \$8 to import.

Oil Wintergreen—Is very firm and has advanced.

American Saffron—Is very scarce and has advanced.

Gum Assafoetida—Is very firm at recent advance.

Antiseptic Varnish.

Many surgeons are afraid to apply collodion to small cuts or bruises just before operating, because the collodion may not be aseptic. The following may be substituted:

Thymol	22
Balsam tolu	75
Powdered shellac	900
Alcohol, 90 per cent.	750
Ether	1500

Misce bene. This is so strongly germicidal as to be perfectly safe.

Eigler's Hair-Curling Liquid.

Carbonate potash	1 dr.
Powdered cochineal	½ dr.
Solution ammonia	3 drs.
Glycerine	2 drs.
Rectified spirit	6 drs.
Rose water to	8 ozs.

Mix and filter. Moisten the hair. Adjust loosely, when it curls upon drying.

Eigler's Dandruff Cure.

Caustic potash	6 grs.
Carbolic acid	25 grs.
Lanolin	5 drs.
Cocoonut oil	4 drs.

Mix.

The head should be first washed with hot water and soft soap, then washed clean with hot water. The pomade should then be rubbed into the scalp.

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.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

The Druggist Is Dead

to his best interest who does not hold a membership in the Commercial Credit Co., which has on file over 200,000 detailed reports on Michigan consumers and purchasers of merchandise at retail.

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Cocaine, Oil Wintergreen, Menthal, Saffron. Declined—

Table listing various drugs and their prices, including sections for Acidum, Ammonia, Aniline, Baccce, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrups.

Table listing various drugs and their prices, including sections for Menthol, Morphia, Myrica, Nux Vomica, Pepsin Saac, Scilla Co., Tinctures, and Oils.

Large advertisement for Hazeltine & Perkins Drug Co. featuring the word 'Drugs' in large letters and text: '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 Weatherly'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.' The ad is framed by a decorative border.

GROCERY PRICE CURRENT

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

ADVANCED
Brick Cheese
Gallon Apples

DECLINED
Japan Teas
Rolled Oats
Gloss Starch
Corn Starch

Index to Markets By Columns

A	Col.
Akron Stoneware	15
Alabastine	1
Ammonia	1
Axle Grease	1
B	
Baking Powder	1
Bath Brick	1
Bluing	1
Breakfast Food	1
Brooms	1
Brushes	1
Butter Color	1
C	
Candles	14
Canned Goods	2
Catsup	3
Carbon Oils	3
Cheese	3
Chewing Gum	3
Chicory	3
Chocolate	3
Clothes Lines	3
Cocoa	3
Cocoanut	3
Cocoa Shells	3
Coffee	3
Condensed Milk	4
Coupon Books	15
Crackers	5
Cream Tartar	5
D	
Dried Fruits	5
F	
Farinaceous Goods	5
Fish and Oysters	13
Fishing Tackle	6
Flavoring Extracts	6
Fly Paper	6
Fresh Meats	6
Fruits	14
G	
Gelatine	6
Grain Bags	7
Grains and Flour	7
H	
Herbs	7
Hides and Pelts	13
I	
Indigo	7
J	
Jelly	7
L	
Lamp Burners	15
Lamp Chimneys	15
Lanterns	15
Lantern Globes	15
Licorice	7
Lye	7
M	
Meat Extracts	7
Molasses	7
Mustard	7
N	
Nuts	14
O	
Oil Cans	15
Olives	7
P	
Pickles	7
Pipes	7
Playing Cards	8
Polish	8
Potash	8
Provisions	8
R	
Rice	8
S	
Salad Dressing	9
Saleratus	9
Sal Soda	9
Salt	9
Salt Fish	9
Seeds	9
Shoe Blacking	9
Snuff	9
Soap	9
Soda	9
Spices	9
Starch	10
Stove Polish	10
Sugar	11
Syrups	10
T	
Tea	11
Tobacco	11
Twine	12
V	
Vinegar	12
W	
Washing Powder	13
Wickling	13
Woodenware	13
Wrapping Paper	13
Y	
Yeast Cake	13

1

AXLE GREASE

doz. gross

Aurora 55 6 00

Castor Oil 60 7 00

Diamond 50 4 25

Frazier's 75 9 00

IXL Golden, tin boxes 75 9 00



Mica, tin boxes 75 9 00

Paragon 55 6 00

BAKING POWDER

Egg

1/4 lb. cans, 4 doz. case 3 75

1/2 lb. cans, 2 doz. case 3 75

1 lb. cans, 1 doz. case 3 75

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

JAXON

Royal

10c size 90

1/4 lb. cans 1 35

6 oz. cans 1 90

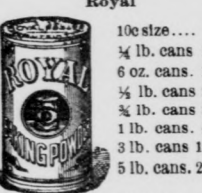
1/2 lb. cans 2 50

3/4 lb. cans 3 75

1 lb. cans 4 80

3 lb. cans 13 00

5 lb. cans 21 50



BATH BRICK

American 75


English 85

BLUING

Arctic, 4 oz. ovals, per gross 4 00

Arctic, 8 oz. ovals, per gross 6 00

Arctic 16 oz. round per gross 9 00



BREAKFAST FOOD

CERA NUT FLAKES

Cases, 36 packages 4 50

Five case lots 4 40

Nutro-Crisp

The Ready Cooked Granular Wheat Food

A Delightful Cereal Surprise

Cases, 24 1 lb. packages 2 70

TRYABITA

Peptonized Celery Food, 3 doz. in case 4 05

Hulled Corn, per doz. 95

BROOMS

No. 1 Carpet 2 70

No. 2 Carpet 2 25

No. 3 Carpet 2 15

No. 4 Carpet 1 75

Parlor Gem 2 40

Common Whisk 85

Fancy Whisk 1 20

Warehouse 3 40

2

BRUSHES

Scrub

Sold Back, 8 in. 45

Sold Back, 11 in. 95

Pointed Ends 85

Shoe

No. 8 1 00

No. 7 1 30

No. 4 1 70

No. 3 1 90

Stove

No. 8 75

No. 2 1 10

No. 1 1 75

BUTTER COLOR

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

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

CANDLES

Electric Light, 8s 12

Electric Light, 16s 12 1/2

Paraffine, 6s 9 1/2

Paraffine, 12s 10

Wickless 17

CANNED GOODS

Apples

3 lb. Standards 85

Gallons, standards 2 00 @ 2 25

Blackberries

Standards 85

Beans

Baked 83 @ 1 80

Red Kidney 75 @ 85

String 75 @ 80

Wax 75 @ 80

Blueberries

Standard 85

Brook Trout

2 lb. cans, Spiced 1 90

Clams

Little Neck, 1 lb. 1 00

Little Neck, 2 lb. 1 50

Clam Bouillon

Burnham's, 1/2 pint 1 92

Burnham's, pints 3 60

Burnham's, quarts 7 20

Cherries

Red Standards 1 80 @ 1 50

White 1 50

Corn

Fair 90

Good 1 00

Fancy @ 1 40

French Peas

Sur Extra Fine 22

Extra Fine 19

Fine 15

Moyen 11

Gooseberries

Standard 90

Hominy

Standard 85

Lobster

Star, 1/4 lb. 2 00

Star, 1 lb. 3 60

Picnic Tails 2 40

Mackerel

Mustard, 1 lb. 1 80

Mustard, 2 lb. 2 80

75 ct. 1 lb. 1 90

Sou's sd., 1 lb. 2 80

Tom., to, 1 lb. 1 80

Tomato, 2 lb. 2 80

Mushrooms

Hotels 18 @ 20

Buttons 22 @ 25

Oysters

Cove, 1 lb. 85

Cove, 2 lb. 1 55

Cove, 1 lb Oval 95

Peaches

Pie 85 @ 90

Yellow 1 35 @ 85

Pears

Standard 1 00

Fancy 1 25

Peas

Marrowfat 1 00

Early June 90 @ 1 60

Early June Sifted 1 65

Plums

Plums 85

Pineapple

Grated 1 25 @ 2 75

Sliced 1 35 @ 2 55

Pumpkin

Fair 90

Good 1 00

Fancy 1 25

Gallon 2 50

Raspberries

Standard 1 15

Russian Caviar

1/4 lb. cans 3 75

1/2 lb. cans 7 00

1 lb. can 12 00

Salmon

Columbia River, talls @ 1 85

Columbia River, flats @ 1 80

Red Alaska @ 1 90

Pink Alaska @ 90

Shrimps

Standard 1 40

3

SARDINES

Domestic, 1/4s 3 1/2

Domestic, 1/2s 5

Domestic, Mustard 6

California, 1/4s 11 @ 14

California, 1/2s 17 @ 24

French, 1/4s 7 @ 14

French, 1/2s 18 @ 28

STRAWBERRIES

Standard 1 10

Fancy 1 40

SUCCOTASH

Fair 1 25

Good 1 40

Fancy 1 40

TOMATOES

Fair 1 10

Good 1 15

Fancy 1 25

Gallons 8 65

CARBON OILS

Barrels

Eocene @ 12 1/2

Perfection @ 11 1/4

Diamond White @ 11

D. S. Gasoline @ 14 1/4

Deodorized Naphtha @ 12

Cylinder 29 @ 34

Engine 18 @ 22

Black, winter 9 @ 10 1/2

CATSUP

Columbia, pints 2 00

Columbia, 1/2 pints 1 25

CHEESE

Aome @ 15

Emboj @ 14 1/2

Elste @ 14

Emblem @ 14 1/2

Gem @ 14 1/2

Gold Medal @ 13

Ideal @ 14

Jersey @ 14

Riverside @ 14 1/2

Excelsior, M. & J. 1 lb. cans 14 @ 15

Tip Top, M. & J., 1 lb. cans @ 20

Royal Java @ 17

Royal Java and Mocha @ 17

Limburger @ 17

Pineapple 50 @ 75

Sap Sago @ 19

CHEWING GUM

American Flag Spruce 55

Distributed by Judson Grocer Co., Grand Rapids, C. Elrott & Co., Detroit, B. Symons & Co., Kalamazoo, Jackson Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Meisel & Goeschel, Bay City, Fielbach Co., Toledo.

CHICORY

Bulk 5

Red 7

Eagle 4

Franc's 7

Schener's 6

CHOCOLATE

Walter Baker & Co.'s

German Sweet 23

Premium 31

Breakfast Cocoa 46

CLEANER & POLISHER

BRUNSWICK'S EASYBRIGHT

INSTANTANEOUS CLEANER

CLEANS EVERYTHING.

6 oz. box, 3 can., per doz. \$1 35

Qts box, 2 can., per doz. 2 25

Gal box, 1/2 can., per doz. 7 50

Samples and Circulars Free.

CLOTHES LINES

Sisal

60 ft., 3 thread, extra 1 00

72 ft., 3 thread, extra 1 40

90 ft., 3 thread, extra 1 70

60 ft., 6 thread, extra 1 29

72 ft., 6 thread, extra 1 50

Jute

80 ft. 75

72 ft. 90

90 ft. 1 05

120 ft. 1 50

Cotton Victor

50 ft. 80

60 ft. 95

70 ft. 1 10

Cotton Windsor

58 ft. 1 20

60 ft. 1 40

70 ft. 1 65

80 ft. 1 85

Cotton Braided

40 ft. 75

50 ft. 85

60 ft. 95

Galvanized Wire

No. 20, each 100 ft long 1 90

No. 19, each 100 ft long 2 10

COCOA

Baker's 38

Cleveland 41

Colonial, 1/4s 35

Colonial, 1/2s 33

Epps 42

Huyler 45

Van Houten, 1/4s 12

Van Houten, 1/2s 20

Van Houten, 1s 40

Webb 30

Wilbur, 1/4s 41

Wilbur, 1/2s 42

COCOANUT

Dunham's 1/4s 26

Dunham's 1/2s and 3/4s 26 1/2

Dunham's 1s 27

Dunham's 3/4s 18

COCOA SHELLS

20 lb. bags 2 1/2

Less quantity 3

Pound packages 4

4

COFFEE

Roasted

Telfer Coffee Co. brands

No. 9 9

No. 10 10

No. 12 12 1/2

No. 14 14

No. 16 16

No. 18 18

No. 20 20

No. 22 22

No. 24 24

No. 26 26

No. 28 28

Belle Isle 20

Red Cross 24


Colonial 25

Juvo 30

Koran 14

Delivered in 100 lb. lots.

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans 8

White House, 2 lb. cans 8

Excelsior, M. & J. 1 lb. cans 12

Excelsior, M. & J. 2 lb. cans 12

Tip Top, M. & J., 1 lb. cans 12

Royal Java 12

Royal Java and Mocha 12

Java and Mocha Blend 12

Boston Combination 12

Ja-Vo Blend 12

Ja-Mo-Ka Blend 12

Distributed by Judson Grocer Co., Grand Rapids, C. Elrott & Co., Detroit, B. Symons & Co., Kalamazoo, Jackson Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Meisel & Goeschel, Bay City, Fielbach Co., Toledo.

5

CRACKERS

National Biscuit Co.'s brands

Butter

Seymour 6 1/4

New York 6 1/4

Family 6 1/4

Salted 6 1/4

Wolverine 7

Soda

Soda XXX 7

Soda, City 8

Long Island Wafers 13

Zephyrette 18

Oyster

Faust 7 1/2

Farina 7

Extra Farina 7 1/2

Saltine Oyster 7

Sweet Goods—Boxes

Animals 10

Assorted Cake 10

Belle Rose 8

Bent's Water 18

Cinnamon Bar 9

Coffee Cake, Iced 10

Coffee Cake, Java 10

Cocoanut Macaroons 18

Cocoanut Taffy 10

Cracknels 16

Creams, Iced 10

Cream Crisp 10 1/2

Cubans 11 1/2

Curant Fruit 10

Frosted Honey 12

Frosted Cream 8

Ginger Gems, Large or Small 8

Ginger Snaps, N. B. C. 6 1/4

Gladiator 10 1/2

Grandma Cakes 9

Graham Crackers 8

Graham Wafers 12

Grand Rapids Tea 12

Honey Fingers 12

Iced Honey Crumpets 10

Imperial's 8

Jumbles, Honey 12

Lady Fingers 12

Lemon Snaps 12

Lemon Wafers 16

Marshmallow 16

Marshmallow Creams 16

Marshmallow Walnuts 16

Mary Ann 8

Mixed Picnic 11 1/2

Milk Biscuit 7 1/4

Molasses Cake 8

Molasses 8

Moss Jelly Bar 12 1/2

Newton 12

Oatmeal Crackers 8

Oatmeal Wafers 12

Orange Crisp 9

Orange Gem 8

Penny Cake 8

Pilot Bread, XXX 7 1/4

Pretzels, hand made 8

Fretzels, hand made 8

Scotch Cookies 10

Sears' Lunch 7 1/4

Sugar Cake 8

Sugar Biscuit Square 8

Sugar Squares 8

Sultanas 13

Tutti Frutti 16

Vanilla Wafers 16

Vienna Crimp 8

E. J. Kruec & Co.'s baked good Standard Crackers, Blue Ribbon Squares.

Write for complete price list with interesting discounts.

CREAM TARTAR

5 and 10 lb. wooden boxes 80

Bulk in sacks 29

DRIED FRUITS

Apples

Sundried 4 1/2 @ 5

Evaporated, 50 lb. boxes 7 @ 8

California Prunes

100-120 25 lb. boxes @ 2 1/4

90-100 25 lb. boxes @ 2 1/4

70-80 25 lb. boxes @ 2 1/4

60-70 25 lb. boxes @ 2 1/4

50-60 25 lb. boxes @ 2 1/4

40-50 25 lb. boxes @ 2 1/4

30-40 25 lb. boxes @ 2 1/4

1/2 cent less in 50 lb. cases

California Fruits @ 8 1/4

Blackberries @ 8 1/4

Nectarines 7 @ 10

Peaches @ 10

Pears @ 10

Pitted Cherries @ 10

Prunelles @ 10

Raspberries @ 10

Citron

Corsican 13 @ 13 1/4

Currants

Imported, 1 lb package 6 1/2 @

Imported bulk 6 1/2 @

Peel

Lemon American 10 lb. bx. 13

Orange American 10 lb. bx. 13

Raisins

London Layers 2 Crown 1 25

Cluster 4 Crown 2 60

Loose Muscatels 2 Crown 7

Loose Muscatels 3 Crown 7 1/2

Loose Muscatels 4 Crown 8

L. M., Seeded, 1 lb. @ 9

L. M., Seeded, 1/2 lb. 7

Sultanas, bulk 10

Sultanas, package 10 1/2

FARINACEOUS GOODS

Beans

Dried Lima 5 1/4

Medium Hand Picked 2 40

Brown Holland 7

Farina

24 1 lb. packages 1 50

Bulk, per 100 lbs. 2 50

6

Table with 2 columns: Item Name and Price. Includes Hominy (Flake, Pearl), Macaroni and Vermicelli, Pearl Barley, Peas, Rolled Oats, Steel Cut, Monarch, Quaker, Grits, and various Sago and Tapioca products.



Table with 2 columns: Item Name and Price. Includes various types of Sago, Tapioca, and Wheat products.

Table with 2 columns: Item Name and Price. Includes Fishing Tackle (Winged, Cotton Lines, Linen Lines) and Poles.

JAXON Highest Grade Extracts. Includes Vanilla, Lemon, and other flavors.

COLEMAN'S HIGH EXTRACTS. Includes Vanilla, Lemon, and other flavors.

JENNINGS' FLAVORING EXTRACTS. Includes Folding Boxes and Taper Bottles.

Table with 2 columns: Item Name and Price. Includes Fresh Meats (Beef, Pork) and other food items.

7

Table with 2 columns: Item Name and Price. Includes Mutton, Veal, and GELATINE.

Table with 2 columns: Item Name and Price. Includes GRAIN BAGS and GRAINS AND FLOUR.

Table with 2 columns: Item Name and Price. Includes Winter Wheat Flour and Patents.

Table with 2 columns: Item Name and Price. Includes Spring Wheat Flour and various brands.

Table with 2 columns: Item Name and Price. Includes Feed and Millstuffs and Oats.

Table with 2 columns: Item Name and Price. Includes Corn, Hay, and HERBS.

Table with 2 columns: Item Name and Price. Includes INDIGO, JELLY, and LICORICE.

Table with 2 columns: Item Name and Price. Includes Malted Food (MALT-OLA), MEAT EXTRACTS, and MOLASSES.

8

Table with 2 columns: Item Name and Price. Includes OLIVES (Bulk, Stuffed) and PIPES.

Table with 2 columns: Item Name and Price. Includes PICKLES (Medium, Small) and PLAYING CARDS.

Table with 2 columns: Item Name and Price. Includes POLISH (Metal, Search) and various types.

Table with 2 columns: Item Name and Price. Includes POTASH (48 cans) and PROVISIONS.

Table with 2 columns: Item Name and Price. Includes Smoked Meats (Hams, Bacon) and Sausages.

Table with 2 columns: Item Name and Price. Includes Beef (Extra Mess, Rump) and Pigs Feet.

Table with 2 columns: Item Name and Price. Includes Tripe (Kits, Ashton) and Casings.

Table with 2 columns: Item Name and Price. Includes Uncolored Butterine (Solid, Rols) and Canned Meats.

Table with 2 columns: Item Name and Price. Includes Mustard (Horse Radish, Bayle's Celery) and other products.

9

Sutton's Table Rice. Advertisement for 'Best' rice with 'Sutton's Table Rice' logo.

Table with 2 columns: Item Name and Price. Includes Imported Rice (Japan, Java) and Table.

Imported Japan Rice. Advertisement for 'O.S.' brand rice with 'Imported Japan Rice' logo.

Table with 2 columns: Item Name and Price. Includes Best grade Imported Japan, 3 pound pockets.

Table with 2 columns: Item Name and Price. Includes SALAD DRESSING (Alpha Cream, Durkee's) and SALERATUS.

Table with 2 columns: Item Name and Price. Includes SAL SODA (Granulated, Lump) and SALT (Diamond Crystal).

Table with 2 columns: Item Name and Price. Includes SALT FISH (Cod, Halibut) and other products.

10

Table with 2 columns: Item Name and Price. Includes Herring (Holland white hoops) and Trout.

Table with 2 columns: Item Name and Price. Includes Mackerel (Mess, No. 1) and Whitefish.

Table with 2 columns: Item Name and Price. Includes SEEDS (Anise, Canary) and SHOE BLACKING.

Table with 2 columns: Item Name and Price. Includes SOAP (Beaver Soap Co. brands) and GRAND PAS WONDER SOAP.

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

Table with 2 columns: Item Name and Price. Includes JAS. S. Kirk & Co. brands (Dusky Diamond, Jap Rose) and Calumet Family.

Table with 2 columns: Item Name and Price. Includes LAUTZ BROS. brands (Big Acme, Acme 5c) and MASSELS.

Table with 2 columns: Item Name and Price. Includes Saponio (Sapallo, hand) and SNUFF (Scotch, Maccaboy).

Table with 2 columns: Item Name and Price. Includes SPICES (Allspice, Cassia) and TOBACCO (Cigars, Fortune Teller).

11

Table with 2 columns: Item Name and Price. Includes Pure Ground in Bulk (Allspice, Cassia) and Common Gloss.

Table with 2 columns: Item Name and Price. Includes Common Corn (20 lb. packages) and SYRUPS (Corn, Pure Cane).

Table with 2 columns: Item Name and Price. Includes STOVE POLISH (Domino, Crushed) and SUGAR (Domino, Crushed).

Table with 2 columns: Item Name and Price. Includes TEA (Sundried, medium) and Gunpowder (Proctor & Gamble brands).

Table with 2 columns: Item Name and Price. Includes Choice (Fancy, Oolong) and FANCY (Formosa, Amoy).

Table with 2 columns: Item Name and Price. Includes Choice (Fancy, Oolong) and FANCY (Formosa, Amoy).

Table with 2 columns: Item Name and Price. Includes Choice (Fancy, Oolong) and FANCY (Formosa, Amoy).

S.C.W. Logo and address: H. & P. Drug Co.'s brands, Fortuna Teller, Our Manager, Quintette, G. J. Johnson Cigar Co.'s brand.

12	
Lubetsky Bros. brands	
B. L.	35 00
Daily Mail, 5c edition.....	35 00
Fine Cut	
Cadillac.....	54
Sweet Loma.....	33
Hawatha, 5 lb. palls.....	56
Hawatha, 10 lb. palls.....	54
Telegram.....	22
Pay Car.....	61
Prarie Rose.....	49
Protection.....	37
Sweet Burley.....	42
Tiger.....	38
Plug	
Red Cross.....	82
Palo.....	31
Kylo.....	34
Hawatha.....	41
Battle Axe.....	33
American Eagle.....	52
Standard Navy.....	36
Spear Head, 16 oz.....	41
Spear Head, 8 oz.....	43
Nobby Twist.....	48
Jolly Tar.....	36
Old Honesty.....	42
Toddy.....	33
J. T.....	36
Piper Heldsick.....	61
Boot Jack.....	78
Honey Dip Twist.....	38
Black Standard.....	38
Cadillac.....	38
Forge.....	30
Nickel Twist.....	50
Smoking	
Sweet Core.....	34
Flat Car.....	39
Great Navy.....	34
Warpath.....	25
Bamboo, 16 oz.....	24
I X L, 5 lb.....	26
I X L, 16 oz. palls.....	30
Honey Dew.....	35
Gold Block.....	35
Flagman.....	38
Chips.....	32
Klin Dried.....	21
Duke's Mixture.....	38
Duke's Cameo.....	41
Myrtle Navy.....	39
Yum Yum, 1 1/2 oz.....	37
Yum Yum, 1 lb. palls.....	37
Cream.....	36
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Plow Boy, 1 1/2 oz.....	39
Plow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	32
Peerless, 1 1/2 oz.....	34
Air Brake.....	36
Cant Hook.....	20
Country Club.....	32-34
Foxy-XXX.....	28
Good Indian.....	23
Self Binder.....	20-22
Silver Foam.....	34
TWINE	
Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
June, 2 ply.....	12
Hemp, 6 ply.....	12
Flax, medium.....	20
Wool, 1 lb. balls.....	7 1/2
VINEGAR	
Malt White Wine, 40 grain.....	8
Malt White Wine, 50 grain.....	11
Pure Cider, B. & B. brand.....	11
Pure Cider, Red Star.....	11
Pure Cider, Robinson.....	11
Pure Cider, Silver.....	11
WASHING POWDER	
Diamond Flake.....	2 75
Gold Brick.....	3 25
Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00
Kirkoline, 24 1/2 lb.....	3 40
Pearline.....	2 75
Soapine.....	4 10
Babuff's 1776.....	3 75
Rosetine.....	3 50
Armour's.....	3 70
Nine O'clock.....	3 35
Wisdom.....	3 80
Scourline.....	3 50
Rub-No-More.....	3 75
WICKING	
No. 6, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	55
WOODENWARE	
Baskets	
Bushels, wide band.....	25
Market.....	30
Split, large.....	6 00
Split, medium.....	5 00
Split, small.....	4 00
Willow Clothes, large.....	3 00
Willow Clothes, medium.....	5 80
Willow Clothes, small.....	5 00
Bradley Butter Boxes	
2 lb. size, 24 in case.....	72
3 lb. size, 16 in case.....	68
5 lb. size, 12 in case.....	63
10 lb. size, 6 in case.....	60
Butter Plates	
No. 1 Oval, 250 in crate.....	40
No. 2 Oval, 250 in crate.....	45
No. 3 Oval, 250 in crate.....	45
No. 5 Oval, 250 in crate.....	60
Churns	
Barrel, 5 gals., each.....	2 40
Barrel, 10 gals., each.....	2 55
Barrel, 15 gals., each.....	2 70
Clothes Pins	
Round head, 5 gross box.....	50
Round head, cartons.....	75
Egg Crates	
Humpty Dumpty.....	2 25
No. 1, complete.....	29
No. 2, complete.....	18

13	
Faucets	
Cork lined, 8 in.....	65
Cork lined, 9 in.....	75
Cork lined, 10 in.....	85
Cedar, 8 in.....	65
Mop Sticks	
Trojan spring.....	90
Eclipse patent spring.....	66
No. 1 common.....	75
No. 2 patent brush holder.....	85
12 lb. cotton mop heads.....	1 25
Ideal No. 7.....	95
Palls	
2-hoop Standard.....	1 80
3-hoop Standard.....	1 65
2-wire, Cable.....	1 60
3-wire, Cable.....	1 25
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40
Toothpicks	
Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 80
Ideal.....	1 50
Traps	
Mouse, wood, 2 holes.....	22
Mouse, wood, 4 holes.....	45
Mouse, wood, 6 holes.....	70
Mouse, tin, 5 holes.....	65
Rat, wood.....	80
Rat, spring.....	75
Tubs	
20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Cable, No. 1.....	7 50
18-inch, Cable, No. 2.....	6 50
16-inch, Cable, No. 3.....	5 50
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20
Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25
Window Cleaners	
12 in.....	1 65
14 in.....	1 85
16 in.....	2 30
Wood Bowls	
11 in. Butter.....	75
13 in. Butter.....	1 10
15 in. Butter.....	1 75
17 in. Butter.....	2 25
19 in. Butter.....	2 75
Assorted 13-15-17.....	4 25
Assorted 15-17-19.....	3 00
WRAPPING PAPER	
Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4
No. 1 Manila.....	4
Cream Manila.....	5 1/2
Butcher's Manila.....	2 1/4
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15
YEAST CAKE	
Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Fast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50
FRESH FISH	
White fish.....	10 @ 11
Trout.....	12 @ 12
Black Bass.....	11 @ 14
Halibut.....	14 @ 14
Ciscoes or Herring.....	5 @ 5
Bluefish.....	11 @ 12
Live Lobster.....	20 @ 20
Bolled Lobster.....	22 @ 22
Cod.....	10 @ 10
Haddock.....	8 @ 8
No. 1 Pickerel.....	8 1/2 @ 8 1/2
Pike.....	8 @ 8
Perch.....	8 @ 8
Smoked White.....	11 @ 11
Red Snapper.....	10 @ 10
Col River Salmon.....	13 @ 14
Mackerel.....	18 @ 18
OYSTERS	
Bulk	
F. H. Counts.....	per gal. 1 75
Extra Selects.....	1 50
Selects.....	1 40
Baltimore Standards.....	1 15
Standards.....	1 10
Cans	
F. H. Counts.....	per can 35
Extra Selects.....	27
Selects.....	23
Perfection Standards.....	23
Anchors.....	20
Standards.....	18
HIDES AND PELTS	
Hides	
Green No. 1.....	7 @ 7
Green No. 2.....	6 @ 6
Cured No. 1.....	8 1/4 @ 8 1/4
Cured No. 2.....	7 3/4 @ 7 3/4
Calfskins, green No. 1.....	8 1/2 @ 8 1/2
Calfskins, green No. 2.....	8 @ 8
Calfskins, cured No. 1.....	10 1/4 @ 10 1/4
Calfskins, cured No. 2.....	9 @ 9
Pelts	
Old Wool.....	5 @ 1 00
Lamb.....	4 @ 75
Shearings.....	4 @ 75
Tallow	
No. 1.....	5 1/4 @ 5 1/4
No. 2.....	4 1/4 @ 4 1/4
Wool	
Washed, fine.....	2 @ 20
Washed, medium.....	2 @ 22
Unwashed, fine.....	15 @ 17
Unwashed, medium.....	15 @ 19

14	
CANDIES	
Stick Candy	
Standard.....	bbls. palls @ 7
Standard H. H.....	@ 7 1/2
Standard Twist.....	@ 9
Cut Leaf.....	@ 9
Jumbo, 32 lb.....	@ 7 1/2
Extra H. H.....	@ 10 1/4
Boston Cream.....	@ 10
Mixed Candy	
Grocers.....	@ 6
Competition.....	@ 7
Special.....	@ 7 1/2
Conserve.....	@ 7 1/2
Royal.....	@ 8 1/2
Ribbon.....	@ 9
Broken.....	@ 8
Cut Leaf.....	@ 8 1/2
English Rock.....	@ 9
Klndergarten.....	@ 9
Bon Ton Cream.....	@ 8 1/2
French Cream.....	@ 9
Dandy Pan.....	@ 10
Hand Mad Cream.....	11 1/4 @ 11 1/4
Crystal Cream mix.....	13 @ 13
Fancy-In Pails	
Champ. Crys. Gums.....	8 1/2 @ 8 1/2
Pony Hearts.....	15 @ 15
Fairy Cream Squares.....	12 @ 12
Fudge Squares.....	12 @ 12
Peanut Squares.....	9 @ 9
Sugared Peanuts.....	11 @ 11
Salted Peanuts.....	10 @ 10
Starlight Kisses.....	10 @ 10
San Blas Goodies.....	@ 12
Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 10
Champion Chocolate.....	@ 11
Eclipse Chocolates.....	@ 13 1/2
Quintette Choc.....	@ 12
Gum Drops.....	@ 5 1/2
Moss Drops.....	@ 9
Lemon Sours.....	@ 9
Imperial.....	@ 9
Ital. Cream Bonbons.....	@ 12
20 lb. palls.....	@ 11
Molasses Chews, 15 lb. palls.....	@ 13
Golden Wafles.....	@ 12
Fancy-In 5 lb. Boxes	
Lemon Sours.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 60
H. M. Choc. Drops.....	@ 85
H. M. Choc. Lt. and Dk. No. 12.....	@ 90
Gum Drops.....	@ 35
Licorice Drops.....	@ 75
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottoes.....	@ 60
Cream Bar.....	@ 55
Molasses Bar.....	@ 55
Hand Made Creams.....	80 @ 90
Butcher's Creams, Pep. and Wint.....	@ 85
String Rock.....	@ 65
Wintergreen Berries.....	@ 60
FRUITS	
Oranges	
Florida Russett.....	@ 2
Florida Bright.....	@ 2
Fancy Navels.....	@ 3 75
Extra Choice.....	@ 2
Lake Valencia.....	@ 2
Seedlings, per doz.....	@ 2
Medt. Sweets.....	@ 2
Jamalcaas.....	@ 2
Rodl.....	@ 2
Lemons	
Verdell, ex fcy 300.....	@ 2
Verdell, ex chce 300.....	@ 2
Verdell, fcy 300.....	@ 2
Call Lemons, 300.....	@ 2
Messinas 300s.....	3 50 @ 4 50
Messinas 360s.....	3 50 @ 4 50
Bananas	
Medium bunches.....	1 50 @ 2 00
Large bunches.....	@ 2 00
Foreign Dried Fruits	
Californias, Fancy.....	@
Cal. pkg. 10 lb. boxes.....	@ 1 00
Extra Choice, Turk.....	@
10 lb. boxes.....	@
Fancy, Trkr., 12 lb. boxes.....	13 1/4 @ 15
Pulled, 6 lb. boxes.....	@
Naturals, in bags.....	@
Fards in 10 lb. boxes.....	6 1/2 @ 6 1/2
Fards in 60 lb. cases.....	5 @ 5
Hallow.....	5 @ 5
1 lb. cases, new.....	@
Sairs, 60 lb. cases.....	4 1/4 @ 4 1/4
NUTS	
Almonds, Tarragona.....	@ 16
Almonds, Tricos.....	@ 16
Almonds, Californias.....	@ 15 @ 15
soft shelled.....	@ 15 @ 15
Brazils.....	@ 11 1/4
Filberts.....	@ 12
Walnuts, Greenbles.....	@ 15
Walnuts, soft shelled.....	@
Cal. No. 1, new.....	@ 13 1/2
Table Nuts, fancy.....	@ 11 1/2
Pecans, Med.....	@ 11
Pecans, Ex. Large.....	@ 12
Pecans, Jumbos.....	@ 13
Hickory Nuts per bu.....	@
Ohio, new.....	@
Cocoanuts, full sacks.....	3 50 @ 3 50
Chestnuts, per bu.....	@
PEANUTS - NEW	
Fancy, H. P., Suns.....	5 @ 5 1/2
Fancy, H. P., Suns.....	5 @ 5 1/2
Roasted.....	6 @ 6 1/2
Choice, H. P., Jumbo.....	@ 7 1/2
Choice, H. P., Jumbo.....	@
Bosied.....	@
Roasted, 1 lb. palls.....	5 1/4 @ 6 1/4

15	
STONEWARE	
Butters	
1/4 gal., per doz.....	48
1 to 6 gal., per gal.....	5 1/2
8 gal. each.....	48
10 gal. each.....	60
12 gal. each.....	72
15 gal. meat-tubs, each.....	1 12
20 gal. meat-tubs, each.....	1 50
25 gal. meat-tubs, each.....	2 12
30 gal. meat-tubs, each.....	2 55
Churns	
2 to 6 gal., per gal.....	6
Churn Dashers, per doz.....	84
Milkpans	
1/2 gal. fat or rd. bot., per doz.....	48
1 gal. fat or rd. bot., each.....	5 1/2
Fine Glazed Milkpans	
1/2 gal. fat or rd. bot., per doz.....	60
1 gal. fat or rd. bot., each.....	6
Stewpans	
1/2 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
1/2 gal. per doz.....	56
1/4 gal. per doz.....	42
1 to 5 gal., per gal.....	7
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	45
No. 3 Sun.....	48
Tubular.....	50
Nutmeg.....	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints.....	4 25 per gross
Quarts.....	4 50 per gross
1/2 Gallon.....	6 50 per gross
Fruit Jars packed 1 dozen in box.....	
LAMP CHIMNEYS - Seconds	
Per box of 6 doz.	
No. 0 Sun.....	1 62
No. 1 Sun.....	1 84
No. 2 Sun.....	2 80
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.....	1 74
No. 1 Crimp.....	1 96
No. 2 Crimp.....	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab.....	1 91
No. 1 Sun, crimp top, wrapped & lab.....	2 18
No. 2 Sun, crimp top, wrapped & lab.....	3 08
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.....	2 75
No. 2 Sun, crimp top, wrapped & lab.....	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.....	4 60
No. 2 Sun, wrapped and labeled.....	5 30
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (55c doz).....	3 50
No. 2 Lime (75c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
Electric	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.....	1 30
1 gal. galv. iron with spout, per doz.....	1 50
2 gal. galv. iron with spout, per doz.....	2 50
3 gal. galv. iron with spout, per doz.....	3 50
5 gal. galv. iron with spout, per doz.....	4 50
3 gal. galv. iron with faucet, per doz.....	3 75
5 gal. galv. iron with faucet, per doz.....	5 00
5 gal. Tiltng cans.....	7 00
5 gal. galv. iron Naeefas.....	9 00
LANTERNS	
No. 0 Tubular, side lift.....	4 75
No. 1 B Tubular.....	7 25
No. 15 Tubular, dash.....	7 25
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, side lamp.....	13 50
No. 3 Street lamp, each.....	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.....	45
No. 0 Tub., cases 2 doz. each, box, 15c.....	45
No. 0 Tub., bbls 5 doz. each, per bbl.....	1 75
No. 0 Tub., Bull's eye, cases 1 doz. each.....	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8-inch wide, per gross or roll.....	18
No. 1, 1/2-inch wide, per gross or roll.....	24
No. 2, 1 inch wide, per gross or roll.....	34
No. 3, 1 1/4 inch wide, per gross or roll.....	53
COUPON BOOKS	
50 books, any denomination.....	1 50
100 books, any denomination.....	2 50
500 books, any denomination.....	11 50
1,000 books, any denomination.....	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	

Extra Discount Taken By Some Dealers.

There are more than a few very large and prominent business institutions we know of which would feel very much surprised, not to say insulted, if we were to call them by name and charge them with dishonest practices. We would like to do it, for the sake of some wholesalers, were it not that these wholesalers are afraid of losing the trade of the retailers in question, notwithstanding the latter are guilty of dishonest and contemptible practices.

The reader has already by this time anticipated the subject of this article.

Extra discounts?

Yes, that is what we are driving at. Will some credit man with some big retail firm, to whom this article will apply, explain to us by what right a buyer deducts 3 per cent. or more from the amount of a bill in sending his check? Let us cite a recent incident which is not any more serious than the ordinary thing of this kind:

A well-known and apparently highly respectable institution, in an Eastern city, purchased a line of goods amounting to several hundred dollars. They were sold at a very small margin of profit. In due course the bill was sent. At the time the goods were purchased, the buyer knew exactly the terms upon which he was buying, and he did not dissent in any way from them. On the bill was stated, in good, clear, big type the terms named, 5 off 30, 6 off 10. The bill was paid in ten days, but instead of taking off 6 per cent., which the house is entitled to, they took off 9 per cent. This sort of thing is entirely without warrant, and there is apparently no remedy for it while the seller is afraid of the buyer. The reason why the victim submits is because he is afraid that he will lose further business, and the retailer knows this to be the case, and while he is not justified in any sense, morally or legally, he feels sure that he is running no risk. Thus he takes an unfair advantage of the wholesaler's dependence upon him, the retailer, for business. Now we know that this fear is not universal, for there are some who will simply not submit to the extra discount abomination. We also know that there are retailers who discriminate in this matter because they know that some of their wholesale connections simply will not stand for the extra discount.

It is all very well to say to the wholesaler that he must be firm in the matter and not accept the retailers' practices. While competition lasts the trade will be more or less at the mercy of those who will allow almost anything in order to get into the good graces of buyers. Still, as far as possible, the example set by the independent wholesalers above referred to, men with backbone, should be emulated.

In these days of intense competition and close profits manufacturers can not be over-generous. They need all they get. In fact, in some lines it is absolutely impossible to do a successful business unless bills are discounted. Therefore, it becomes all the more necessary for them to resist this form of imposition, but they can scarcely blame the retailer for taking advantage of them, if they sit quietly by and let him have his own way. Many retailers take this extra discount as a matter of course, because they know that their neighbors are doing it, and they can hardly be blamed, even although the thing is not honest and merely a sharp practice if the wholesaler has not suffi-

cient backbone to say that he positively will not accept their ways of doing business.—Apparel Gazette.

Took Money Order For Receipt.

It is difficult for a man to understand why it should be necessary for the Post-office Department to put at the top of the money order blank, on the reverse side, the words, "This is not a receipt." That this is necessary was demonstrated the other day in the case of a young woman about to be married. Whether the fact that she was about to be married had anything to do with it or not is not clear. She had ordered some wedding announcements through a relative, and, desiring to send the money, went to the postoffice and got a money order. As the address of the person to whom she wished to send the money had been written on the application, she thought the postoffice officials would send it, and took the money order as a receipt. The money order did not reach its destination, and she was upbraided for what was supposed to be her carelessness. A couple of weeks after her marriage her husband was looking over her shoulder as she was searching her pocketbook. Seeing a piece of blue paper in one of the compartments, he asked what it was.

"Why, I got that when I got the money order," she replied.

"Let me look at it," he said. Pulling it out, he found it to be the lost money order. "It was only by chance that I saved it," she said, when it was explained to her why the money had not been received. Her husband thought the joke too good to keep.

If you have money to invest read The M. B. Martin Co.'s advertisement on page 15.

**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.

BUY
**GOLD SEAL
PURE GUM
RUBBER SHOES**
Write for catalogue.
GOODYEAR RUBBER CO.
382-384 E. Water St.
Milwaukee, Wis.
W. W. WALLIS, Manager

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.

There is no guess work in the making of CERESOTA flour. We mill according to the most approved methods, and the flour in every stage of the manufacturing process must be up to our standard and must stand the baking test or we won't brand it "Ceresota." Our brand is better than an inspector's certificate.
Northwestern Consolidated Milling Co.,
Minneapolis, Minn.
Judson Grocer Company,
Distributors for Western Michigan

A Great Suspender
Wear a pair yourself and you'll advise your customers to buy
"The Kady"
We have some handsome lithographs and glass signs awaiting your request. Good things to use in your store. Good suspenders are so well appreciated that we are going to increase our capacity about 40 per cent. Try it yourself. Mail orders are quickest.
The Ohio Suspender Co.
Mansfield, Ohio



WRAPPERS
Full Size.
Perfect Fitting.
Modern Styles.
Choice Patterns.
Carefully Made.
Prints and Percalines.
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.



YOUR MONEY'S WORTH
Is what YOU GET when you buy
"ONE" POUND POCKET RICE
100-lb Mother's rice 53¢
100 lb Sutton's table rice 7¼¢ (FANCIEST CAROLINA)
Recipes in Four Languages on each pocket.
DISTRIBUTERS:
John A. Tolman Co. Chicago
McNeill & Higgins Co. Chicago
W. M. Hoyt Co. Peoria
Jobst, Bethard & Co. Bloomington
Humphreys & Co. Springfield
Jno. W. Bunn & Co. Springfield
Mueller, Platt & Wheeland Co. Decatur
Webster Grocery Co. Danville
Payton, Palmer Co. Danville
Danville Wholesale Gro. Co. Quincy
Segers & Co. Quincy
Quincy Grocery Co. Quincy
Wood & Bennett. Calro
Rockford Wholesale Gro. Co. Rockford
S. Hamill Co. Keokuk, Iowa
T. M. Gobble Co. Clinton
Biken-Winzer Grocery Co. Burlington
J. M. Gobble & Co. Muscatine
Morton L. Marks Co. Davenport
B. Desenberg & Co. Kalamazoo
Carpenter-Cook Co. Menominee
Musselman Grocer Co. Grand Rapids
Musselman Grocer Co. Sault Ste Marie
Gustin-Cook-Buckley Bay City
Geo. W. Stout & Co. Indianapolis
J. C. Perry & Co. Frankfort
R. P. Shanklin Dayton
Weakley & Worman Co. Dayton
Wright, Clarkson Mer. Co. Duluth
Orme & Sutton Rice Co.
Chicago New Orleans

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Jan. 3.—Prices of coffee are unchanged and the volume of business is light. The general situation is not especially encouraging for holders, nor is it likely to be while the supply is so huge. There are stocks now large enough to supply the world a year, even if the coming crops should be an utter failure. The receipts at Rio and Santos from July 1 to Dec. 31, 1902, aggregated 8,170,000 bags, against 10,500,000 bags during the same time in 1901—quite a difference, to be sure, and ten years ago it would have been seriously considered. In store and afloat there are, however, in this country, 2,677,479 bags, against 2,430,537 bags at the same time a year ago. These figures indicate a low range for at least a year unless something unforeseen should happen. The demand for West Indies has been very moderate, and this is true of all mild sorts. Hardly anything is doing in East Indies and quotations are without change.

Holders of sugars profess to have a good degree of confidence in the future and think that within the next four weeks matters will take a turn for the better. At the moment there is hardly a thing doing, either in the way of withdrawals under old contracts or new business, and prices show no alteration, although they are well maintained.

The season for which the tea trade has been hoping is here and from now on we anticipate a revival of interest in the fragrant herb, so far as the selling and buying is concerned. It has been a broken week, of course, and little, if anything, has been done beyond the usual daily transactions. Holders insist on obtaining full values and, as a rule, they get it, as buyers realize that nothing will be gained by shopping around.

Not a ripple of interest can be gathered in rice. There is an everyday demand and prices are pretty firmly adhered to without showing any change from those prevailing for some time. Supplies are rather moderate and yet there seems to be enough to go around. There is a firmer feeling for nutmegs, but the week has shown very little actual business. Prices are pretty much as previously noted.

Everything in canned goods is simply resting. While prices are very firm and concessions are almost unheard of, there is a lull in the business that is likely to last for a fortnight. Little, if anything, has been reported in futures and this way of doing business seems to be carried on with rather more conservatism than has prevailed in other years. The corn pack is said to have been last year about 20 per cent. below the average of the previous three years. The article is firm and the same is especially true of peas. Tomatoes are rather easy and are likely to show little, if any, appreciation in value.

Currants are in more ample supply, as some quite liberal receipts have come to hand this week. Market conditions show little, if any, change and both buyer and seller are simply waiting for the season to advance. Large prunes, 40-50s, are worth 7½c.

Lemons and oranges have been moving with a fair degree of freedom, although the cessation of the holiday demand for the latter has of course, caused quite a falling off in certain directions. California navel oranges range from \$2.60@4.25 per box. Repacked Jamaicas, \$5.50@6 per box.

Best creamery butter is worth 28½c and the market, by reason of comparatively light supplies, is firm—firmer than last week. Imitation creamery, 18½@22c; Western factory, fresh, 17@20c and held goods from 18½@19½c, latter being about very top; renovated stock, from 17@22½c.

The cheese market at the opening of the year is in good shape. Stocks are gathered in few hands and prices are very firm. For full cream the quotation of 14c is established and some fine stock is reported as sold at 14¼c.

There seems to be plenty of the me-

dium and lower grades of eggs, but really desirable goods are scarce at 28c, loss off. At mark the range is from 20c through every fraction to 26c, although this is top.

The Boys Behind the Counter.

Grand Ledge—George Shees has a new clothing clerk in the person of C. L. Frost, of Lansing.

Bay City—J. M. Hutchinson, manager of the H. H. Knox store in this city, has gone to Jackson, where he will have charge of a store for the same company. Mr. Hutchinson has been manager of the local store for four years.

Lansing—Bert Brown has severed his connection with the Simons Dry Goods Co. to take a position with the Yakeley dry goods house.

Thompsonville—D. D. Alton, late of Fremont, has taken charge of the prescription department of F. R. Northwood's new drug store.

Republic—E. W. Lind has resigned his position with B. Levine. Mose Miller, an experienced clerk from Calumet, succeeds him. Mr. Lind is undecided what he will do, but he may go to the copper country. He did not like clerking.

Newaygo—Charles Kernan has severed his connection with Pearson's department store and gone to Algoma, Wis., where he will assume charge of a large mercantile establishment.

Fremont—John Timmer has severed his connection with Reber Brothers to take a similar position with C. E. Pearson.

Lansing—Miss Mildred Perrin, clerk in Woolworth's bazaar, recently met with a peculiar accident which may cripple her for life. She was ascending the stairs from the basement of the store when a pair of scissors, which she had suspended from her waist by a cord, struck a step with sufficient force to penetrate her clothing and sink into the flesh close to the knee cap. Part of the blade was broken off and remained in the flesh. A doctor removed part of the steel, but some small pieces were left in the wound, as it was not deemed safe to cut a deeper incision so close to the knee cap.

It is now in order to pay your bills and look pleasant.

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.

WANTED—SMALL JOB PRINTING OUTFIT. Must be cheap. Address No. 979, care Michigan Tradesman. 979

FOR SALE—TO PAPER HANGER ONLY. Stock wall paper, window shades, etc., room and picture mouldings; paints to be added; investment about \$1,000; rent divided; reference required. Address M. J., care Michigan Tradesman. 978

FOR SALE—BEST FARMING IMPLEMENT business in the State; established over twenty years; will be sold inside four weeks; leaving State. Address No. 977, care Michigan Tradesman. 977

FOR SALE—WE HAVE A STOCK OF DRY goods that inventories \$8,000; will reduce to \$5,000. We are doing a business of \$25,000 per annum. Business successful in every way. We are engaged in an outside enterprise which takes all our time is our only reason for selling. This city is growing very fast. We have the best location, the most prominent corner. A grand opportunity for anyone wishing to engage in the dry goods business. Trades will not be considered. Watson Dry Goods Co., Grand Haven, Mich. 976

FOR SALE—GOOD HEARSE, LOWERING device, folding casket carriage and pedestals, \$350. Address F. H. Nye, Freeport, Mich. 975

WE CAN SELL YOUR REAL ESTATE OR business wherever located; we incorporate and float stock companies; write us. Horatio Gilbert & Co., 525 Ellicott sq., Buffalo. 974

WANTED—STOCK OF MERCHANDISE IN exchange for a good Iowa farm. Address No. 973, care Michigan Tradesman. 973

FOR RENT—FIRST AND SECOND FLOORS of brick store in bustling town; city water, electric lights, good storage below; now occupied by department store doing big business. Fine chance to secure an established business location if taken at once. Address Mrs. C. W. Moon, Howell, Mich. 972

FOR SALE—NICE, NEAT GENERAL stock. Store and dwelling if desired; best farming section in Saginaw Valley. Address No. 971, care Michigan Tradesman. 971

GREAT OPENINGS FOR BUSINESS OF all kinds. New towns are being opened on the Chicago Great Western Ry., Omaha extension. For particulars address E. B. Magill, Mgr., Townsite Dept., Fort Dodge, Ia. 969

DO YOU WANT A \$3,000 STOCK OF DRY goods in the best location in Michigan? The town has 3,000 population and I am doing a good business, all cash. The store is brick, 2x30; basement under all; cheap rent. Best of reasons for selling. Address No. 968, care Michigan Tradesman. 968

FOR SALE—HARDWARE BUSINESS; stock invoices \$2,800; prosperous manufacturing and farming center; stock clean; profitable proposition. Hardware, 55 Stephenson St., Freeport, Ill. 962

FOR SALE—INDIANA DRUG STORE IN growing town of 1,000; surrounded by fine farming country; one other drug store; no cutting; stock and fixtures will invoice \$2,000; cash sales last year \$7,500; a good chance. Address G. B., care Michigan Tradesman. 961

FOR SALE—A GOOD BUSINESS PLACE, at present used for laundry. Otto Powers, Elk Rapids, Mich. 959

FOR SALE—A NEW VILLAGE HOTEL and bar with good prospect of making money. Address Box C, Montrose, Mich. 913

FOR SALE—GENERAL STOCK OF \$2,500 IN small booming town; cleared \$2,000 last year; can reduce stock to suit purchaser. Ill health reason for selling. Address No. 983, care Michigan Tradesman. 983

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

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; about 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 Growers' Association, Jan. 14, 1902. Would exchange for Grand Rapids business or residence property. Correspond with owner, L. W. Hubbell, Springfield, Mo. 965

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. 964

FOR SALE—A GOOD NEW CLEAN GROCERY stock of about \$1,000 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

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 877 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, Moundamin, Iowa. 967

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

FOR SALE—GENERAL STOCK OF MERCHANDISE, 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. 946

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—CONfectionery 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, Leonardia, Mich. 931

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

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

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

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 LAUNDRIES 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-Half 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—REGISTERED PHARMACIST or assistant. Address C. W. Vining, Lakeview, Mich. 970

YOUNG MARRIED MAN WISHES POSITION in drug store; has had four years' experience; strictly temperate; not registered. Address No. 951, care Michigan Tradesman. 951

AN UP-TO-DATE TRAVELING SALESMAN desires position; references. Address E. P., care Michigan Tradesman. 955

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

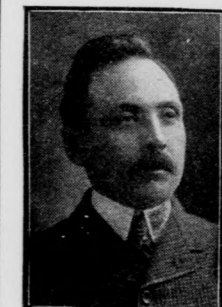
WANTED—GOOD SALESMEN, energetic and capable of handling sub salesmen, to sell our famous Dustless Brushes to merchants and institutions. Two thousand of the new perfected dustless brushes sold in forty days. Wonderful success. Good money. Write us quick. A. R. Wiens Company, 223 Cedar St., Milwaukee,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

"THE O'NEILL SALES"

absolutely sell 10 per cent. of your stock in a day.

Retail Selling—New Idea System



G. 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.

Cheney & Tuxbury the Real Estate Men

are in the market for Hemlock and Cedar Lands.

24 Canal St., Grand Rapids, Mich.

Would a system of keeping your accounts that

Lessens Bookkeeping By One-Half

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

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

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

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

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

Facts in a Nutshell

**BOUR'S
COFFEES
MAKE BUSINESS**

WHY?

They Are Scientifically

PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

Stock It Promptly!

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

HAND SAPOLIO

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

ENOCH MORGAN'S SONS CO.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Worth Knowing!

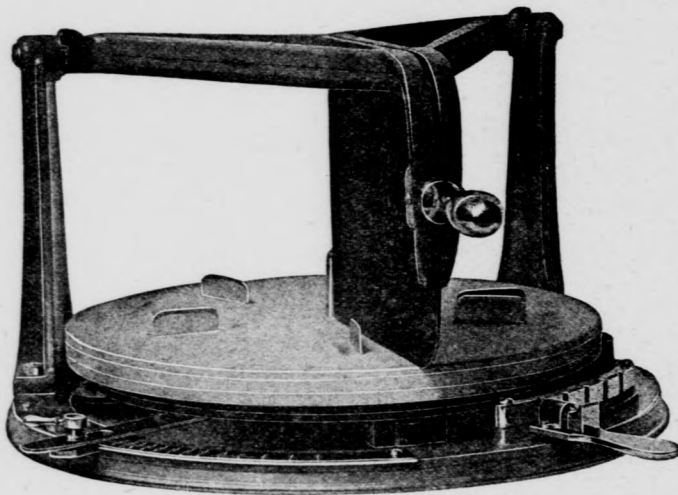
That our "Reduced Price List" which will be mailed this week, will show A GREAT MANY INTERESTING PRICE REDUCTIONS in tinware and other lines of house-furnishing staples - - -

If you do not receive it, ask for it and we will mail you a copy forthwith. Remember! our prices are always the lowest and we save you money on everything you buy of us - - -

GOOD GOODS, PROMPT SERVICE,
LOW PRICES - - - - -

H. LEONARD & SONS, Manufacturers and
Manufacturers' Agents,
Grand Rapids, Mich.

The Templeton Cheese Cutter



We have recently taken up the manufacture and sale of the machine illustrated herewith after a careful investigation of its merits among dealers who have operated it for the past year.

That the problem of saving the waste in merchandising cheese which has always confronted the dealer heretofore, can be solved by this machine, we have no doubt at all.

There is absolutely no waste in cutting.

It keeps your cheese fresh.

Saves half the time of the clerk.

Cuts automatically and accurate to weight.

Saves approximately 50 cents on each cheese cut, and consequently save more than its cost.

We have never before introduced an article to the grocery trade which has attracted more attention than

The Templeton Cheese Cutter

and we anticipate a demand that will task our capacity to fill.

Mr. Craigie gives the situation:

"GENTLEMEN:—A look at my cheese used to give me horrors. The waste was enormous, not less than \$100.00 per year.
"Your Templeton Cheese Cutter, though, has solved the problem, and I now save absolutely every pound.

"Very truly yours,

"COLORADO SPRINGS, COLO.

A. D. CRAIGIE."

Sold on easy monthly payments. Write for particulars.

COMPUTING SCALE COMPANY
MANUFACTURERS
DAYTON, OHIO, U. S. A.