

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

No Person Once Using "WHITE HOUSE" Ever Discards It—a Pretty Good Recommendation



YOU PULL

WHITE HOUSE
 MOCHA & JAVA
COFFEE

WE WILL PUSH

Chicago

DWINELL-WRIGHT CO., Principal Coffee Roasters

Boston

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 Knape Machine Co.
87 Campau St. 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

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.

Assignees.

Our experience in acting as assignees is large and enables us to do this work in a way that will prove entirely satisfactory. Our records show that we do the work economically and in a business-like manner, with good results.

The Michigan Trust Co.
GRAND RAPIDS, MICH.



Ready to Serve

Nutro-Crisp

The Ready Cooked
Granular Wheat Food
A Delightful Cereal Surprise

A dish of this delicious, crisp preparation of the entire wheat, served with milk or cream, is not only grateful, but decidedly beneficial to people of impaired digestion.

Nothing equals Nutro-Crisp for school children. It makes the brain keen. Look for "benefit" coupon in each package. Proprietors and clerks' premium book mailed on application.
Nutro-Crisp Food Co., Ltd.
St. Joseph, Mich.



Walsh-DeRoo Buckwheat Flour

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

Put up in 5 lb., 10 lb. and 1/8 bbl. paper sacks, 125 lb. grain bags and bbls.

Write us, please, for prices.

Walsh-DeRoo Milling Co.
HOLLAND, MICH.

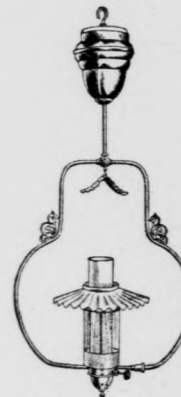
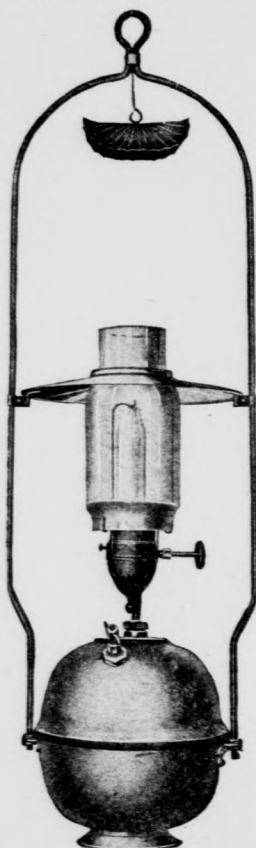
"Ann Arbor" Lamps and Lighting System

Is your store less than 60 feet long? If it is **two** of these arc lamps will light it as light as day and at a cost of **two-thirds cents per hour**. Lamps will cost you only **\$6.00** each. Can you **afford** to be without them? Send us **\$6.00** for sample lamp and secure agency for your city or town.

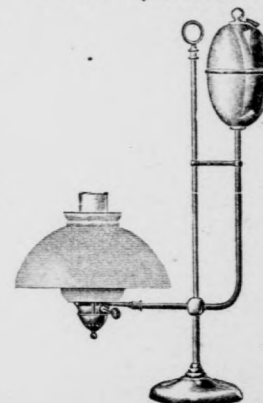
All lamps fully guaranteed to give satisfaction.

The Superior Mfg. Co.

20 South Main Street,
Ann Arbor, Mich.



Your customers need these home lamps for their homes. Put a few in your stock.



MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 14, 1903.

Number 1008

OUR
**Telegraphic Advices
Regarding the Progress
at the
Oro Hondo Mine**

from the Vice-President and General Manager, George M. Nix, indicate a continuation of the present favorable conditions will guarantee a further advance in the price of the shares in the very near future. We are still able to offer a limited number of the unsubscribed

Allotment of the Treasury Stock
at par
ONE DOLLAR
per share

Subscriptions will be accepted and entered in the order in which they are received until this allotment is exhausted, when the stock will be still further advanced. Application will be made to list this stock on the Boston and Philadelphia Exchanges, also on the principal mining exchanges in the West.

Send in your subscriptions at once

Address all communications and make all checks payable to

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

Noble, Moss & Co.

Investment Securities

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

Government Municipal
Railroad Traction
Corporation

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

808 Union Trust Building, Detroit

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

We furnish protection
against worthless ac-
counts and collect all
others.

William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan
for the

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

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

28-30 South Ionia Street
Grand Rapids, Mich.

Tradesman Coupons

IMPORTANT FEATURES.

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 5. Grand Rapids Gossip.
 6. Prevailing Fashions in Chicago.
 7. The Silk Industry in 1902.
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 10. Clothing.
 12. Nature's Laboratory.
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 19. False Hopes.
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 24. Paper Cheese Boxes.
 25. Commercial Travelers.
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GENERAL TRADE REVIEW.

The general upward trend of stock quotations has been accompanied by an unexpected degree of activity in view of the long depression during the financial scarcity of preceding weeks. While the public has been somewhat slow to respond there have been enough confidence and strength in the professional element to carry the total of exchanges above the heavy record of a year ago, although both were exceeded by the phenomenal business of the same week of '01. When it is considered that the average of shares, especially transportation, is much higher than a year ago, it will be seen that the total of business is much greater.

Collection Department

R. G. DUN & CO.
Mich. Trust Building, Grand Rapids

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

C. E. McCrone, Manager.

Not One Dissatisfied

We have about Three Hundred Grand Rapids Investors among the business people. All are pleased with their investments with DOUGLAS, LACEY & CO.'S MINING, SMELTING AND OIL STOCKS. During 1902 three of our companies have turned out enormously rich and a number of others are fast approaching that stage. We expect some failures. In such a case your stock would be transferred to a successful company. We have had only two unsuccessful properties in twenty-five, and four of the companies have paid 10.8 per cent. on the total investment of the twenty-three companies and will double it in 1903. Call and see us or send for particulars.

CURRIE & FORSYTH, Managers

1023 Mich. Trust Bldg., Grand Rapids, Mich.

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

The financial situation has continued its improvement at the Western centers both through the natural return of the funds sent for crop moving and the investment of the great quantity of January dividends. While it looks as though the supply would be ample for usual needs, there is little apprehension of too great an abundance of circulating medium. The gold holdings in the Treasury reach a total of \$619,000,000, making a new high record.

Clearing house reports indicate no abatement of the volume of general trade as the winter advances. Cold weather has been in sufficient evidence over most of the country to insure a good demand for heavy clothing. The only interruptions are caused by fuel scarcity, resulting in some complaints as to promptness in coke and steel products.

Manufacturing plants, as a rule, are fully employed and have much business in sight, although some statistics of movement are less satisfactory than a year ago; thus, shipments of footwear from Boston for the last week fall about 10 per cent. below last year's. Yet business is coming forward in fairly good volume, and quotations are decidedly firm. Strength is also conspicuous in the leather market, while the decline in hides has been checked. Silk is strong, and goods are in demand. Wool is quiet after the recent exceptional activity, and stocks are so low that holders are in a good position. Textile mills have sufficient business to absorb production, but there is little disposition to accept heavy distant contracts. Chinese buying of cottons has far surpassed all predictions, and, considering conditions in that country, the large orders are puzzling. Hardware, machinery and tools all find a market readily and all producers of iron and steel receive liberal orders.

Five years ago Chicago stood at the head of the list of the ports on the Great Lakes. Two years ago it had dropped to third place and now it occupies the fifth. Duluth stands first, followed by Cleveland, Buffalo, Milwaukee and Chicago in the order named. This steady decline in the importance of Chicago as a port is attributed by vessel men to the inability of the modern deep-draught freighters, which now carry the bulk of the lake traffic, to get over the tunnels in the Chicago river. How to remedy the situation is a problem that is vexing the Chicago officials.

It has been said that no woman can keep a secret, but there is a woman in Atlantic City who possesses a secret for which a syndicate has offered \$5,000,000. She is the widow of Theodore Dean, who just before his death had perfected a process revolutionizing the manufacture of steel. Mrs. Dean is the only person who knows the secret. She is ill with a disease which it is feared will end in her death. The best medical talent has been procured in the hope that she may recover and be induced to part with the valuable secret with which her husband entrusted her.

A SOMBER SUBJECT.

The French have a day set apart in which they honor the dead and it is needless to observe that it is a day colored by the gloom and the mystery which any reference to death inspires, for as yet there are few who have emancipated themselves from the fears of mortality's last call. The day thus signalized is November 1 of each year and about that time the French newspapers and periodicals reflect the somber spirit of the occasion. Speculation as to the great mystery is also rife and a summing up of experience and information regarding the inevitable transit takes place. In this respect the last observance of the day was no exception and since then symposiums on the subject of "Death" have frequently appeared. It is needless to observe that these reveal nothing new. The same impenetrable veil, which has existed from the beginning, hides from view the hereafter.

In this field, science, which has done so much in other directions, has been unable to make any conquests. Nor have the opinions of men in regard to what transpires after death altered very much. The ideas of future life as found among civilized nations are not greatly advanced over those that obtain among savages. The difference that may exist is one of degree rather than conception. As to the terrors of the last parting the same observation hold good. Excluding the modifications which arise from temperament and lack of proper seriousness, the thought of death is as terrible to-day as ever. It requires either a religious experience that is uncommon or a philosophy that is stoical in its influence, to rob the grim reaper of his terrors to the average individual. Will it ever be thus is the baffling question. The advice of this practical age in the matter seems to be, "Do not think about it," which is an easy way of shelving a disagreeable proposition but a way, nevertheless, which does not afford a final disposition.

Rev. Jenkin Lloyd Jones, a prominent Chicago divine, declares that the servant girl question is becoming more vital than trusts, tariff or anything else in the nation's category of unsettled things. He says: "It affects the home and family, the most sacred institutions in the land, and has much to do with the unhappiness of the nation. The idea that kitchen work is menial must be corrected and the lessons must begin at home in every home. A girl who can not make and bake bread, compound a pudding and wash and iron her own shirtwaists, is a fraud upon American womanhood."

The genius of Andrew Carnegie keeps him everlastingly at it. Having embarked in the business of giving away public libraries, he allows nothing to interfere with his plans in that direction. He has just offered Philadelphia \$1,500,000 to establish thirty branches of the main library, for which the city has appropriated \$1,000,000. The library habit will eventually dissipate Mr. Carnegie's fortune. But then that is his object.

WOMAN'S SPHERE.

Extent to Which It Has Been Invaded by Man.

The manner in which women have been encroaching upon fields of labor previously considered the exclusive province of men and the resulting evils have formed the theme of widespread discussion. As clerks and book-keepers, stenographers, factory hands, women are to a large extent superseding men. In the learned professions they are making their presence felt. Some there are who have entered commercial life as independent lances, and it is only a question of a little time when women manufacturers, wholesale and shipping merchants, will figure prominently in the columns of all large city directories. In all of these departures from the olden province of their sex they have been accused of taking the bread out of the mouths of an equal number of fathers, brothers, husbands, sons, and they have pleaded guilty to the indictment. It does not seem to have occurred to any who have gravely considered this matter, least of all to the trespassers themselves, to make reply, that while they were thus violating precedent and tradition, men, like thieves in the night, were diligently appropriating to themselves all manner of industries which were formerly supposed to be woman's exclusive province. It is only necessary to look back a hundred years, to the beginning of the nineteenth century, to realize this truth. In the homes of that period all of the domestic linen of the household, and the cloth that composed the everyday garments were woven by women, who carded and spun the very threads that entered into their composition. The carpets that covered the floors of most of the homes of this country were woven of woolen yarn, on hand looms, or of rags, cut in strips and sewed together, then dyed the desired tints; all of the work being performed by women and children. The household lights were tallow candles, skillfully made by women in molds fashioned by men's hands. Lard was tried out every fall in the family kitchen and stored for the winter's use. All of the jellies and canned fruits were "put up" in the home by the women of the family. The tailoress went from house to house and fashioned garments, from cloth woven by women, for men and boys. Not a stocking, cotton or woolen was worn in this country which was not knit by women's hands. Machine-made underwear, machine-made lace, machine-made embroideries were unknown. All food was cooked at home by women. The professional male cook was virtually unknown outside of a few hotels in leading cities. It would have been considered unseemly to employ a man in any domestic capacity about a house.

To-day woman is routed from nearly all of these occupations and the few on which she retains a partial grasp are fast slipping away from her. The weaving of cloth is done by machines made by men in large factories conducted and operated by men with a comparatively small percentage of women employed as helpers. Carpets, underwear, stockings are articles of commercial manufacture on a large scale and women have little or no share in their making. Men operate great bakeries in which the bread of the country and most of the pies and cakes are baked. Men conduct the great packing houses which can our cold meats and our lard. Only a few "old-fashioned" women trouble to can their own fruit or make jellies and jams

which are put up by wholesale quantities in big fruit-packing establishments, where in the busiest season women and children are employed as aids in the cruder processes. Gas and electricity have superseded the tallow candles. Men are fashioning not only the garments worn by men but men dressmakers, and men milliners appeal successfully for the patronage of the fair sex. The woman seamstress is fast disappearing from the industrial role. Most families of social pretensions boast of men cooks, and by many of modest means a man of all work is employed instead of a maid. The laundries of the country are conducted and almost exclusively operated by men. In the large cities it is the men who have become professional window cleaners and who go out scrubbing floors by the day. The cleaning of most office buildings is performed by men. Male tutors are becoming more fashionable than governesses.

Many of these innovations are manifestly for the better. It is good, if proper sanitary supervision be exercised, for the preparation of a nation's food to be as far as possible specialized and on a large scale, eliminating needless drudgery from the home, and the same may be said of most processes of manufacture which have elevated to the plane of a highly organized and scientifically conducted business what was formerly haphazard individual effort. It is not good for the little factory girl to trip off to illy-paid work, to become alienated from home and domesticity, while her father or brother loaf around, unable to find occupation at a reasonable wage; nor is it good for such an army of women to serve behind counters, displacing men, while the homes of the country are crying out for their service at double the wages they now receive.

All of these benefits and these errors, these contradictions and seeming perversions of energy, are but features of an economic and industrial evolution which will in time come to a perfect adjustment and serve the general good of society.
Cora Stowell.

Figures Which Tell the Story.

The subscription receipts of the Michigan Tradesman for the past three weeks have been as follows:

Last week	\$134.20
Week before that	135.54
Week before that	132.21

This tells the story of seven thousand circulation quite as plainly and effectively as the pressman's affidavit which has been published at the head of our editorial columns every week since the issue of Oct. 4, 1899, since which time no regular edition of the paper has fallen below seven thousand complete copies. It is not unusual for the Tradesman to print more than this number, especially on anniversary editions and special occasions, but 7,000 copies are all any regular advertiser has been guaranteed.

And the Tradesman always does as it agrees.

Coyne Brothers, general commission merchants and dealers in fruits and produce, Chicago: Congratulations on your new home and that you have entered into a seventeen year lease. Allow us to wish you every success in your new location. While our lease in your columns is arranged for but one year, we trust it will extend many seasons in your journal. We always admired the tone and high standard of the Tradesman. The reading and advertising matter are carefully arranged, so as not to tire one in their perusal. Your weekly edition is looked for every Thursday morning at our place.

BEANS

YOU can always get beans of us if you want to buy, and we are always in the market when you want to sell.

The quantity does not make any difference to us. If it suits your convenience to buy or sell in train loads, we can accommodate you, and if you prefer to limit your business with us to a few bags, we shall be glad to have that much.

Our Hand Picked Pea Beans

are all warranted and we shall be glad to have you compare them with any beans this country or any other can produce.

Valley City Milling Co.

Grand Rapids, Michigan

If it's quality you want

Then we can suit you. We manufacture the finest line of Crackers and Sweet Goods ever placed upon the market. We are an entirely independent concern, not controlled by a trust. We would be pleased to send you samples and price list. We know that a trial will mean a permanent customer for us.

E. J. KRUCE & CO.

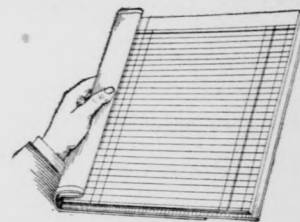
Detroit, Mich.

Save Time in Taking Inventory

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

Most Practical Scheme Ever Devised
Send for full particulars.

Barlow Bros., Grand Rapids, Michigan



PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE.

NO. E 90 AS SHOWN 24 LBS.

NO. T 90 WITH TIN SCOOP.

NO. 92 1/2 BRASS DIAL-TILE TOP.

PELOUZE SCALE & MFG. CO.

CATALOGUE, 35 STYLES. CHICAGO.

ON THEIR HONOR.

Salesmen Who Would Not Betray Their Customer.

The incident I am going to relate is to me one of the most interesting I have ever heard. I suppose some people may think it is half fake—padded up to make a good story—but I assure you it is as true as gospel, every word of it.

The story bears out a theory of my own that the way to get the most out of salesmen is to throw yourself on their honor. Most of them—not quite all—will under those circumstances show themselves men of the highest integrity.

Near Harrisburg, Pa., is a small town of a few hundred people. It has one good general store and several smaller ones. The man who was the proprietor of the large store, up to a few months ago, was a sort of plunger. He speculated a little in stocks and a good deal in real estate. He had made money, and this gave him a swing. To make a long story short, he got financially balled up, and his biggest creditor had to take the stock of his store for his debt.

This creditor was a retired iron founder. He was not yet out of his prime, and he made up his mind that he would take hold of the store and run it, for a while anyhow. The man had been out of active employment several years, and he had grown very uneasy for something to do.

The former proprietor of the store had been a methodical fellow, in a way, and he always bought his goods on Tuesday mornings. All the salesmen gathered there that day, and as a rule he would not listen to one of them on any other.

The new boss took hold on Monday, much like a cat in a strange garret. On Tuesday the half dozen or so salesmen came down on him, all with the one query—"What do you want to-day?"

The iron founder looked dazed a minute and then he said:

"See here, boys, I am about beginning to realize that I am up against it. You may not know it, but I took this place for a debt. I do not know any more about the grocery business than I do about Greek. The iron business is my business. Now, I am going to throw myself on your mercy. You have been coming here for years and you know what Mr. Goodman has bought. I want you to look around the store—you all probably know more about the stock than I do—and find out what is needed. Johnny (to the clerk), give these gentlemen all the help you can. When you have made up your list, come to me and I will see that each one of you gets a share. I will trust you to do right by me all through the deal."

An easy mark or a very wise man, eh? I say the latter.

Well, the salesmen browsed around and finally came to the iron founder with the list of wants, on all of which he got a price and then ordered. Then he said:

"Boys, you travel around a good bit; have you any suggestions to make for the running of this store?"

One of the salesmen, representing a coffee house, said he believed the store was not selling good enough coffee. The best coffee in the store was 28 cents a pound, and the former proprietor had always contended that his people would not buy any better, although he had never tried them on better.

"I'll bet a dollar, Mr. —," said the salesman, "that you can sell a coffee that retails at 35 cents."

The iron founder listened attentively and then said:

"I believe I can; at any rate, your judgment is better than mine. How much shall I order?"

"Why, fifty pounds is enough at the start," said the salesman; "then see how it goes."

Well, to make a long story short, these salesmen practically ran that store for about four months. The iron founder consulted them constantly about the details of the business, and in a great many cases his orders were given on their suggestion. At the end of four months he assumed a little more control, although by no means did he cut himself loose from the boys.

And not once, during the whole of that time, did any one of those fellows try in the slightest possible way to get the better of this stranger to the grocery business, who would have been pie to any salesman on grafting bent.

The iron founder told me so himself, not a month ago.

That is the way to treat salesmen, fellows, and don't you forget it. Some dealers are always suspicious of salesmen; call them a gang of thieves, and treat them only as necessary evils. They are wrong. A salesman honestly treated and given credit for what he knows is—as a rule—honest and a gentleman.

To illustrate the converse of this, I know a salesman who represents a Chicago specialty house. I believe him to be as honest as the sun. I know he is a member of church, and I would lend him money any time I had it. (This is a safe promise.)

One of the salesman's customers is a grocer who thinks he knows it all. His shoulder always bears a chip for salesmen, and he is forever suspecting them and by insulting innuendo accusing them of trying to fleece him.

As a matter of fact, this man knows very little and is easy prey.

The honest salesman, who is a member of the church, skins the life out of this grocer and boasts of it afterwards. But with his other trade he is as straight as a die.

In one case the salesman showed a sample of rice and quoted a certain price on it.

"Hub!" snorted the grocer, contemptuously, "that rice ain't worth nothin' like that! You can't fool me on rice—I know what I'm a-buyin'."

"You certainly seem to know more about rice than most grocers," said the salesman, quietly, and this the dealer construed as a compliment.

Then the salesman took from his bag another little box sample.

"I will let you have that at the same price, Mr. —," he said, "but I can not afford to."

The grocer puffed up. "That's better," he muttered importantly, as he fingered over the sample, and he ordered.

As a matter of fact, both samples were out of the same bag, and the price was a full cent and a half above the market.

This salesman would have no more dreamed of doing that with a grocer who was not offensive in his assumption of all human knowledge than he would have dreamed of flying.

Every salesman has a knife up his sleeve for such grocers, and, by gum! he has a right to!—Stroller in Grocery World.

If you have money to invest read The M. B. Martin Co.'s advertisement on page 6.

We want your POULTRY

Butter and Eggs

Highest cash prices paid.
Write and let us know
what you have. Do it now,
not to-morrow.

JAMES COURT & SON, Marshall, Michigan
Cold Storage Branches at Allegan, Bellevue and Homer
References: Dun or Bradstreet or your own Banker



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.

For Sale by Worden Grocer Co., Grand Rapids, Michigan.

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.

Around the State

Movements of Merchants.

Yale—Chambers & Monterey have opened a new implement store.

Onaway—M. A. Quick & Co. have opened a branch grocery store at Tower.

Pontiac—Colin MacCallum has purchased the grocery stock of Edward P. Fisher.

Owosso—O. F. Harryman will open a carriage and implement store about Feb. 1.

Elmer—Henry Sheldon has purchased the general merchandise stock of Daniel R. Armstrong.

Quincy—A. M. Etheridge, dealer in implements, has taken a partner under the style of Etheridge & Norton.

West Bay City—Samuel DeLill has engaged in the grocery business. His stock was purchased of Theo. Lankey.

Benton Harbor—Samuel E., John M. and Floyd E. Daigneau have organized the Daigneau Laundry Co., with a capital stock of \$15,000.

Charlotte—J. B. Hartwell has sold his grocery stock to Crane & McGee, general dealers at Millett, who have removed the stock to that place.

Charlotte—C. D. Roberts, of the hardware business of Rue & Roberts, has purchased the interest of Geo. W. Rue and will continue the business in his own name.

Williamston—R. C. Herron has sold his implement business to C. H. Chambers and G. W. Akers, who have divided the goods and added to their respective stocks.

Detroit—George E. Weitzel, doing a grocery business at 1495 Woodward avenue, has uttered a chattel mortgage securing ninety creditors whose claims aggregate \$4,700.

Owosso—H. M. Post, for eighteen years one of Owosso's most prominent hardware merchants, has taken his son, Cecil O. Post, into partnership. The new style is H. M. Post & Son.

Detroit—Frank Steinbahl has uttered a chattel mortgage for \$3,891.25, covering the stock of general merchandise at 781 Hastings street, and executed in favor of Burnham, Stoepel & Co.

Flint—R. E. Farnum, a pioneer merchant of this place, whose business career has extended over a period of thirty-eight years, will close out his jewelry stock and retire from trade.

Ithaca—O. L. Perry, for many years in the employ of A. S. Barber & Co. and for the past four years local representative for Fred Kauffman, merchant tailor of Chicago, has engaged in the clothing business at this place.

Lake Oaessa—E. A. Baker, who engaged in the grocery business here about a year ago, has sold his stock to Thomas Lowrey. Mr. Baker is visiting the northern part of the State for the purpose of securing a suitable location.

Cassopolis—Wm. Reagan has retired from the hardware business of Hayden & Reagan and is succeeded by Jos. Hayden, who has returned from Joliet to assume his new duties. The new firm will be known as W. B. Hayden & Son.

Maple Rapids—W. S. Barrett, who has been engaged in general trade here for several months, has removed to Perry, where he will re-engage in business. C. M. Redfern & Co. have taken possession of the store vacated by Mr. Barrett.

Kingsley—J. H. Monroe has moved into his new store building, which is 32x80 feet in dimensions and two stories high. Mr. Monroe suffered a severe loss

from fire about fifteen months ago, since which time he has carried on business in a warehouse.

Sault Ste. Marie—The Great Lakes Laundry Co. is the style of a new enterprise at this place. The authorized capital stock is \$36,000 and is held by Wm. M. Everett, 1,200 shares; Wm. C. Everett, 1,200 shares, and Edwin T. Crisp, 1,200 shares.

Saginaw—At a meeting of the stockholders of Symons Bros. & Co., it was voted to increase the capital stock from \$100,000 to \$200,000, and the number of shares from 10,000 to 20,000. The stock was all subscribed at par, largely among the present stockholders.

Battle Creek—E. J. Shoup has purchased the interest of Julius Martin in the tobacco business of Martin & Ederle. For thirteen years Mr. Shoup has been traveling salesman for the Nichols & Shepard Thresher Co. The new style will be Shoup & Ederle.

Allegan—F. M. Johnson and B. F. Foster have purchased the E. B. Bailey grocery stock and have taken possession of the same. The former gentleman has removed his North Side stock to the Bailey store. Mr. Bailey will continue as U. S. express agent for the present.

Cassopolis—A. J. Talladay and son, G. W., and W. W. Reynolds and son Fred, have purchased the hardware stock of H. E. Moon and will continue the business under the style of Talladay & Reynolds. The two younger gentlemen will assume the management of the business.

Cassopolis—W. W. Warren has sold his bazaar stock to Byron Carman, of Union. The new proprietor will add a stock of groceries and conduct a cash grocery in connection with the bazaar business. Mr. Warren will remain here and devote his entire attention to his ginseng business.

Bear Lake—Jas. Connelly has purchased the interest of Edward Welch in the general stock of Connelly & Welch. The new firm will be known as Connelly Bros. Mr. Welch retires to re-engage in his former occupation of machinery salesman. The partners part company with the best of feelings.

Menominee—The G. H. Nicholas Co., wholesale dealer in men's furnishing goods and specialties, has merged its business into a corporation with a capital stock of \$25,000, held by the following persons: G. H. Nicholas, Menominee, 1,250 shares, and Frank J. Lawrence and Joseph A. J. Lawrence, of Marinette, Wis., each 625 shares.

Charlotte—Fay Rulison, of the hardware business of Bare, Gillette & Rulison, has sold his interest in the business to the remaining partners and will enter into partnership with his father-in-law, E. D. Treadwell, who has purchased the interest of his partner, Frank P. Leonard, in the agricultural implement business of Treadwell & Leonard.

Owosso—W. E. Bullard, for the past sixteen years with the clothing and boot establishment of Murray & Terbush, has formed a copartnership with Thomas Hagan and about March 15 will open a clothing and men's furnishing goods establishment in the store building now occupied by the clothing and shoe stock of Jos. Gerson. The building will have a new front and be otherwise refitted.

Belding—Carl Hoppough & Co. have sold their drug stock to G. E. Wortley and E. D. French, of Lakeview, who will continue the business under the style of Wortley & French. The former gentleman has been connected with the drug store of C. W. Vining, of Lake-

view, for the past six years, and the latter has been engaged in the dry goods business at that place for several years.

Flint—Samuel Moffett has acquired the interest of D. D. Aitken in the real estate and business of the Flint Coal & Produce Co. and has sold W. D. Skinner a half interest in his wholesale grocery business. The new firm will be known as Moffett & Skinner. Mr. Moffett has been prominently identified with the mercantile life of Flint for twenty-two years, having started in the grocery business for himself in 1880. Later he added the wholesale line to his retail trade and worked up a good business, which will go with the new firm. The retail business, which Mr. Moffett has developed until it is one of the best in the city, will be offered for sale.

Manufacturing Matters.

Detroit—Watson & Cochran succeed James J. Watson in the cigar manufacturing business.

Potterville—Geo. Colby has purchased the interest of his partner, James Cuttill, in the Potterville Elevator Co.

Detroit—The Schneider-Sieder Co. is succeeded by the Schneider Tent & Awning Co. in the manufacture of tents and awnings.

Detroit—The Roe Stephens Manufacturing Co., manufacturer of valves, has increased its capital stock from \$70,000 to \$250,000.

Monroe—The Monroe Glass Co. has been organized with a capital stock of \$30,000, divided among Henry F. Coon, Geo. W. Burkhardt and Ralph R. Bowdler, who each own 1,000 shares.

West Hancock—Geo. F. Strong is enlarging his sash and door factory to four times its present capacity. An addition, 50x80 feet in dimensions, will be erected in the rear of the present building.

Saginaw—The Waldo Manufacturing Co., manufacturer of guitars, mandolins and banjos, will erect a large new factory early in the spring on North Niagara street, just north of the Henry Passolt soap factory.

Detroit—Fred A. Connor & Co. have merged their business into a corporation with an authorized capital stock of \$100,000, of which \$50,000 is paid in. F. A. Connor holds 7,498 shares and N. D. Graves, of Chicago, holds 2,500 shares.

Alma—J. F. Schwartz and Ferdinand Montigel, comprising the Schwartz Furnace Co., have dissolved partnership. Mr. Schwartz will continue the business of the company in the manufacture of furnaces and Mr. Montigel will devote his entire attention to his farm.

Marquette—James Pendill, manufacturer of veneer goods, has organized the Marquette Woodenware Co. The capital stock of the new concern is \$10,000, all of which is owned by Mr. Pendill with the exception of two shares, one held by Louis Pendill and one by Lewis S. Glasier.

Port Huron—The G. B. Stock Xylite Grease & Oil Co. has been organized by the following persons, in the following amounts: G. B. Stock, 1,800 shares; E. G. Schoolcraft, 400 shares; F. A. Halstead, 100 shares; G. B. Stock, Jr., 50 shares and Jessie Bennett, 50 shares. The capital stock is \$25,000.

Monroe—For years it has been known that sand suitable for the manufacture of the finest glass has existed in the vicinity of Monroe. The sand has been shipped to Pittsburg and used in the manufacture of glass in that city for years, and Monroe citizens now expect

that a flourishing industry will be founded there, having organized the Monroe Glass Co., with a capital stock of \$30,000.

Detroit—The Detroit Show Case Co. has filed articles of association, the capital stock being \$35,000, held as follows: John Petz, 1,000 shares; Herbert Malott, 900; Edward Bland, 300; Louis F. Weiss, 350; Ralph B. Wilkinson, trustee, 250; John L. Cochrane, 200; John A. Cadwell, 125; Herbert Malott, trustee, 100; L. G. Younglove, 100; William B. Campbell, 75; Ralph B. Wilkinson, 50; James H. Howell, 50.

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Complete stock.
Prompt shipments. Our new catalogue for the asking.

GRAND RAPIDS SUPPLY CO.

20 Pearl St. Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is firm, with no change in price. Refiners were indifferent buyers, saying they were well supplied with raw sugars for the time being. The world's visible supply of sugar is 3,290,000 tons, against 3,260,000 tons a week ago and 3,260,000 tons at the same time last year. The refined market is very strong and prices show an advance of 10 points on all grades, with some improvement in the demand. Stocks of Eastern granulated are moderate and the Michigan refiners are storing large quantities of sugar, not only having their own warehouses filled up, but having to store sugars outside.

Canned Goods—The canned goods market is rather quiet, but this is nothing unusual just following the holidays and the next few weeks are expected to make up for it by showing considerable improvement in the general condition. Tomatoes are the most interesting topic with many buyers and the outlook is for a good trade and a continued firm market during the spring months. Stocks apparently are large, but consumption is large also and does not seem to fall off any. Many dealers feel very strong on this article and are not anxious to sell their stocks, looking for better prices in a few weeks. There is quite a good demand for corn at previous prices. The market is firm, especially for the better grades, which are in light supply. Peas are also firmly held, but although trade on them is light, stocks are light and with any great activity would soon be exhausted. There is quite a fair enquiry for small fruits, but supplies are so light that there is practically nothing to be had in this line. There would be quite a good business in these goods if anything was obtainable. Peaches are likely to be rather short. There are not many pie or second peaches in packers' hands and the continued run of orders has diminished stocks considerably. Supplies of salmon are moderate, but are moving out well at unchanged prices. Sardines are in moderate supply and are meeting with a fair sale. Advices from Eastport, Me., place the total pack of domestic sardines at 1,179,168 cases for the past season, against 1,395,902 cases for the previous year. This, while larger than expected, has had no effect on market prices, as the movement up to the present time is believed to be in proportion.

Dried Fruits—Although trade in dried fruits is inclined to be rather quiet, almost everything in the list is firmly held with the prospect of a better demand soon; in fact, it seems to be starting now. Prunes are in very strong position and very firmly held. An advance is looked for very shortly on all sizes. The situation in raisins is not so strong as that of prunes, although some talk of higher prices soon caused a little better feeling among the trade. In view of the limited supply on hand to last for the next nine months, there certainly should be no lower prices. Apricots show considerable more interest and the probability of higher prices soon. Peaches are meeting with some enquiry although only in a small way. Prices, however, are firmly held. Currants show no change in price, but the market is firm and there is a good demand. There is a very firm feeling in dates, owing to very light stocks. Figs are a trifle easier with light demand. Stocks are not heavy and warrant a firmer feeling.

There is a considerable improved enquiry for evaporated apples, although as yet very little business has resulted. The present cold weather is excellent for the sale of these goods and the next few weeks are expected to show considerable improvement in the demand.

Rice—No changes of importance are noted in the rice market, which, in spite of the small demand, is very firm in tone. Offerings of fancy and medium grades are very light on account of small supplies, but the commoner grades are in good supply. The trade have moderate stocks on hand and are not anxious buyers.

Molasses—The molasses market is very firm, but demand is only moderate. On account of the small stocks, offerings have been light. Dealers' supplies are limited and they will soon be compelled to purchase quite heavily to supply their regular trade.

Fish—There is a good interest in the fish market in general and prices are firmly held. Mackerel, in particular, is very strong with good demand. Codfish shows no change in price, but is moving out well under a steady consumptive demand.

Nuts—Trade in nuts is rather quiet and some weakness is displayed on some varieties, particularly those of pecans and filberts, of which there are heavy supplies. Almonds, walnuts and peanuts are all strong and meet with a very good demand.

What the Banks and Corporations Are Doing.

The Grand Rapids Dry Goods Co. has declared a dividend of 8 per cent. from the profits of eleven months' business.

The Grand Rapids Brick Co. has declared a cash dividend of 13 per cent. from the profits of 1902.

John W. Blodgett has sold his \$5,000 stock in the Kent County Savings Bank to Edward Lowe for \$25,000. This is probably the largest price ever paid for a single block of stock in a Grand Rapids bank.

The Grand Rapids Brewing Co. made glad the hearts of its stockholders last week by declaring a cash dividend of 8 per cent. and a stock dividend of 50 per cent.

M. B. Martin is developing remarkable ability as an organizer of food companies, having successfully promoted the Superior Food Co., Ltd., at Sault Ste. Marie, with a nominal capital stock of \$1,000,000. He will shortly go to the Canadian Soo, where he will undertake the organization of a company identical in every respect with the company formed at the American Soo.

The Boys Behind the Counter.

Sparta—Will Collet, of Perrinton, has taken a position in the drug store of Milo Bolender.

Eaton Rapids—Hugh Walker, of Albion, is the new drug clerk in J. H. Ford's store.

Carson City—Fred J. Chamberlin has a new drug clerk in the person of Fred R. Skinner, of Cedar Springs.

Thompsonville—Otto Cohn succeeds Geo. Haverly as clerk in the general store of Wm. Immerman.

Jackson—J. C. Studley, for several years prescription clerk for W. P. Doty, of Detroit, has returned to Jackson and taken a position in the drug store of C. G. Trumble.

Why is Chas. S. Withey, the merchandise broker, eligible for the office of deacon? Ask Edward Frick.

The Produce Market.

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

Bananas—Good shipping stock, \$1.25 @1.75 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.

Butter—Receipts of dairy continue heavy, considering the time of year and the condition of the weather. Local handlers pay 15@16c for packing stock, 17@18c for choice and 19@21c for fancy. Factory creamery is steady at 27c for choice and 28c for fancy.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—17c per doz.

Cocoanuts—\$3.25 per sack.

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

Dates—Hallowi, 5c; Sairs, 4 3/4c; 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 are weak and slow sale at 90c@\$1 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 or Messinas, \$3.50.

Lettuce—Supply is larger than a week ago, but still below the demands of shippers. The price is steady at 14c.

Maple Sugar—10 1/2c 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 Seedlings, \$2.75.

Potatoes—The market is steady, without special feature. The price ranges from 50@55c at outside buying points.

Poultry—Live pigeons are in active demand at 60c@\$1. Nester squabs, either live or dressed, \$2 per doz. Dressed stock commands the following: Chickens, 12@13c; small hens, 11@12c; ducks, 14@15c; turkeys, 16@17c; small squab broilers, 12 1/2@15c; Belgian hares, 9@10c.

Radishes—30c per doz. for hothouse.

Spanish Onions—\$1.40 per crate.

Spinach—90c per bu.

Squash—2c per lb. for Hubbard.

Sweet Potatoes—Jerseys, \$4 per bbl.; Illinois, \$3.75.

Turnips—40c per bu.

looms has been considerable, says Franklin Allen.

The Grain Market.

Wheat has been rather dull. Trades in cash and futures have been below the usual large transactions. One reason for cash being neglected is the scarcity of cars to move the large quantities. Exports, as usual, have been fair, being over 5,000,000 bushels last week, and even at this time it has been somewhat restricted because the amount at seaboard is below the usual amount held there at this time of the year. If cars were more plentiful there would be more moving toward the seaboard and, consequently, larger exports. Initial receipts have been below the usual amount at this time of the year, but this can not always last. The railroads before long will find cars to move the grain eastward. Stocks on the continent are also below the average, having decreased over 900,000 bushels last week. The amount in sight is 50,000,000 bushels, which is 8,000,000 bushels less than last year, when prices for cash wheat were about 12c per bushel higher. Argentine, thus far, has not been a factor in

shipments to Europe because the quality is not up, as the weather still continues wet there. Besides, prices are not tempting for shipping purposes and, as stated, the quality is poor, and the United Kingdom is not looking for that quality just now, but prefers wheat from the United States to mix with its own inferior quality. We hardly think there will be more depression in the present prices.

Corn is also flat, simply because the grade thus far has not been up. However, the present cold snap may be conducive to curing it so that it will grade better. This is the universal belief. What has been marketed thus far has been soft. Later it will come along in better shape, so the present market is in a waiting mood.

Oats are firm and stocks are decreasing and we see nothing at present that will lower prices, as the demand keeps more than pace with the supply.

Rye is in some better condition, as the demand is better, but prices can not be elevated. Good rye only is wanted, as distillers can use only the choice quality. Poor quality is neglected.

Beans remain steady. While the demand is not urgent, prices at present remain fairly firm.

Flour keeps very steady. Demand, both local and domestic, is good. Exports, owing to the tax put on in the United Kingdom, and other continental markets, are restricted and wheat goes out instead of flour. The millers in the United Kingdom and other countries, such as Belgium, France and Germany, are reaping the benefit which the American millers ought to reap.

The demand for mill feed is ahead of the supply and, as the dairies are urgently in want of mill feed, prices remain strong at \$19 for bran and \$21 for middlings.

In my yearly report of the amount of wheat received in Grand Rapids during the year 1902 there was an error. It read 20,843. It should have read 2,843.

Receipts of grain for the past week have been as follows: wheat, 64 cars; corn, 14 cars; oats, 15 cars; rye, 1 car; flour, 2 cars; beans, 2 cars; hay, 1 car; straw, 1 car; potatoes, 14 cars.

Millers are paying 73c for No. 2 red wheat, 69c for No. 1 white wheat and 69c for No. 3 red wheat. C. G. A. Voigt.

Needed For Other Purposes.

A Georgia justice recently married a runaway couple who drove up to his house and went through the ceremony without descending from the carriage. When the ceremony was over, the groom fumbled in his pocket and fished up 36 cents.

"Judge," he said, "this here's all the money I got in the world. Ef you've a mind to take it, you kin; but I'll say now that I done set it aside fer the honeymoon expenses."

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

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Dr. Willard M. Burleson

Rectal Specialist

103 Monroe St., Grand Rapids, Mich.

Prevailing Fashions in the Chicago Market.

The Chicago man of fashion, above all, is a man of business. Perhaps the city is not yet old enough to sport an exclusive class of any considerable size whose chief object in life is to "beat out" the fashion plates, or it may be that the Chicago man who has attained the position mentioned shakes the dust of the Garden City from his feet and flies to New York. But however that may be, the fact remains that during the day the man is busy in his office who in the evening shines at what New Yorkers might call a countrified function.

This is nowhere more aptly illustrated than at events which call for an afternoon attendance. Take the horse show, for instance. The Chicagoan who turns out in all his finery at the evening performances, in the afternoon is too intensely engaged in business to spend time there. Consequently the afternoon sessions are patronized by some women, more followers of the races and still more grooms and lovers of the horse per se.

The typical Chicagoan would rather cut out the theater entirely than to don his dress suit to sit through a performance. Consequently the business suit is the usual theater dress, for Mr. Chicago man will go to "the show."

In business dress, as in all lines, Chicago men are modest. Neat dressers, all, but nothing flashy about them. A suit of soft material, about evenly divided between single and double breasted coats, waistcoat and trousers to match the coat, a black and white scarf with occasionally a dash of color, little jewelry and sturdy calf shoes, well-shined, comprise the business wardrobe of 90 per cent. of the men in Chicago.

Even in the waistcoats, where there is every occasion for a deviation from this rule of modesty, there is little tendency to depart from the outfit just mentioned. The fancy waistcoat appears, however, on occasions when it is necessary to be a bit "spruced up." Way in the lead of fancy vests are the white effects. Chicago men wear more of the plain white waistcoats than of all other styles together. The single-breasted, high-cut vest is the standard.

It is safe to say that some of the waistcoat styles produced during the fall have not sold so well as was expected, simply because the business men inwardly felt rather ashamed to break away from the conventional and after all cared little for fancy velvets, silks and worsteds which flooded the market. White grounds with fancy black figures are worn much, but one sees very few of the flannel effects with a sort of race-course effect in black stripes.

Rather a peculiar waistcoat arrangement for winter wear has made its appearance. It is a knit material on the sweater order. In fact, it might be more proper to call it a sweater with vest attachment. It has no collar, but the upper portion is arranged with lapels showing a portion of the shirt front. It is especially adapted for cold weather, slipping over the head like a sweater, but presenting an appearance of a fancy waistcoat.

Attached cuffs always have been the proper thing in dress shirts. They are becoming more and more popular in the cheaper grades of garments. There is a certain convenience about them that seems to more than balance the inconvenience. All the high-grade stores furnish an extra pair of cuffs to be sewed on the wristband.

Spring shirtings for the high-grade custom trade are arriving. Stripes will be very prominent and darker colors are replacing the light ground effects so much in evidence of late. Indeed, some of the best informed shirtmakers, looking forward to the fall trade, are turning very largely toward the dark colors and old-fashioned patterns with which the last generation were familiar. With the return of the colonial furniture and the old-fashioned things generally, shirt fabrics have turned to the old-style gingham weaves. Certainly no one outside a laundry will regret that shirtings are running to the darker hues.

The quilted dress protector is being replaced by the silk muffler. The proper thing now is the long silk arrangement with a hemstitched border, bearing the initial embroidered in one corner. In many ways the change is acceptable. Black and white are the favorite colors for these mufflers, although they are put out in delicate tints of lavender, blue, and the lighter colors.—Apparel Gazette

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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

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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.

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The Silk Industry in 1902.

Looking back over the industrial results of 1902 in the United States, the fact is apparent that the year was noticeable for considerable activity; and the silk industry shared with other industries in that respect. A conspicuous interference, however, was the silk dyers' strike at Paterson during April, May and June. It is estimated that the curtailed output amounted to at least 1,000,000 pounds of raw silk, resulting in a curtailed production of \$9,000,000 in finished goods. The financial loss to the manufacturers was also considerable. For the remainder of the year, the silk mills have been in active operation and the advancing price of raw silk, since the opening of the new silk season in July, has kept pace with the generally prosperous business condition in our country and with the activity in this particular industry. The volume of business for the fall trade and winter season has been far in excess of last season's corresponding period. Competition among the silk manufacturers themselves has not lessened—in fact, it has increased. The additions to plants in high-class throwing machinery and high speed weaving looms has been considerable.

Consumers of manufactured products have continued to benefit by the sharp domestic competition in the silk trade, and the problem of reconciling low prices to consumers with advancing prices for raw materials and demands of operatives for a higher wage is the difficult problem before us which remains unsolved. Theoretically, it appears easy to solve. Practically, it is not solved. The low prices at which domestic silk taffetas have been sold for the past three years in the American market testify to this ever increasing rivalry of our silk manufacturers, and the present conditions make pertinent the query, "How long can it safely last?"

It is certainly not unreasonable to surmise, taking into consideration present tendencies in the trade, that the American silk manufacturer is basing all his hopes on long continued business prosperity in general throughout the United States, rather than on actual present returns from the business. It is self-evident that improved general conditions should be made to apply also to the manufacturer who has all the risks and responsibilities of such a situation. It is undisputed also that the general expense items of factory and mill organization have considerably increased in cost during the past year. Is it not opportune, then, to consider whether the consumer, who for so long a time has been so greatly favored by the boom of low prices for silk goods, is doing now his or her share in the matter of price, considering the increased cost under conditions now existing?

Get in Touch With the World.

The man who gets "out of the swim," so to speak, who loses his touch with the great, pushing world about him, who secludes himself in his study or laboratory, and deals only with books and theories instead of with men and things, will soon find himself going down grade.

It is not living in the world of yesterday, nor in the world of to-morrow; but in to-day's world, that counts. We must know the world, and the day we are living in and keep in responsive touch with the great movements of civilization.

A great many men have lived in the past and have been educated in medieval methods instead of modern ones. They have lived in history, spending their time in buried cities, in dead philosophies, in exhausted theories, until they are dried up. They have gathered all their nourishment from the past. They are as much out of place in the present as a bird of paradise would be at the north pole. Their physical sustenance is the only thing that ties them to the actual world of to-day. Their mental food, their reflections are all in the past, and yet they wonder why the world does not appreciate them, why they are not in touch with it, when the fact is that they are really strangers in a strange land. They have no sympathy with the struggles of the present, with the tendency of the age, or with the great movements going on all about them.

Here's a Case of Save!

The proverbial Yankee thrift shows up big in a story now going the rounds reminiscent of a Western Massachusetts banker who died during the past year. He believed in the maxim, "A penny saved is a penny earned" with a vengeance. His clerks were denied the luxury of pads of paper and were required to figure on the backs of old envelopes that had been carefully prepared by the office boy in his leisure moments. The banker had a son-in-law who builded wisely by inviting his father-in-law to spend a few weeks with him at the seashore. The close-fisted banker decided to unloosen to the extent of having the daily newspapers that the bank had subscribed for sent to him after the quotations had been inspected. He left explicit instructions that the advertising pages were to be cut out and the edges trimmed so as to save postage.

The papers, which were sent every other day, were too heavy for the one-cent limit although considerably inside the weight allowable for two cents. It was a matter of facetious comment in the bank that the "old man" was not getting full value for his two-cent expenditure for postage. The margin in favor of Uncle Sam, however, diminished appreciably after the third installment of literature had been forwarded, the cashier receiving a postal card that bore the following request: "Mail papers in single wrapper every four days and they will require but three cents postage."

Rough on the Slate.

Arthur S. Ainsworth tells a story on himself apropos of the coal situation.

He has been in the coal business for many years and among his patrons is an eccentric citizen who recently ordered a ton of egg coal. A day or two afterward the customer came into the coal office and, leaning over the rail, drawled out: "What kind of coal was that you sent me, Arthur?"

"Why, egg coal, as you ordered," responded Mr. Ainsworth affably and promptly.

"Well, maybe; but, if it was, it was anywhere from a robin's egg to grape fruit in size," retorted the dissatisfied patron.

"It burns all right, doesn't it?" queried the coal merchant.

"Well, I don't know yet. But I don't believe there's enough coal in it to keep the slate warm."

The luckiest thing about a horseshoe over the door is that it does not fall on your head.

Granulated Sugar For Two Cents a Pound.

Secretary of Agriculture Wilson recently made the following prediction regarding the production of beet sugar:

I expect to live to see the time when the farmers of the United States will produce enough beet sugar to supply the entire demand for local consumption and have a surplus for export. I expect to live to see granulated beet sugar selling in our village groceries for 2 cents a pound, with a good profit to the farmer who grows the beets, to the men who own the factories and the merchants who supply the market. I am firmly convinced that we will get down to 2-cent sugar and have all we need of it when the economies have been developed and put in practice. We are very green now; we are children, mere beginners in the business and have a great many things to learn about it, but if we apply the great American genius to this thing, the genius that has made us the foremost producing nation on earth, we will teach the Old World how to grow a crop of sugar and make money out of it. We have many advantages over the European producers. In the old countries labor is cheap to be sure, and women and children work in the fields alongside of the men folks, which our farmers will never permit their wives and daughters to do, but

they have to pay high rents for their lands and large sums for fertilizers, while we have as much free land as anybody can possibly want for a century to come, and will be using the virgin soil all that time.

F. M. C.
COFFEES
are always
Fresh Roasted

If you have money to invest read The M. B. Martin Co.'s advertisement on page 6.

M. J. SCHLOSS
Manufacturer of
Men's, Boys' & Children's Clothing
Well made, perfect fitting, up-to-date styles.
Call or write for samples.
143 Jefferson ave., Detroit, Mich.

MAIL ORDERS
This is a reminder that we wish your orders as much every day in the year as on the particular days our salesman calls. We are not able to call every day, so ask that you give us your order by mail for wants between trips. Appreciating that goods ordered by mail are wanted, we guarantee special attention to and quick delivery of all mail orders.
WORDEN GROCER COMPANY
Grand Rapids, Michigan

WHOLESALE OYSTERS
We are the largest wholesale dealers in Western Michigan. Order early.
DETTENTHALER MARKET, Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

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

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - JANUARY 14, 1903.

STATE OF MICHIGAN } ss.
County of Kent }

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of January 7, 1903, 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 tenth day of January, 1903.

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

RAILROAD ACCIDENTS.

It is safe to say that nine out of every ten railroad accidents are preventable. This is equivalent to stating that nearly every fatality upon the railroads of the country is due to the carelessness of the conductors, engineers, train dispatchers or switchmen. If the carelessness of all these men could be limited, traveling on the railroads would be as safe as traveling on the streets or public highways. In every place a man takes some chances, but he takes less on the streets or public highways than anywhere else.

According to the statistical report of the Interstate Commerce Commission, during the three years ending June 30, 1900, 21,874 persons were killed on railroads in the United States, and for the year 1900, 7,865 were killed and 50,320 injured. The remarkable character of these figures is illustrated by the fact that the number of British soldiers who lost their lives in South Africa during the same time is almost an equal reproduction of them. In other words, it is quite as dangerous to travel upon the railroads of the United States as it is to engage in war, where men are shot and killed for the purpose of overcoming their activity.

But how is the carelessness of railroad men to be prevented? Engineers and conductors in constantly operating their trains learn after awhile that the chance of accident is very remote. This in itself breeds carelessness. After running an engine for a few years it is difficult for an engineer to tell how fast he is going or to keep his eyes upon the track ahead of him. In the accident the other day the engineer of a train saw the signal of the brakeman to stop and answered it. Yet he kept right on and smashed into the rear end of the train he must have known was ahead of him. The fact probably is that this man misunderstood the signal or was in a trance and knew not what he was doing.

There are two ways to reduce carelessness among railroad men. One is to

frequently change them about and thus, by giving them new problems, keep their mental faculties constantly in order. Another is to prosecute them for manslaughter whenever the accidents they bring about result in loss of human life. Probably the last named remedy would restrain only a few, because, along with other things, they would forget that menace. It may be urged as an objection to changes that they themselves would increase the dangers; but as it is impossible to invent machinery which will prevent accidents, whoever has charge of the operators of railroad trains should constantly keep after them and keep their minds working.

A sleepy engineer may easily smash up a railroad train and a careless conductor may easily misconstrue his orders. The danger to themselves does not seem to affect railroad men. Something more is necessary to make them look out for the property of their employers and the lives placed in their charge.

"Orange groves," says a man from Florida, "are not the Elysian fields one imagines, with golden fruit hanging from heavily laden trees, and scented zephyrs sweeping through the leafy bowers. Oh, no! orange raising hasn't such a poetical side. Of late years it seems that the climate has changed in Florida. Our winters are severe and snow is frequent. Bonfires have to be built in the groves to keep the buds from freezing. The trees must be wrapped with bagging and nursed as carefully as a baby. With constant watchfulness there is a heavy percentage of loss, and since it takes five years from the time a tree is planted until it bears fruit, it can be seen what persistent care is necessary to keep a grove going. No, sir; the bridal blossoms and balmy South wind idea of orange culture is incorrect."

The Supreme Court of the United States has decided in a recent case that there is no presumption of survivorship among persons who perish in a common disaster. It was held in the case in question that there was no presumption that a son survived his mother when both were victims of a wreck at sea. In the absence of proof the presumption is that their deaths were simultaneous. This is contrary to a view that has been popularly held, to the effect that there was a presumption that the younger and stronger succumbed later than those who were older and weaker. The learned judges do not find that experience justifies such a conclusion, but that those who are involved in a common disaster are overcome by a common fate in which it is impossible to measure differences or make distinctions.

The Boers, it develops, had a scheme to invade Canada. The money for the enterprise was to have been provided by Edward Van Ness, a wealthy New Yorker, who died before the plans were matured. The Canadians will probably think that their valor is appraised at less than par when they hear that a force of 3,000 South Africans was considered enough to capture their country and put them to flight. In view of what a handful of Boers accomplished in South Africa against the vast British army, it does not, however, look wholly impracticable.

Environment will no more save a man than a new case will regulate an old watch,

QUEENSHIPS GOING BEGGING.

The sorry spectacle which Europe is called upon to witness of a crown princess indignantly renouncing her claims to a throne, with its concomitant of a dissolute and an abusive husband, to seek a life of humble domesticity amid an alien people, has its parallel on the western shore of the continent, where a crown sits heavily upon the brows of a young Queen, whose woes are doubly bitter because she must wear them in sight of all her people, the cares of her high office forbidding her to seek that seclusion so grateful to women whose dreams of happiness turn to realities of humiliation and shame. No one would marvel to hear to-morrow that Wilhelmina of Holland had abdicated the regal power and splendor from which Louise of Saxony is fleeing, which proved a crown of thorns to her neighbor, Leopold's heartbroken mate, and from which Elizabeth of Austria shrank during all her forlorn and unhappy life. A study of the inner life of the courts of Europe during the past century reveals few female sovereigns whose lives have been happy. Fame, wealth, power, sovereignty, are empty names to a woman denied happiness at her own hearth, and the conditions surrounding royal marriages are not favorable to the happiness of the high contracting parties. Monarchical matrimonial alliances are of necessity arranged with regard to neither the taste nor the preference of those who enter them. That mutual regard which alone can insure a harmonious union is almost invariably wanting. The inevitable result has written itself down in the history of all the royal houses of Europe: "Coldness, neglect, infidelity on the part of the husband; heart-burnings and bitter reproaches or open indifference on the part of the wife; children alienated from both parents and wasting their lives in court dissipation; an illustrious line undergoing a rapid process of decay. This is the history, repeated over and over again, of most of the royal houses, interrupted now and then, but only temporarily stayed, by congenial marriages.

A male ruler whose life is empty of all that sweetens existence may find full satisfaction in busying himself with a wise or unwise administration of his office, in advancing his kingdom in the arts of war or of peace, in reaching out for new possessions or going to war with his neighbors, gaining new allies among the powers or otherwise moving the pawns about the board in the great game which the nations of the earth have been playing for the past few centuries. Some women wearing crowns have in the past found a like panacea in administering affairs of state. To have power, to rule, to receive the homage of subjects, to be able to speak the word that should cause the heads of disagreeable persons to tumble into a basket, was a dear and esteemed privilege for a woman when other women were in bonds and only a queen was even in name free.

To-day all things are changed. The emancipation of woman has girdled the earth and extends from the Arctic to the Antarctic circles. Not only have women quietly stepped out from under the domestic yoke, but they have, in many cases, riveted it firmly about the neck of their quondam lords and masters. Women are free to study, to play, to acquire the higher education, to enter the trades and professions, to mix in politics, to wear trousers if they choose,

and in some states they may, and do, aspire to the highest elective offices. They may travel all over the face of the earth; may turn explorers if they please; may mine and navigate, ride wheels, drive automobiles; be as wicked, as resistant, as independent as men. They may smoke and drink, go slumming; play the philanthropist, become philosophers, sociologists, lay an ax to the foundations of the entire social fabric or lend a gentler hand in correcting its defects and strengthening its abuses. And along with all these opportunities and rights they are free to be just as adorable and adored as ever they were in the history of the world since Adam's fall, to love and be beloved; to make home beautiful and to rear their own little families.

With all these liberties and privileges, what is the use of being a queen, hampered by petty conventions, enslaved by court usages, restricted within its narrow limits, buffeted by ministers, thwarted by parliamentary bodies, badgered by diplomats, and not even venerated by the common people, who are fast finding out that the royal rule is not gratia Dei, but most decidedly by the arrogance of man. Whatever the merits of the personal controversy in which the Queen-apparent of Saxony is engaged, it would seem the part of common sense for a woman of normal qualities in these days to forswear the doubtful emoluments of a throne and seize upon the privileges of democratic womanhood.

John Bennett has furnished Gov. Bliss with a schedule of clippings covering all the comments the Michigan Tradesman has made on the lemon extract ruling written by him and promulgated in the October Bulletin of the Dairy and Food Department. Each article is accompanied by Colonel John's interpretation and opinion of the statements made, and the manner in which he warps the truth and twists and distorts facts is in keeping with his career as a "druggist" and food inspector. He controverts statements which were never made and denounces rumors which never existed outside of his fertile imagination. As a con artist and a creator of pipe dreams, Colonel John takes front rank.

Over 12,000 employes of the United States Steel Corporation think well of its stock as an investment, even if they do not altogether approve of it as a trust combination. By the end of the month it is anticipated that fully 25,000 employes will have applied for stock on the special terms offered by the corporation. As only 25,000 shares have been set apart for the employes none of them will become very heavily interested unless the amount is increased. The officials express themselves as greatly pleased with the interest manifested by the men who make the millions that the corporation annually distributes in dividends.

A company of Indiana capitalists has purchased twenty thousand acres of land in Alabama and will start what will be the largest strawberry patch in the country. There never can be too many strawberries and the gentlemen from Indiana will be generally applauded for their enterprise.

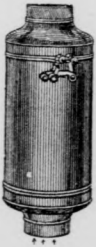
Joy killed a man in South Dakota. He dropped dead after discovering a gold mine after prospecting seventeen years. Moral: Don't look for a gold mine. It is more fun to live without one.

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

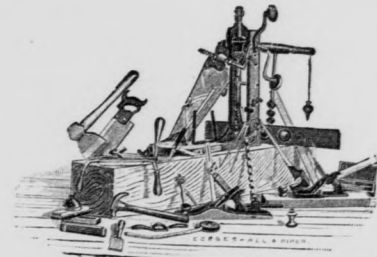
25 to 50 per cent.

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.

Everything in Carpenters' Tools



FOSTER STEVENS & CO.

Grand Rapids, Michigan

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

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

E. Bement's Sons *Lansing Michigan.*



The Good Sense Oscillating Bob Sled

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

Review of the Hat and Cap Business For 1902.

Notwithstanding the limited demand for colors, it is generally agreed that the hat business for 1902 has been prosperous and large in volume.

Manufacturers, however, claim that it has not been done with a commensurate profit to them and in support of this statement various factors are named. Some of these follow:

Raw materials have gone up, shellac, for instance, having doubled in price. Furs are high; the box lumber is high; fuel has been higher for months because of the miners' strike; wages have risen. The heavy demand for wide-brimmed soft hats, made at high cost, has also helped to make the manufacturers' profits small.

Indeed, it is stated that some of the manufacturers, notwithstanding their years of experience, their industry and unremitting attention, will close the year having made simply a fair rate of interest on the amount of capital invested.

The increase in the cost of production has not been offset by anything near like a corresponding saving through new economies in the processes of manufacture. It is true that the savings of surplus shellac extracted from bodies, the prevention of the waste of alcohol and the sale of roundings have been carefully looked to, but this has been done in other years and can not be taken into consideration in this argument. So far as we have been able to learn, the only real saving that has been effected has been in the introduction of the pouncing machine but this is an investment for the manufacturer which it will take time to offset and to make a real saving.

It is a fact that because of the increased cost of production some manufacturers have entirely discontinued some of the low grades, and one of the largest makers of low and medium grade stiff hats last month officially notified the trade of an increase in prices, and the coming season the trade in general must expect this or a deterioration in trimmings or bodies in other grades. While the increase in the sale of soft hats has been marked, there are certain markets wherein the stiff hat has maintained its supremacy, and a result has been that many consumers have this fall purchased two hats, beginning the season with a soft one and winding up with a derby. This has been particularly true in New York and a number of other large cities.

At the present time there is a clearly defined tendency toward open and flat effects in stiff hat brims, and most of the principal lines for spring contain large assortments of such samples. There is also a tendency toward fuller crowns and lower depths, and it is expected that hats with brims as above described and depths of 5 and 5½ inches will be very popular, in contrast to the taper crowns in 5¾ and 6 inch depths with curled brims that were selling at this time last year.

The great demand for soft hats has induced some manufacturers, who heretofore confined their production entirely to stiff hats, to reorganize part of their plant, enabling them to produce soft goods as well.

That there should be many new styles of soft hats is, after all, natural, for while until within the last five years soft hats were worn mostly in the country, and there was no need for much more than what are considered regular staple

styles, on the other hand, in recent years, the soft hat having gained favor in the large cities, it was inevitable that new styles must be introduced to meet the exactions and the desire for change which the city man has been accustomed to gratify in stiff hats.

The introduction of many new styles, while it has forced the dealer to carry a greater variety of blocks in his stock, has also caused him to buy smaller quantities of each style. This and the fact alluded to recently that the factories were not able to make deliveries as desired has not been altogether a bad feature, since it forced the buyer to become conservative, and all this has tended to prevent the accumulation of too large a stock of any one style that might be undesirable and the consequent tying up of capital in dead stock. Manufacturers of silk hats agree that their output this year has been somewhat greater than in 1901, and retailers have found a ready demand for the goods. The sale of opera hats has also been somewhat in excess of last year, the silk-ribbed variety selling in far greater numbers than the merino.

The volume of the cap trade for the year is represented by makers as being equal to that of last year, but proprietors claim that profits have been inadequate.

The cap men are even more emphatic in this assertion than are the hat manufacturers, particularly those who sell to the jobbing trade, for they have experienced marked increases in the prices of labor subsequent to having taken orders at prices that were figured on a basis for making that was in accordance with scales which it was believed by them would continue through the season. Styles shown have been varied and attractive.

Worthy of mention is a consolidation of two of the large manufacturers in the trade, which took place last November.

Jobbers have had a good year and where their buyers have been circumspect and have not tied up too much capital on staple shapes where catering to territories that have taken kindly to the many new shapes introduced, they should find a comfortable balance on the right side of the ledger. As was natural to be expected in a prosperous year, changes of firms and discontinuances among jobbers have been fewer than usual. A feature that has bothered the jobber considerably has been the demand on the part of retailers for immediate deliveries on styles that it had not been intended should be delivered until the beginning of a new season. The inability of the jobber to entirely meet such demands, however, has had its beneficial side, as is pointed out elsewhere in this article.

The strengthening of the unions and some of the methods used by them have produced conditions that are regarded as prejudicial to the interests of the trade as a whole, and have resulted in manufacturers feeling the necessity of forming a national association of hat manufacturers.

The most progressive minds in the hat trade, being in actual contact with them, can not for a single day lose sight of their defective methods. A sore point is the restriction of production, which must tend to keep the skilled workman on the same level with the other kind and must keep down the earning capacity of the industrious to the dead level of the slow worker. Such a practice, since it curtails if it does not absolutely limit the earning capacity of the workman, must act as a



Six Hangers and Closet Bar.

No Baggy Trousers

and your whole suit on one hanger when you use

Combination Suit Hangers Peerless

They press your trousers while hanging. Strong, Practical, Cheap.

Six suits where you formerly hung one when you use a Peerless Improved Closet Bar.

You can get any suit without disturbing the rest.

This outfit appeals to all men.

Why don't you sell them? Advertising furnished.

Samples free to dealers.



Showing Pants Only in Position.

Hincher Mfg. Co.

Burr Oak, Mich.

WILLIAM CONNOR
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Vice-President

M. C. HUGGETT
Sec'y-Treas.

The William Connor Co.

Incorporated

WHOLESALE CLOTHING

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

SPRING and SUMMER

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

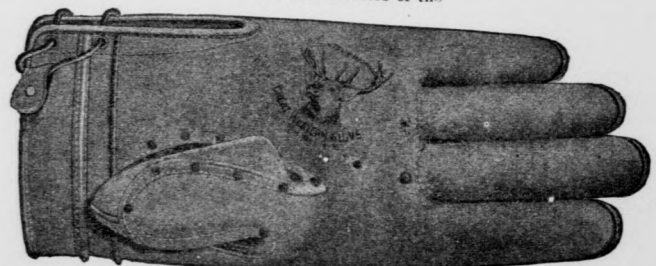
WINTER OVERCOATS and SUITS

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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



Great Western Patent Double Thumbed Gloves and Mittens
UNION MADE

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

preventative of the journeyman rising to the position of shop owner, and thus is violated a principle so dear to every American, the prevention of caste. Surely no real American would like to see a time when the workman shall be prevented from becoming the owner of a business of his own or a millionaire, if he has the ability to do so. There are countries in the Orient where the son of a journeyman shoemaker must always be a journeyman shoemaker, and the son of a journeyman hatter can never get beyond the stage himself of being a journeyman hatter. A national association of hat manufacturers, it is believed, will be able to correct some of the false lines along which the unions are working and to take harmonious action in other ways that will be a benefit to the trade.

The business in straw goods has, on the whole, been of a satisfactory character. However, the prevalence of cool weather in several sections of the country last summer has caused to be carried over goods in lower-priced straws. This has been felt this season in the falling off of orders at the factories in goods ranging in prices from \$3.50 a dozen downward, such grades showing a decreased sale of probably 33 1/2 per cent. up to this writing.

In no part of the hat business has the past year seen a greater revolution in styles than in straws.

The latter part of the summer witnessed an almost total eclipse of the rough braid and triple-brim yacht and, coincidentally the sudden demand for sennits and splits.

With the end of the season came also the demand for wider brims on yachts, and at present we find brims ordered ranging from 2 3/4 to 3 1/4. Popular dimensions seem to be 2 3/4 x 22 3/4 and 2 3/4 x 3.

In negligee shapes a marked change has also taken place, the Alpine having lost its popularity in both Panamas and straws, and now a large variety of low-crowned, broad-brimmed effects, including telescope shapes, are offered.

All this is a direct result of the tremendous vogue of the real Panama last season, and the ingenious American manufacturer has introduced a myriad of new slightly negligee effects that are well nigh irresistible and must be strong competitors of the Panama. They are shown in sennits, splits, shinkes, Milans and even in Tuscany braids.

Statistics as to the quantity and values of the Panamas sold last summer would be interesting, but owing to the peculiar way in which Uncle Sam manages his book-keeping, figures are unobtainable from him, as he keeps no separate ledger column for Panamas, but figures them only in the grand aggregate of "straw goods." Even the best-informed men in the trade would not venture an estimate, for although ships' manifests are open to inspection, these merely give the number of packages, and the contents of these vary from 30 dozen to 120 dozen. Moreover, a great many of the Panamas that arrive here are in transit only, destined for Havana or other foreign ports.

The sale of Panamas thus far this season is greater than many seem to believe, and it looks as though the total sales on these goods for the season will be a factor. The intrinsic merits of this hat have enabled it to outlive the ridicule heaped upon it by some of the funny men of the daily press and reproduced by some senile trade paper editors.

The new season witnesses also the re-entrance into the field of black and

white and black straws, but it is of course too early to know what measure of success will be accorded the revival of a style, that had a tremendous vogue about ten years ago.

There is a growing sentiment in favor of a revival of fancy bands. Where shown they are in very neat effects, pronounced loud patterns not being purchased.

With the trade in a generally satisfactory condition it is not surprising to find that two firms who heretofore confined their energies to other lines of the hat business have branched out and joined the ranks of those who manufacture straws for the fine trade.

Taking for granted the probability of an increase of prices at the factory in such lines where an advance has not yet been declared, it appears that a great share of the responsibility of making a successful year of 1903 rests upon the retailer. He must meet it in the right spirit. A willingness on the part of the public to pay higher prices for hats was demonstrated both last summer, in the sale of better grades of straws and genuine Panamas, and also this fall season. This is greatly in the retailer's favor. After all, when it comes right down to a fine point, a man's hats cost him less per year than his clothes, his underwear or his shoes; yes, even less than his neckties, in the case of wealthy men who are careful dressers. Has the retailer ever fully used this argument?

And, after all is said and done, is there any one thing in a man's dress that so dominates his appearance and is so potent a factor in making him look prepossessing or repulsive as his hat?

Backed a Horse and Lost.

Pat—Did you ever back a horse in your life, Mike?

Mike—Yes, once, and only once?

Did you win anything?

No, begorra; that I didn't.

Why, how was that?

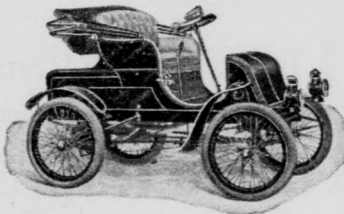
Well, you see, I backed the blessed boss through a shop window, and I had to pay.

Without temptation there would be no virtue in virtue.

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



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



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

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

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

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

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

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



PAN-AMERICAN GUARANTEED CLOTHING

will fill the requirements of every retailer who's looking for a "steady" trade in popular price clothing.

It's iron-clad clothing—and the buyer gets an iron-clad guarantee—"a new suit for every unsatisfactory one."

Found we could make better clothing for the same money with Union labor than without it, so we've added the Union Label, too.



Men's, Boys' and Children's Suits and Overcoats. NO CHANGE IN PRICE—\$3.75 to \$13.50.

Better enquire about our Retailers' Help Department—we're giving 14 different kinds of advertising this season. We'll tell you about it and send you samples.

Salesmen have them, too—and we have an office at 19 Kanter Building, Detroit.

WILE BROS. & WEILL
BUFFALO N.Y.

NATURE'S LABORATORY.

Work Now Being Carried On by Investigators.

The story of the work now being carried on by investigators in the laboratory of nature is really more wonderful and startling to the lay mind than the stories of the fairies and magicians of old. An unusual impulse has been given in this country during the last two or three years to the endeavor to trace the mystery of life down to its very beginning, if possible, and some very interesting developments have resulted from research along hitherto untried lines. The great difficulty with original research in this country in any scientific field has been the meagerness of the material support. What has been done has been done by men who have labored for mere love of the work; men who have been patient, enthusiastic devotees of science, but who have felt the handicap of financial limitation. The announcement, therefore, that a generous share of the \$10,000,000 given by Mr. Carnegie for the new institution at Washington is to be set aside for the construction and endowment of the finest biological laboratories in the world, means the opening up of a splendid field to American workers along these lines. Investigation will no longer be haphazard, but systematic, and very remarkable observations will no doubt be made and a great deal added to our knowledge of early life processes.

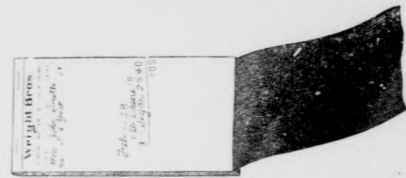
Once in a while the general reading public hears a little about what present wonder-workers are doing, as when recently the discovery made by Dr. Loeb, now of our State University, that unfertilized eggs of the sea urchin could be developed by chemical processes, was reported with more or less error in the press dispatches and magazine articles. And then somebody, who knows little biology but who has a vivid imagination, draws all sorts of strange and unwarranted conclusions, and triumphantly asserts that at last has been discovered the secret of life. The researches of Professor Loeb are extremely suggestive and scientific men are hopeful of a great increase to our stock of working knowledge about the development of the cell and the methods of growth of primitive organisms. But it is unfortunate and a positive hindrance to the work that all sorts of wild and utterly unwarranted speculations and prophecies are set afloat among the public and the impression given that they emanate from Dr. Loeb, by writers who know very little about the exceedingly difficult field of biology in which the distinguished scientist is working.

This same sort of thing has recently happened in the case of the famous Vienna surgeon, Dr. Lorenz, who has performed the bloodless operation for the reduction of hip dislocation in various parts of our country. The phrase "bloodless operation" excited the people until they imagine that he can perform any operation in this way and regard him as a wonder-working magician. As a matter of fact, this particular hip joint operation, which has so excited the people for the past month, has been performed many times in this country, and in our own city by our own surgeons, although Dr. Lorenz was probably the originator of the bloodless reduction method and has met with an unusual amount of success in his work.

In the vegetable kingdom the new scientific magicians are accomplishing wonders destined to have very far-reaching results. It will not be many

years now before we shall all understand and appreciate the curious and wonderful things that are being brought about by expert workers in the agricultural department of nature's laboratory. The scientists have lately been experimenting with the corn kernel, and as a result it is now possible to breed corn especially adapted to the purpose for which it is to be used. When we recall that a good corn crop means prosperity to a very large part of our country we see the significance of the work carried on largely at the Agricultural College at Urbana, Ill., and elsewhere. There they have been actually recreating corn, by processes of artificial selection and pollenization. They have persuaded the corn to produce more protein, the great tissue-builder of the race, or to increase the amount of starch, or to increase the quantity of oil in the kernel, or to decrease any of these elements. So that corn to be used for food is bred for protein, and corn raised for oil is bred for a high percentage of oil. For every per cent. of increase in the amount of oil contained in the kernel the value of the corn is increased five cents per bushel; in fact, one large manufacturing establishment offers just that price. The scientists tell us that the average yield of the corn farms in Illinois promises to be advanced ten bushels per acre by the new types of corn now being bred. This means an addition to the general wealth of that one State of at

Duplicating Order Pads



Counter Check Books

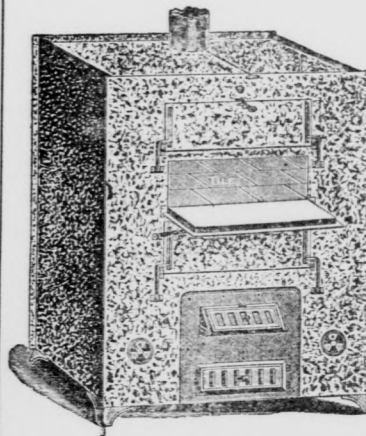
Simplify your work. Avoid mistakes. Please your customers. Samples and prices gladly submitted.

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Fremont, Ohio

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.

We are headquarters for

Tank Heaters and Feed Cutters

Write for list and prices.

Brown & Sehler

Grand Rapids, Mich.

Start the New Year Right

By stocking up with



Tryabita Food

the pepsin celery wheat flake.

Also

Tryabita Hulled Corn

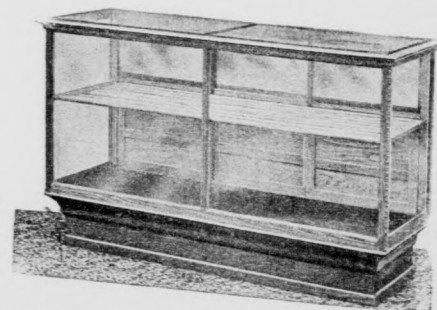
Both are trade winners.

Manufactured by

Tryabita Food Company, Ltd., Battle Creek

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 64 Cigar Case. Also made with Metal Legs. Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

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

least \$50,000,000 a year (counting 60 cents per bushel as the average price), and to the whole country of \$480,000,000 per year in national wealth.

And the same thing will soon be true of wheat. The kernel is being modified in various directions, and in a few years it is quite probable, almost certain, indeed, that the size of the grain of wheat will be increased sufficiently to add enormously to the wealth of the country. The man who shall succeed in slightly but permanently enlarging the wheat grain, yet keeping its quality unchanged, will be one of the greatest benefactors of the race this country or the world has known. And this is sure to happen very soon.

Recall what has been done with the potato. From the wild, half-poisonous little knobs on long, out-branching rootlets have been developed, stage by stage, all our fine, large, staple varieties of to-day. The Agricultural Department at Washington has estimated that one single common variety of potato has added to the wealth of this country \$17,000,000 since its introduction twenty years ago. But all kinds of fruits and vegetables are capable of modification and improvement just as much as the potato, and men are working to-day in nature's laboratory, producing forms of fruits, flowers and vegetables that will add enormously to the wealth and happiness of the world.

As we learn more about the habits of plants and know more of the laws which govern their life we shall be enabled to work in partnership with nature and help her to produce more beautiful flowers and more useful fruits. There is no reason except our own ignorance why we should not obtain fruits and flowers of any size, form, flavor or color desired. Some day we shall know how to produce them. The trouble at present is not with the plants, but with ourselves.

Here is the plant world with practically unlimited possibilities of development. All that is needed to increase size or productiveness or to improve flavor and color is just the intelligent co-operation of man. The plants will respond to all our intelligent efforts. The kinds we have nowadays will be considered very poor kinds by and by. The day is not far distant when one acre of land will produce many times as much grain or fruit or hay as it does now, and the grain and fruit and hay will be of a far superior quality. All our common fruits and flowers and vegetables have been produced from far inferior forms—the greening and the bellflower from the wild crabapple, the wheat from a grass, the American Beauty rose and the showy chrysanthemums from small, single, wild varieties. Everything that we now have in the plant world of fruits, vegetables, flowers or grains has been brought to its present state of perfection by the same processes of education and selection which is only a turning of the forces of nature into new channels for the welfare of mankind. We have directed our energies to improving the color and size of the rose and the size and flavor of the blackberry and raspberry. As soon as we turn our efforts to eliminating the thorns and briars with which they now protect themselves, showing them that these are no longer necessary, they will be dropped, just as the apple and strawberry and gooseberry have dropped them.

All this sounds to the man not "up" in this line of work most wonderful, if

not inconceivable. But again truth is stranger than fiction, and the truth in this case is that species are as plastic in our hands as clay in the hands of the potter, and all our common weeds and flowers will respond most generously to good cultivation and persistent selection.

Frank Stowell.

Recent Business Changes in Indiana.

Attica—G. S. Roadman succeeds Wm. G. West in the grain business.

Auburn—C. O. Berry has purchased the interest of his partner in the implement business of Morr & Berry.

Bluffton—Bender, Walmer & Barr succeed Bender & Walmer in the dry goods, millinery and shoe business.

Bluffton—W. S. Smith & Co., dealers in the clothing and furnishing goods business, have dissolved partnership and consolidated with Bender & Walmer.

Clay City—Bence & Brown, dealers in boots and shoes, have dissolved partnership. The business is continued by J. Henry Bence.

Foit Wayne—Edmund H. Coombs, wholesale iron and carriage stock dealer, has merged his business into a corporation under the style of the Edmund H. Coombs Co.

Greenfield—C. M. Gibbs & Sons continue the hardware business of C. M. Gibbs.

Indianapolis—Martin & Strieback, flour and feed dealers, have dissolved partnership. The business is continued by Chas. W. Martin.

Marengo—W. J. Hawkins has sold his general merchandise stock to Key & Key.

South Bend—The style of the Olive Branch Co. has been changed to the Olive Branch Remedy Co.

Tipton—W. H. Moore has purchased the implement stock of Grishaw & Mays.

Warsaw—Eugene Alleman has purchased the interest of his brother in the grocery and queensware business of Alleman Bros.

We have the Largest Stock in Western Michigan of

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

Send us your orders.

Sherwood Hall Co., Ltd.
Grand Rapids, Michigan

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

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

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

F. C. LARSEN COMPANY



**Wholesale Groceries and Provisions
Crockery and Woodenware**

61 FILER STREET Telephone 143 MANISTEE, MICH.

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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Ducks and brown osnaburgs have shown no special change in any way. The orders being received for bleached cottons have been on a limited scale, but the general market is in good shape and prices are unchanged. Wide sheets are firm and steady and coarse colored cottons in good demand, although the short supply restricts the amount of business being transacted.

Linings—The lining market, as a whole, has been exceedingly quiet and the past two weeks have shown no feature that would be of special interest. The demand for all staple varieties has been quiet. Kid finished cambrics have found an indifferent business, but there have been bids made and turned down that were within a small fraction of the sellers' prices. Silecias have ruled steady in all grades, but buyers have bought on a "hand-to-mouth basis" only. The demand for corset jeans, sateens and low grade satin linings has been small, but prices show no quotable change. Comparatively speaking, the best business has been accomplished in the better grades in specialties in mercerized and similar effects, both plain and fancy. The demand comes from both waist manufacturers and those who use it for lining purposes, and there is enough under orders to keep the market in good shape. Cotton Italians, Alberts, etc., also cotton warp Italians, mohairs, alpacas and other bright linings remain firm in price with a steady demand in the clothing trade.

Underwear—The underwear market has seen the approach of a stronger condition and as we have before pointed out, this is due to the firm stand which the most influential manufacturers have taken in regard to their methods of doing business. They did not rush into the market with their samples, afraid that their competitors would get all the business in sight and when they did place their goods before the buyers they were able to maintain a reasonable standard. There are some lines to be sure that have not followed this condition entirely, but it is true for the greater part, and it is hoped by those who are good authority on the subject that the time of "cut throat business" is passed. Those mills that are usually in a weak condition and unable to hold up their end of the market, will, it is thought, be able to stand on a firmer basis now that the stand has been taken by others and all will fall in the same rut, a good rut this time. Even those that are weakest will be sustained and encouraged by the attitude of the others. Prices are not as much advanced for the fall season as the cost of yarns would seem to justify and demand, but this is due to the fact that many mills had a considerable supply of yarn on hand bought at low prices and have made their prices on the finished product accordingly. Others who were less fortunate were obliged to fall into line. But with the price of yarn advancing even those that had a supply will find that they made a mistake in not placing prices a little higher, for it is thought that these very few have not supplies enough to carry them very far, and if they buy yarns in the present market, they will find that they do not even receive an old dollar for a new one. Lines of ribbed goods and fleeced goods on the market are not sold up by any means; in some cases, not as well sold

up as a year ago at this time. Nevertheless, the manufacturers do not seem to be worrying on this score; they claim to have done a considerable amount of business and that duplicate orders will fully take care of their production. It will be remembered that last year what was considered an ordinary demand, cleaned up the market and created a scarcity, and this year they expect nothing less and some go as far as to predict a far greater scarcity this year. There have been perhaps many reasons for feeling discouraged on the part of the sellers, yet each cause seems to have its balancing feature and in some cases features that more than balance the other. Ribbed underwear has been moving as rapidly as many agents would like. There have been a good many novelties placed on the market, evidently in an attempt to whet the appetite of the buyer, yet there are many reasons for believing that ribbed goods will keep a far better position by the end of the season than they do to-day; one of these reasons is that the jobbers are preparing to make greater efforts to sell ribbed goods than fleeced; the latter, they claim, do not give them a satisfactory profit, while ribbed goods do. Wool goods have been ordered to a considerable extent and manufacturers have, for the most part, a reasonable quantity of orders ahead of them.

Dress Goods—There is nothing particularly new in connection with the movement of dress goods at first hands.

WRAPPERS

Full Size.
Perfect Fitting.
Modern Styles.
Choice Patterns.
Carefully Made.

Prints and Percales.
Lawns and Dimities.

Price \$7.50 to \$15
per dozen.

Send for samples.
Manufactured by
the

Lowell
Manufacturing
Co.,

91 Campau Street,
Grand Rapids, Mich.



Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

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

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



RUGS

Made From
Old Carpets

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

Michigan Rug Co.

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

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



COTTON GOODS

Our stock of Organdies, Dimities and Lawns are now ready for your inspection and, as always, our line is complete in variety of patterns and colors. Remember that Linon and Greens are going to be the popular shades and our stock is well represented in these colors.

P. Steketee & Sons

Wholesale Dry Goods,

Grand Rapids, Mich.



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.

Wallow Lake, Mich., Nov. 22, 1902

The volume of business finding its way on to the books of the seller of dress goods, as far as lightweight lines are concerned, is not what one could well call sizable. As a matter of fact, as far as the general lines of wool and worsted dress goods fabrics are concerned, the business under way is light. Here and there lines may be pointed to which are attracting orders from day to day that are of considerable importance, and which may therefore be regarded as exceptional factors in the present situation. There is not what might be termed a steady demand of substantial volume from either the jobber or the cutter-up. The cutter-up has placed a very fair volume of business since the opening of the season on such goods as have appealed to him as suited to the needs of his suit and skirt business, and such purchases have covered a considerable range of goods, including the regular staple cloth effects, sheer fabrics of the etamine and veiling order canvas cloths; also Scotch suiting effects, bouretted effects and other novelties, but he has not yet reached the point where he can see his way to supplement in a substantial way his original purchases. The same thing is true of the jobber; the business that he has garnered from the retailer has not cut into the jobber's first purchases sufficiently to lead to much return business. The best return business has been secured on staple fabrics, and from present indications staples will hold first place in lightweight sales by a substantial margin. A very fair field of opportunity appears to be indicated, however, in novelty effects in medium and better grade goods. The advance heavyweight business that has been done is confined to the most staple fabric—goods that are perennially good. On fancies neither buyer nor seller knows just where he stands and there is a good deal of uncertainty as to how large a part fancy effects will play in the approaching season.

Carpets—Very little change has occurred in the carpet manufacturing trade during the week. With the exception of a few days previous to the close of the year, which some generally give over to stock taking, the production has been as large as usual when every loom possible is in operation. Business is large with the weavers, and orders are in hand that give promise of full employment for weeks to come. Jobbers are anxious that as many carpets as possible be made this season, as they feel they have use for every yard that can be made. Only a few of the initial orders have been entirely filled, there being a great deal to do yet before it can be said that the season is generally advanced to duplicate orders. Many of the large Eastern mills have sold their entire productions for the season and, even although they would, they could not take another order. The smaller mills have still a good deal of initial business to fill, but they will have some opportunity to take duplicate business, whether at present prices or better. Values are quoted very firm at the present time, there being no object to make any reduction under prevailing conditions. There seems to be a great deal of reliance based on actual conditions of to-day, as regards the possibilities of better values for the future. Wools are considerably stronger on this side as well as abroad. Yarns for worsted carpets are held with exceptional tightness at prices prevailing some months ago, said then to be extreme. The supply

of good combing wools in sight is limited indeed, and importations are very hard to be had. Liverpool dealers are asking higher prices by some few points over those paid a month ago, and it is said that they are getting what they ask. English spinners are also getting better values and the Kidderminster manufacturers are looking towards their trade with higher prices in view. The Philadelphia ingrain weavers are very busy and orders are on hand that will last some weeks to come. Western jobbers are anxious about the deliveries of the initial orders, which shows that the demands for spring have come in earlier than usual. Jobbers report that ingrains selling at about a half dollar are in the largest request, the cheaper supers selling from 25c up not being so well favored in the public buying.

Rugs—Everything in rugs is well sold up. Weavers are very busy and their machinery is being run as fast as possible. The large 9x12 Wilton Axminster and Brussels rugs have the best call in the better grades, and bring prices ranging from \$25 up. Small Wilton rugs are also in good demand. Smyrna rugs in the small sizes are good sellers, but weavers find that the large-sized rugs do not have much of a call.

No Need of "Scruples."

Sarcastic himself, Thomas B. Reed appreciated a joke at his own expense. One day he was browsing in Guild's dingy book shop at the foot of the capitol. He took up a number of books and finally the novel "Scruples."

"What is the price of this?" asked Mr. Reed.

"A dollar, sir," replied the old man rather tartly.

"Too much," said Reed laconically and laid the book down.

"Well, sir," retorted Guild, who has a sharp tongue of his own, "I don't know of any law you have passed that compels you to buy it if you don't want to. Besides I don't see what a member of Congress wants of a book with that title anyway."

Reed broke into a hearty laugh and as he rolled down the avenue he was still smiling at the old man's reply.



(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.

A Business Hint

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

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

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

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

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

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

Perfection Lighting Company

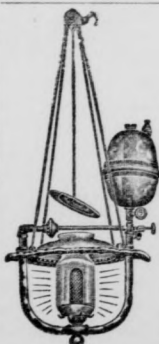
17 S. Division St., Grand Rapids

DEALER IN

General Lighting Supplies

AGENT FOR

Perfection Lighting System



FOR FIVE YEARS NOW

THE BRILLIANT

Gasoline Gas Lamps have been on the market and

THOUSANDS IN DAILY USE

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

FIFTEEN CENTS A MONTH

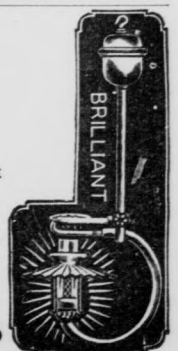
Every lamp is guaranteed and is a standing advertisement as the best lamp on earth.

THE HALO PRESSURE

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

Agents wanted in every town.

BRILLIANT GAS LAMP CO., 42 State Street, Chicago



Shoes and Rubbers

Passing of Hand Made Boots and Shoes.

Some one whose heart is tuned to mournful lays should write an ode of lamentation on the passing of the cobbler. The past fifteen or twenty years has witnessed the gradual demise of the shoemaking shop which, in years past, was the business and political center of many villages. In it the men of prominence and affairs would gather to discuss the crops, the weather, or, during times when national affairs were uppermost in men's minds, the political situation and outlook.

It was the golden age of shoemaking, and the remnants of that army of cobblers live to bewail the ingenuity of man by whose inventions they were brought to the level of other mortals. In days gone by there was not a more independent man, nor one whose favors were more eagerly sought, than this same cobbler. Even the plumber does not occupy a more exalted position than did the shoemaker, who considers that modern machines usurped his rights and deprived him of his heritage. The most prominent citizens acknowledged his power, and would bow most reverently to him and beseech the favor of an early attention to their orders. The belles and beauties of the neighborhood would visit his shop and entreat him not to disappoint them in the making of those white kid slippers which were destined to grace their feet at the coming ball. The barefooted school boy would timidly enter and enquire if his red-topped boots were finished yet, and when told they were not would stand rubbing one bare shin with his other foot and then, wearing a disappointed, frowning countenance, would wend his way homeward, anathematizing the cobbler, convinced that if he had to get up at daylight and go after the cows in his bare feet while the frost was still on the ground, with his feet so cold that every pebble they touched seemed to cut and bruise them, "he'd hurry with them shoes, he would."

In the city there were not dozens of retail stores on every street as now. The largest stores kept a small stock of cheaper goods for retail, but nearly everyone had his shoes made to order, and a small factory would be in operation usually on the second floor of the building in which the store was located, in which from ten to twenty men would be at work. One of the oldest shoe stores in Pittsburg is occupying the same site as it did at the time of its establishment, 1837. The father of the present proprietor was founder of the firm, and it has continued through various vicissitudes to the present day, with several minor interruptions caused by removals, and once the store was closed during the civil war that the shoemakers who were employed might go out and work on the fortifications which were being raised by the city in defense against a threatened invasion of the rebels. For working on the fortifications the proprietor gave his men the same wages that they received while in his shop. Few business houses have suffered so many reverses by fire, and this agency is responsible for many removals that have been made, but the firm has successfully withstood all the shocks of misfortune, and under the guidance of the son, who is now one of the Pittsburg veteran business men, prosperity seems to have come to stay.

A man who is so experienced in the

business is pretty well qualified to pass judgment on shoes, and it is his belief that the shoes made to-day are even superior to the old hand sewed shoes, for the machine never lets up on its standard of excellence, making all parts of a shoe and every shoe equally well, while the work of the shoemaker varies. This uniformity of the manner of making is in one way a drawback to retail dealers, as it gives all shoes the same general appearance, no matter what the quality. For this reason they are somewhat at the mercy of the manufacturers upon whose representations they purchase the goods. About the only way to judge shoes definitely is the way they wear, and by modern manufacturers it is claimed that they wear longer than when hand made.

Despite modern improvements it is several weeks from the time a high grade shoe is begun until it is ready for wear. This is because they are kept on the last until they assume the proper shape, for the time required for the actual process of making them is scarcely an hour. Once when ex-President Cleveland was a candidate for the presidency, Mrs. Cleveland was attending the Michigan State Fair. A shoe company that was exhibiting the process of making shoes with their machines, which they had on the ground, asked the privilege of making a pair for her. This they did and the measure was taken, leather cut out and the shoes completed and fitted within fifty-five minutes.

In manufacturing cheap heavy brogans the uppers are cut out by dies and there are only two seams to sew. If a firm wished to rush a pair right through each department it would not take more than ten minutes to do it. This quality of shoes are often made in about an hour, but during that time have passed through from twenty to thirty hands. The shoemaker who made shoes by hand could produce a pair in about a day and a half or two days. By modern methods the average would be about



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

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

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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.



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.

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.

If you wish to come to the front
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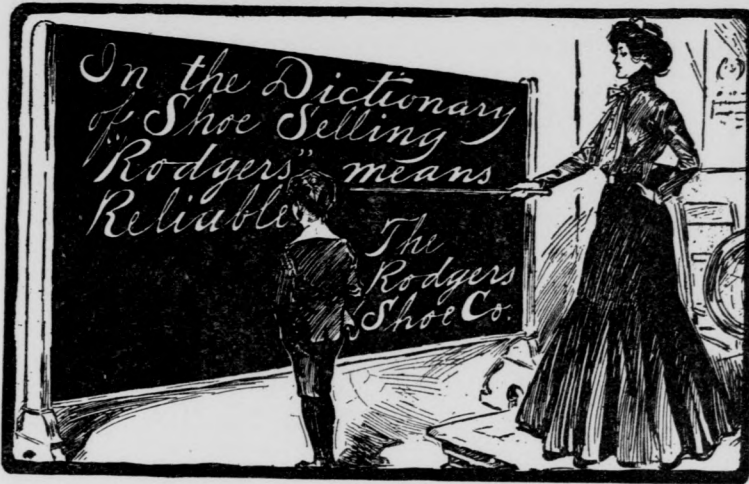
All Solid Shoes

They are warranted to wear.

Made by

Walden Shoe Co.

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



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.

four or five pairs a day to each employe.

There are few men of to-day who, when they were small boys living in the country, can not recollect a time when their ideas of being scrupulously well dressed were limited more particularly to owning a pair of red-topped boots. Country boys were not so extravagant as to wear boots in summer. They were foregone about the latter part of April and during the summer and until the middle of October often they were fortified against the rigors of the weather only by the thickness of their skins. Sometimes, too, when boots were resumed it was not yet considered cold enough to make stockings necessary.

Boys wore long trousers then, but when a fellow had a new pair of boots, you can rest assured that he did not cover them up, but tucked his trousers down his boot legs and let the red tops be exposed to the admiring eyes of all the little girls and be food for the envious thoughts of the boys. A strip of morocco leather sewed around the top of the boot gave an effect that was widely coveted, but the boots that were supreme in the boys' estimation had a gilt figure of a trotting horse stamped on them. It was usually effaced with one day's wear, but was fine while it lasted.

Although the trousers were long, they were not quite long enough, coming only to the ankles. As time went by they seemed to shrink and the boy would constantly grow larger, until it seemed like an explanation of the evolution of the knickerbockers for boys. The trousers rubbed together on the boots until they were worn to a fringe, and the boys' extremities presented a rather lamentable appearance.

Everyone bought footwear that was too small in those days. This was partly the fault of the shoemakers and the fashions were otherwise responsible. After running in their bare feet for six months children's feet would have spread so that it was reasonable to count on their shrinking up some after they put on shoes. The first day in shoes, or rather boots, if they were new, was one of mingled pain and pleasure. Their hearts swelled with pride and satisfaction whenever they stole a glance at their feet, but as the day wore on the pinching and pressure they were subjected to were almost intolerable, and occasionally pride was sacrificed to comfort, and the new boots came off to be carried about in their owner's hands the rest of the day.

But the most troublous period in the history of a pair of boots was after they had been wet. After being thoroughly

soaked they would dry out as hard as steel plate and ridges would be formed across the instep. A struggle ensued the next morning when the time came for putting them on. Pulling and tugging seemed to be of no avail and then the young man would sit on the edge of the bed, his hair tousled and his head sunk dejectedly on his breast, wiggling the toes of one foot while the other one was half sheathed in the boot which he despaired of getting on. The stentorian tones of his parent ordering him to hurry downstairs would evoke the aggrieved explanation, "I can't get my boots on." "Bring 'em down here," he would be told, and down he would trudge, holding a boot by the straps in each hand and presenting a very picture of defeated effort. It was judged that he would never get them on as they were, so he would be given a bar of soap and directed to thoroughly soap the interiors. With this lubricator and the combined efforts of the family, the obstreperous feet would finally be forced into the stubborn boots, and during the remainder of the day the unfortunate lad would travel about with his lower extremities so compressed that he could scarcely detect any feeling in them at all, and when they were with difficulty removed at night would find his feet worn into ridges.

There was considerable rivalry among the young men in owning the handsomest boots and displaying the prettiest shaped feet. In one country neighborhood there were two young fellows who were both candidates for distinction in this field. In preparation for a social event that was of much importance in that neighborhood one of them ordered a pair of boots that were quite expensive and which he calculated would eclipse anything that had ever been owned in that vicinity. He did not hesitate to advertise his new boots, and his rival heard of it and determined to surprise him, unpleasantly or not, he did not much mind.

He visited a neighboring town which had a shoemaker with a reputation and ordered a pair of boots, whose cost threatened to drive him to the verge of bankruptcy. When he called for them the day before the affair came off (it was a picnic), they more than fulfilled his expectations, fitting his feet very tightly, but displaying them in a most shapely and desirable style. These young men were going to take two girls who were sisters to the picnic and both arrived in their buggies at the farmhouse about the same time. He who had ordered his boots first was almost commiserating his companion, whom he

This is our Hard Pan Shoe

It is built to stand very hard wear, and it generally gets it. Farmers, plasterers, maltsters, masons, liverymen and many others following occupations trying to the durability of shoe leather say there is more value for the money in a pair of our Hard Pans than they can get in any other shoe, regardless of price.

The genuine Hard Pan has our trade mark stamped on the sole.



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

Original Makers

felt he was destined to outshine, and it was a severe shock to his nervous system when he caught the first glimpse of those resplendent boots. He stood with his hands in his pockets alternately surveying them and his own, and with difficulty withdrew his eyes from them while he said with a sigh: "Well, by thunder, you beat me!"

But during the day the victorious young man began to consider his victory rather costly. A dancing platform had been built on the picnic grounds and the entire day was spent in dancing, with time out for dinner. After about an hour of this exercise he began to consider that his boots, which he had regarded as a snug fit before, were getting most terribly tight. He tried to persuade himself that it was all a delusion and a sham, but he had pretty strong evidence to the contrary and the more he danced the worse his feet hurt. But he could not bring himself to give up this pleasure, so he hopped about (they were all square dances), first on one foot and then on the other, seeking pleasure and a relief at the same time. Finally his feet were burning so that he thought he would have to find some remedy, so he went out to the pump and pumped water in his boots, feeling somewhat uncertain as to whether it paid to be "a glass of fashion and a mold of form."

Extravagant prices were then paid for footwear. Many men when buying a pair of shoes to-day for \$4 or \$5 will tell of the boots they have bought for \$25. And there is no doubt that many people paid these sums for shoes which lasted no longer than they do now. Ten or fifteen dollars was not an unusual sum and the shoemakers had no difficulty in getting it. Now few people pay more than \$5 for a pair of shoes and scarcely anyone gets them made to order.

Cobblers claim that there is no money in the shoe business any more. Repairing is about the only work they get to do, and competition has taken all the profit out of that. Besides, the best white oak leather costs 44 cents a pound now, when it used to be only 22 cents, and the quality is not nearly as good. Formerly, tanners used to take from six months to a year to season a piece of leather, but by modern methods only a couple of weeks are consumed and cheap leather will be run through in twenty-four hours.

One realizes how arbitrary Dame Fashion is when it is considered how in such a small article as a shoe, where it would seem there was little or no room for variety, the styles constantly alter, so that two pairs of shoes can scarcely be bought in succession having the same appearance. It is the toe of the shoe that determines its style for the most part. Of course, there are other points which vary, but the construction of the toe varies most frequently. Within the past half dozen years or so the public has run the gamut from pointed toes to bulldog toes, to square toes, to round toes, and it seems as if it was about time to introduce pointed toes again, if the public will stand for such an extreme of fashion.

Few firms guarantee their patent leather shoes, for at best they are an uncertain quantity. If a shoe cracks open in an unreasonable time they will often replace them, but the manufacturers say they can not guarantee their shoes indiscriminately, for the tanners from whom they purchase the leather will not guarantee it. There have been

firms that widely advertised their patent leather shoes as guaranteed, but a local dealer asserts that there is a trick in the representations of many of them. They do not guarantee their shoes after they have once been worn through the soles, or have been repaired. To make themselves as safe as possible the bottom sole is made of thin, cheap leather, so that it wears out in the course of a month or more, and after that, if the shoe cracks, they can laugh at complaints.

If the cobblers are satisfied with the returns of their labor they may find some consolation in the fact that retail dealers feel that their lot is as hard as it could well-nigh be. It is stated that the percentage of profit on footwear is smaller than on any other commodity. Despite the fact shoe stores seem to be constantly on the increase. Women's feet look much more neat and graceful than they did when shoes were made by hand. Cobblers themselves acknowledge that the most skillful man of their trade could not make slippers as neat and delicate as they are made by machinery.

Some shoe dealers are wondering who will do the repairing when the present cobblers have passed away. No young men are learning the trade and cobblers are growing older and becoming fewer in number. But the cobblers are able to give the solution to the problem, they believe. In recent years they have found competitors among the flood of foreigners who are coming into the country and who are said to do work of a cheaper grade and kill the reasonable profit that should be made on the work. If this continues it may be expected that before long there will be none of the American cobblers, who have been almost as interesting figures in the industrial life of the country as the blacksmith.

BUY

**GOLD SEAL
PURE GUM
RUBBER SHOES**

Write for catalogue.

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

W. W. WALLIS, Manager

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
Grand Rapids, Michigan
11 and 9 Pearl St.

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



**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

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

USE THE **CELEBRATED**

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

FALSE HOPES

Based On the Windfall That Did Not Materialize.
Written for the Tradesman.

There was not a more popular store in Jenkinville than the one conducted by William Hendricks. Everybody about town called him Bill for short and the establishment seemed to be the shopping headquarters of all the farmers in that part of the country. Bill sold general merchandise. He carried a good stock of dry goods, groceries, clothing and footwear. His stock was complete and the country folk solemnly averred that Bill's bargains were the greatest ever.

Bill's family consisted of himself, wife and two children, son and daughter. They were prominent in village society, the young lady playing the organ in the village church, while Mrs. Hendricks belonged to all the aid societies and sewing circles in the burg. The son was head salesman in the store, which position he held with considerable success. The family took a prominent part in all village affairs and no great undertaking was ever launched without first interviewing Bill or his better half.

And thus it came about that the trade at the store grew in volume with every passing year. Notwithstanding all this, however, Bill was a man of little peace of mind. He longed to accomplish something great, something that would create a stir in the world. His wife also had ambitions and it seemed as though the youngsters, as Bill called them, were imbued with the same notions. Still, for all this, they plodded along in the even tenor of their way without letting the world know that anything was slumbering in the bosoms of the several members of the family.

But it came to pass one day that a mighty ray of sunlight struck the Hendricks home amidsthips and caused great rejoicing therein. Bill received a long and solemn letter from an attorney in Boston, the effect of which was to bring about a transformation in that home that nearly turned Jenkinville upside down. According to the communication Bill was the sole heir to a fortune of vast proportions, which had been left by a distant relative who had passed away in England. The fortune was so big that when Bill read the letter it almost took his breath away. There was hope for the family now for sure. They could satisfy their long cherished ambitions with the money that was soon to be theirs. They could cut a swath a mile wide and show the world that the Hendricks bunch was the real thing. Visions of automobiles, country seats, grand mansions and fancy dress balls of awe-inspiring brilliancy were the central figures around which they built castles of atmosphere. The future held nothing in store for them now but unalloyed happiness.

Jenkinville heard the news the next morning after the letter came. Bill carried a smile that covered his entire countenance. Everybody talked of the great windfall. A reporter came out from the city to get the inside facts in the case, together with photographs of the family, which were printed on the first page the next day under a lurid scare head in red ink. With the fame that was fast coming to them the Hendricks family began to acquire dignity in a manner most surprising to the villagers. Bill began signing his letters, "William Webster Hendricks," while the young man said "twousabs" and "scawfs" when selling pants and neck-

ties to the Jenkinville swells. Mrs. Hendricks' nose seemed to acquire a tendency to point in the direction of the heavens when she met the common folk of the place, and Miss Hendricks quit sounding her "Rs" in imitation of a young lady she bought candy of in a department store in the city several months previous to the windfall.

Now the people living around Jenkinville were quiet and unassuming citizens, but, like the proverbial worm, they at last turned. They came gradually to the conclusion that if the Hendricks family was so almighty good that common people were a bore, they would trade at some other store. The other merchants made special efforts to please them and it was not long before Bill had lost the biggest share of his business. He did not care much, however, because he knew that in a short time he would take possession of a fortune that would amply repay him for all he had let slip through his fingers. The daughter had a row with the church choir and all the societies gave Mrs. Hendricks the clammy look when they elected officers. The son was guyed by all the boys as he walked the streets Sundays, while the "cheap skates" of Jenkinville jollied Bill continually in the hope that by some hook or crook they might receive a social hand-out. Bill noticed, nevertheless, that the town leaders steered clear when they saw him coming. Bill was a sort of king among hogs.

About the time the other merchants had secured 80 per cent. of the Hendricks business, Bill received another letter from the lawyer in Boston, which epistle carried the horrible news that a mistake had been made in the matter of the fortune. Bill was not the right man after all. The man of legal lore wrote at some length and was kind enough to let him know that the real heir was a William W. Hendricks whose middle name was Walter. The real heir resided away out West and was already on his way to the Hub to claim his inheritance.

When this bombshell was exploded in the Hendricks home Bill kicked over a chair and said several words vigorously that are not to be found in the dictionary. The air castles were forgotten as the lofty aspirations and hopes of the family struck the earth with a dull thud. And as Bill laid awake that night and thought the matter over he came to the conclusion that he had made a fool of himself. His trade was gone, also a lot of money that had been wasted in cutting a swell after the first letter was received. Then, as a feeling of repentance came over him about midnight, he resolved to win back that trade and show the people that he still had a small portion of common sense left in his head.

And he did it. But it took a long time. To-day they call him plain Bill as they did before and he and his family are content to affiliate on an even standing with the common herd.

Moral—If it is necessary to feel your oats, it will always be well to do it when nobody is looking.

Raymond H. Merrill.

Quality is the essence of virtue. In newspapers quality is a desideratum not to be overlooked. Still, quantity must be considered. A newspaper may possess the first property in the superlative and still reach so few people as to make it of little value to the advertiser. It is when quantity and quality go hand in hand that a newspaper reaches the perfection of completeness from the point of view of the advertiser.

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 if the proper appliance for quick work is at hand.

THE PHENIX ^{Dry Powder} FIRE EXTINGUISHER

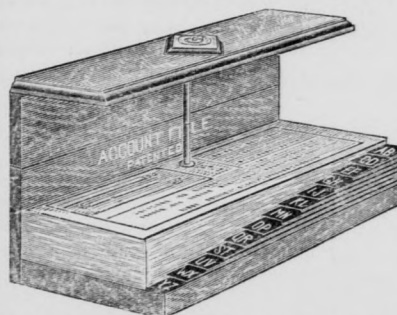
files this want. Price \$3.00 each., \$30.00 per dozen. So simple a child can operate it and when applied it does no damage to anything but the fire. Do not fail to investigate the Phoenix.

APPROVED FIRE APPLIANCE OF ALL KINDS.

JOHN L. SMITH, Mfrs'. Agent,

935 Michigan Trust Bldg.

Grand Rapids, Mich.



Account Files

For petty charges of the busy grocer. Different styles. Several sizes.

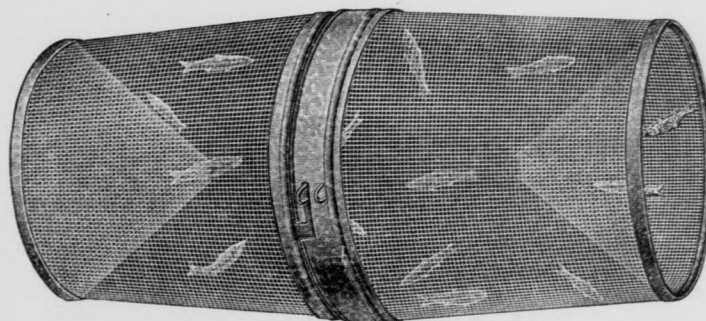
THE SIMPLE ACCOUNT FILE CO., Fremont, Ohio

500 WHITTLESEY STREET

NOT AT ALL OFFENSIVE

S.C.W. 5¢ CIGAR

"Sure Catch" Minnow Trap



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

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

Retails at \$1.25 each. Liberal discount to the trade. Our line of Fishing Tackle is complete in every particular. Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.

Woman's World

Man's Vanity Greater Than That of Woman.

One of the human frailties of which women are supposed to hold a close monopoly is personal vanity. Men are willing to admit that they indulge in a few big sins, but they contend that the petty weakness of unduly admiring oneself is a vice essentially feminine and they are never weary of gibing at their sisters for it. Milton represents one of the first acts of the first woman as going forth in search of a mirror, over which she hung in enraptured contemplation of her own image, but he says never a word of the fact that probably Adam had already been there before her and had had the first peep into the looking-glass. It is the peacock and not the peahen that spends its time flaunting itself in public and bidding for admiration.

The question whether man or woman is the vainer must always resemble a dispute between the pot and the kettle over which is the blacker. "Vanity of vanities," saith the preacher, "all is vanity," and the question is one rather of quantity than quality. Woman's vanity is that of the amateur, not quite certain of herself, that requires the glad hand and the applause of her fellow-creatures to bolster her up in her good opinion of herself. Man's is the certainty of the professional, so sure of his own perfection he can afford to disregard with serene complacency the carping critics.

When men bring the charge of superior vanity against women the first charge in the indictment is clothes. They point out with what they consider irrefutable logic that womankind spends half of its time in considering what it shall wear and the other half in putting it on, whereas the average man's wardrobe consists of a few simple garments that he can don on the road between the bath tub and the breakfast table.

Now, in reality, instead of woman's attention to matters of the toilette being proof of her greater vanity, it is an evidence of her self-depreciation. She realizes that she needs adventitious aids to increase her charms and enhance her beauty and she spends time, thought and labor in concocting costumes that remedy the defects of nature. It is not vanity but humility that makes a woman curl her straight locks, touch up her sallow cheeks with carmine roses and lace herself into a straight-front corset. She knows that fate has been niggardly to her in the matter of looks and that if she would make herself a pleasing object for her fellow-creatures to contemplate she must make good artificially, and, poor, misjudged creature that she is, when she does it her very virtues are attributed to her for vices. Her very modesty is accounted vanity and her desire to improve her looks is thought to be self-admiration of her beauty.

Compare this deprecating attempt of woman to enhance whatever good looks she has by means of pretty frocks and becoming colors with the superhuman self-esteem that leads man who scores her for vanity to feel that he does not need anything to improve his appearance and that, no matter how slouchy and ill-dressed he is, it must still be a pleasure for anybody to behold him. If there was any one thing on earth that improved a woman's looks as a clean shave does a man's, she would do it daily, although it flayed her alive in the doing, but so colossal is man's vanity that he

does not always take even this simple means of enhancing his appearance, but contents himself half of the time with going about with a dirty two days' stubble of beard on his face.

He feels that he does not need to—that he is so fascinating that he can take liberties with his appearance and that any woman will be pleased to be seen in his company no matter how he looks. No woman has that stupendous amount of vanity. She knows that no husband's admiration is proof against dowdy wrappers and curl papers and that, if she appears slouchy, slovenly and ill-dressed on the street, no man will be brave enough to promenade the thoroughfare with her, and so it is not vanity but lack of vanity that makes woman bestow so much care and attention upon her personal appearance.

The ill-dressed and slovenly man will say that he does not care what people think of him. That is nonsense. We all care what people think of us. We are bound to care because our happiness and prosperity demand it and nothing but the excess of vanity—an admiration of oneself so deep and profound and far-reaching and all-comprehensive that it can afford to do without any backing up from other sources—makes a man feel that he will "do" just as he is and that he does not need any further improvement. It is possible, of course, for one to applaud himself so loudly and vociferously that he shuts out the sound of the hisses of others.

On the other hand, the man who does care about his appearance takes about as much real heart interest in his clothes as a woman does. The set of a collar can become as burning a question as the set of a skirt, it takes as much time for a man to tie his necktie as it does a matinee girl to get on her hat and you could no more persuade a man to dress differently from other men than you could induce a woman to dress like other women.

Look down the aisle of a street car and every other man is hitching at his trousers in order to show the tops of his openwork stockings, the one little bit of frilly finery that fashion allows him. Think of the expensive Panama hat craze that swept the country last summer! Did ever feminine vanity devise a more senseless and extravagant fad than that? And is not the tendency of trousers to bag at the knees an ever-present sorrow with which the ingenuity of man has as yet been unable successfully to cope? No woman spends more time smoothing out her chiffons and coaxing them into fluffiness than a well-dressed man does in trying to erase the wrinkles in his trousers.

Leaving clothes out of the question, however, the next thing in which man shows his superior vanity is his child-like faith that he is interesting to everybody, and especially to women. Every man believes that every woman is dying to hear all about him and that she is absorbingly interested in learning the details of his business, his friends, his amusements, and so on. A man's definition of an intelligent woman is one who can listen for four hours on a stretch without yawning while he holds forth about himself.

No woman is vain enough to think for a moment that any man, except the one who is engaged to her, is interested in hearing the story of her life. She knows very well that, when she meets a man, if she began telling him about what "mamma said" and "papa said" and that she went down town and bought

Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

Full Cream Caramels,

Marshmallows.

MADE ONLY BY

Straub Bros. & Amiotte, Traverse City, Mich.

Our Travelers

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Are out with new patterns of English and Domestic Dinner Ware; many patterns that are controlled by us.

WAIT FOR THEM.

Geo. H. Wheelock & Co.

113 and 115 W. Washington St.

South Bend, Indiana

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.

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.

four yards of blue peau de soie and was making a new frock with circular ruffles and applique or Irish point, he would get up and leave and she would never, never see him more. Yet, topic for topic, dressmaking and shopping are just as interesting as the grocery trade and what the "fellow said" and the heartless attitude of the "old man" on the baseball question. If woman's self-esteem occasionally leads her to talk about herself she soon realizes her mistake and much experience has taught her that the way to make herself agreeable to her brother is simply to sit by and apply the corkscrew to him, instead of pouring out a gurgling flood of her own bottled-up reminiscences and experiences.

Another way in which man shows his vanity to be greater than that of woman is in his indestructible ability to believe that he is always a fascinator who can win any woman he wants. I have known men who had been refused by every woman they ever courted and yet who had not had their faith in themselves as a heart-smasher shaken a particle. They still believed with unabated confidence that they had only to drop the handkerchief to have every last woman around scramble for it. No matter how old and ugly a man is or how little he has to offer a woman, he is always genuinely surprised when she refuses to marry him and, as a matter of fact, in matrimony it is the man who sets all the conditions and the women who fulfill them. He demands that she be pure and good, pretty and amiable, while she—well, she takes what she can get.

It is this happy faculty of believing themselves irresistible at every age from the cradle to the grave that leads aged and wealthy gentlemen to think that the little debutante or the chorus girl they are espousing is marrying them for themselves alone, instead of having one eye on the will. Women have no vanity in love. They are always humble before it, wondering that so fair a guest has stopped at their door, and this suspicion often leads rich women to do their own hearts and worthy men grievous wrong in thinking that the men who really admire them are fortune hunters.

This peculiarity of the two sexes in matters of the affections is greatly to man's advantage and saves him from many pangs that women suffer. After a man has once won a woman's heart he possesses his soul in peace on the subject and it never occurs to him that he could lose it. Indeed, so overweening is his vanity on the subject that he seldom takes any trouble to keep the treasure he has won. He is so dead sure that his wife can not help but keep on loving him that he generally feels it perfectly safe to neglect her and snub her and fail to show her even the ordinary courtesies of life.

On the other hand, a woman is always in terror lest the love she has won may slip away from her. She keeps her finger on the pulse of affection and counts its heart-throbs and her constant query is: "Do you love me? Do you love me as much as you did yesterday, as much as last year, as much as when we were sweethearts?" Nothing is more pathetic—because it is such a confession of fear—than the classes of middle-aged married women we see everywhere taking physical culture and laboriously wading through studies in order to keep young in body and mind so that they may not lose the love of the men, who never give a single thought as to whether they

are in danger of losing their wives' affection—men, in bushels of cases, fifteen or twenty years their senior.

Take it all in all, there is no doubt but what man is vainer than woman; but, so far from this being a weakness, it is rather a strength, for vanity is a cushion that pads out all the angles of life and saves us from the pin-pricks of criticism. If we think well of ourselves it matter little about the opinion of others. Certainly no woman should wish man to be less vain than he is, for man's vanity is the harp of a thousand strings on which she can play endlessly—and always get an encore.

Dorothy Dix.

A Woman's Thoughts.

Beware of demure women. They are always dangerous.

A woman who has in her the savagery of the devil invariably has in her the sweetness of the saint.

Why should a woman everlastingly want to be a man—to take the rough and scuff of life? Little fool! Why is she not content to sit on silken cushions, in her glass case, and feed on nectar of roses? Why does she cry for her "rights?" It is her "right" to be man's comfort, man's solace, man's holiday.

When a man is jealous, proceed to get into a towering rage at his imputations. The rage will startle him and he will forget to demand explanations; and, besides, explanations always imply guilt.

A woman scoffs at the flattering approaches of other men, but that is only a bluff put up for the benefit of her husband.

Every man needs some woman to hang on to his coat tails to keep him from going to the devil.

A man loves a woman because she is a woman. A woman loves a man for the want of something better to love.

It is fate that gives us happiness, just as it is fate that gives us whooping cough and measles.

This talk about men ruling women is such blatant nonsense! As if there ever was a man who wore trousers that a woman's cajolings and a woman's caresses could not make putty of.

An American man puts his wife on a pedestal and his children on little steps around her. He is perfectly content to stand at the foot to worship and work for them. An Englishman mounts the pedestal himself, leaving his wife and children to find their appropriate places at his lordly feet. A Frenchman makes a great deal of noise about worshipping his family, but that is bluster to blind your eyes to a little private establishment of his own. A German puts his wife and children on a plane with himself—no better, sometimes a little bit worse.

Jealous people are always suspicious of the wrong person and crazy at the wrong time.

All women are fools in some form and all men are villains in some direction.

If men would pursue honor and religion as they pursue women and riches, the devil would soon be out of a job.

Suspicion is always knocking at the door of faith, and jealousy is always trying to push her through.

Always keep a man a little jealous. Masculinity does not value what it can hold easily.

Why should a woman quarrel with a man when she has such weapons as jealousy and indifference to bring him to terms?

We laugh at past follies. We philosophize over future follies. We drink deep of present ones.

My toast is to woman. The theme is old, if the woman is not. Woman!

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.



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

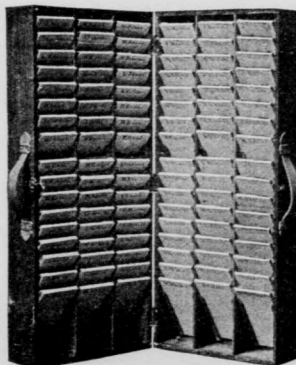
Putnam's Menthol Cough Drops

"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.

A FEW POINTERS



Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

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

A. H. Morrill, Agent
105 Ottawa St., Grand Rapids, Mich.

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

Butter and Eggs

Observations by a Gotham Egg Man.

How little do people outside of the trade appreciate the magnitude of egg production. I noticed recently an article in a Cleveland newspaper under flaring headlines—as if it were something of great import—announcing that a project is on foot among certain farmers in Ohio to establish an egg "trust" and construct a plant for packing and storing capable of carrying a million eggs. One would get the impression from the article that a million eggs would be enough to cut a big figure in the winter egg market. The comparative insignificance of such a quantity is brought to the lay mind only when it is pointed out that a million of eggs is less than 3,000 cases—about enough to supply one-third of New York's average consumption for a single day.

Although the scheme as outlined contemplates the holding of a comparatively small quantity of eggs it is worthy of attention as indicating a possible new development in the field of egg handling. In this case it looks like a co-operation of farmers in four or five adjoining counties of Ohio to handle and hold their own production; the description of the proposed plant indicates that liming or some similar process, will be the method of preservation.

My attention was called the other day to a form of "flat" designed to take the place of excelsior or other packing material at the bottom and top of egg cases. I believe a similar device was described in this column some time ago, but its form was somewhat different. This flat is made of a double thickness of heavy straw paper, folded by machinery into plait about three-eighths of an inch wide in such manner that the thickness of the plaited flat is something less than a quarter inch; when the flat is laid under the bottom layer of eggs it is yielding and slightly springy, and seems to be very well adapted to its purpose. Some egg experts who were looking at the device at the same time considered that it would be excellent for use on the bottoms of the cases—where it would permit abandoning the use of other packing—but all agreed that it would not be safe to use it on top of the cases without excelsior or cork, because of the necessity of varying the total depth of packing according to slight irregularities in the size of the cases and fillers. It is very essential that the case cover shall draw down snugly and firmly on the contents of the case, and unless the cases and fillers are made with great exactness it is necessary to have the top packing adjustable. These flats have not been at all generally adopted by egg packers, but I should think their merits would be appreciated for bottoms of cases.

Our egg receipts have continued very light during the past week, but the market has been slow to develop any upward tendency. The accumulation of late gathered eggs in store has acted as a weight on the market, preventing the buoyancy that would otherwise have resulted from the very light current arrivals, but the better qualities—such as could be satisfactorily used in the better class of trade—have been gradually wearing down and toward the close dealers have had more difficulty in obtaining a supply of the desired grades, leading to an advance on Tuesday of 1/2¢ on the better qualities.

The stock in store consists partly of

eggs that have cost high in the country and are held here under shippers' limits at higher prices than could recently be obtained, and partly of medium and lower grade eggs, which have been hard to move at prices that seem fairly proportionate to quality.

Advices from most sections of the country have indicated light collections and shippers, particularly in the South, have evidently been paying prices above a parity with values here, partly based on local outlets and partly upon a belief that our market would be forced to a higher level. But while prices have now been pushed up a little on the highest grades the future of the market is quite uncertain; a return of very bad weather in Southerly and Southwestern sections would perhaps lead to a clearance of fresh stock from our market and establish a higher level of prices, but under a continuance of moderate weather we should soon begin to get more eggs. There are now reports of lessened far Western outlets, a little more stock is being turned this way from the far Southwest, and it is possible that we shall hereafter get a little larger proportion of the surplus from that section—with favorable weather this would soon be considerable.—N. Y. Produce Review.

Cyrus's Wants.

Hiram—Yes, old Cyrus Kale went to the town paper and advertised for a cook, laundress, seamstress, woodcutter, milker, barnyard attendant, soapmaker—

Silas—Stop! How in tarnation much space did all them advertisements take up?

Hiram—There was only one advertisement. Old Cy advertised in the personal column for a wife.

POULTRY

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LAMSON & CO., BOSTON

Ask the Tradesman about us.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency.

Grand Rapids, Mich.

I CAN SELL YOUR REAL ESTATE

or business, no matter what it is or where located. The owner must in advance, I do not sell, better, faster or more sure, than of goods and lines, unless right, or want a partner, send two stamps for my Bulletin. If you want to BUY, send for FREE copy of BARRON'S MONTHLY BULLETIN. It is full of bargains. **A. M. Barron, South Bend, Ind.**

\$150 EVERY MONTH SELLING THE MOST PROFITABLE REAL ESTATE IN THE WORLD. I will sell you in every house (or lot) in the city, town, or country that will sell in any territory. I will sell you in any territory. I will sell you in any territory. I will sell you in any territory. **ZENO M. O. SUPPLY CO., SOUTH BEND, IND.**

\$30.00



will buy a ROYAL GEM Lighting Plant complete. It will produce 1,500 candle power light at the cost of 1¢ 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.

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.

POTATOES

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

H. ELMER MOSELEY & CO.

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Long Distance Telephones—Citizens 2417

Bell Main 66

304 & 305 Clark Building,

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SHIP YOUR

BUTTER AND EGGS

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R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

BEANS AND CLOVER SEED WANTED

Mail us sample with price Beans and Clover Seed if any to offer.

MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

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.

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.

Fattening Geese for Big Livers.

Last spring a truck farmer near Washington was urged by an acquaintance who is fond of pate de foie gras to make a trial of fattening geese for their livers.

He had most of the facilities for just such a trial. Accordingly ten mature, healthy geese were separated from the flock, wings clipped and shut up in a yard perhaps forty feet square, with shelter, in which they had access to a pond perhaps a dozen feet across. For a time they were fed liberally with corn and chopped green things like cabbage leaves, grass and so forth. This was a preliminary process to the forcing one subsequently adopted.

Under these conditions they remained lively and perfectly healthy, and thrived wonderfully, having outgrown their brethren at large by a third in the short space of half a summer. On September 1 their treatment was changed.

The birds were separated and each penned up by himself in a ridiculously small space. The floor was of sand and gravel. This goose corral was in a quiet spot, away from the daily movements of farm life. The forcing process now began, mainly upon lines supposed to prevail in the foreign trade. Each goose had a small feeding trough. Each one was watered once a day. First and last several different kinds of food were tried in this experiment, but eventually finely ground cornmeal, wet with milk when there was sufficient, otherwise with warm water, was adopted as the cheapest and most effective. Cooked meal was not tried. They grew enormously under this treatment, but toward the end very dull and lethargic, so much so that one would occasionally lose his balance and roll on his back and be wholly incapable of recovering his feet without assistance.

Of course these novices in the business knew not when the livers were ripe, but the farmer did know when the food ceased to have proper effect upon any fattening animal.

The farmer was brought into conference with one of Washington's great hotel keepers.

Upon being informed of the experiment in progress, without making any promises as to the livers, he bade the farmer go home and on the day before Thanksgiving kill half the lot and bring him both the livers and the carcasses. He agreed to take the dead geese "unsight and unseen" at \$2 apiece, the liver deal to remain open until the livers could be seen.

The five geese were duly killed. When the biggest goose was opened the liver weighed two pounds and three ounces, about one-eighth of the bird's weight.

The other four livers were nearly equal in size. The question of producing foie gras d'oise on the Potomac seemed to be settled. The farmer who wrought this result has already matured his plans for a much greater venture.

When he first saw them the hotel man was suspicious that he was the subject of a practical joke, the livers were so large. He thought they were pigs' livers. But, as agreed, he paid \$10 for the carcasses and allowed the farmer \$3 each for the livers, \$25 in all for the five birds. He subsequently took the other five at the same rate.—New York Commercial.

The World's Greatest Cauliflower Beds.

From humble and insignificant beginnings in 1870 cauliflower growing for market on Eastern Long Island has reached that stage where it can be called

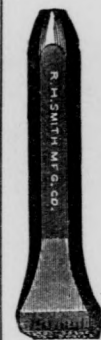
an industry of magnitude, writes the Brooklyn Eagle's Riverhead, L. I., correspondent. It is claimed by farmers, and the statement is generally looked upon as true, that nine-tenths of all the cauliflower consumed and grown in the United States is raised between Manorville and Southold—a distance of not more than twenty-seven miles as the crow flies.

In 1870 the total net valuation of the crop in this section was \$1,600. Two men raised a small piece and cleared \$800 each. In 1901 102,117 packages of stock (mostly barrels) were shipped through the Long Island Cauliflower Growers' Association; probably as much more was shipped by other means to market. The exact sum that this would represent is not known, but a conservative estimate places it above \$200,000.

The year 1901 was a record breaker, far surpassing the yield of any previous year. The season of 1902, just closed, in point of output and money, far exceeds 1901.

Although accurate figures are not at hand yet as to the total shipment and total valuation, it is estimated that over 230,000 packages have been shipped through the Association, hundreds of tons have been delivered to the salting houses and hundreds and probably thousands of packages have been sent to market by express and freight that were not handled by the Association's special trains. In money, it is figured that the crop represents upward of \$300,000 this year.

Since its beginning on Long Island, farmers have found the cauliflower crop a moneymaker. Mortgages on farms have been lifted through its means and banks have done a thriving business. Many a man owes his nest egg in a savings bank to the cauliflower crop.



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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

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.

The receipts of poultry are now running very high. Fancy goods of all kinds are wanted and bringing good prices. You can make no mistake in shipping us all the fancy poultry and also fresh laid eggs that you are able to gather. We can assure you of 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

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Butter

I always want it.

E. F. Dudley
Owosso, Mich.

Michigan Maple Sugar Association, Ltd.

PRODUCERS OF

High Grade Maple Sugar and Syrup

119 Monroe Street,

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Pure Maple Sugar

30 lb. Pails Maple Drops, per lb. 15 c
50 to 60 drops per pound.
30 lb. Pails std. Fancy Moulds, per lb. 15 c
20 to 30 moulds to pound.
100 lb. Cases, 26 oz. bars, per lb. 9½ 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. 10½ c

Pure Maple Syrup

10 Gal. Jacket Cans, each. \$8 50
5 Gal. Jacket Cans, each. 4 50
per case
1 Gal. Cans, ½ doz. in case. 5 75
½ Gal. Cans, 1 doz. in case. 6 25
¼ Gal. Cans, 2 doz. in case. 6 50
⅓ Gal. Cans, 2 doz. in case. 4 25

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if you have a doubt about our ability to render you good service. MICHIGAN TRADESMAN knows we are all right or we would not be here.

POULTRY, BUTTER, EGGS, VEAL, POTATOES
COYNE BROS., CHICAGO, ILL.

PAPER CHEESE BOXES.

Problem Solved By Jefferson County New York Inventor.

Watertown, N. Y., Dec. 8.—The vexatious problem of obtaining cheese boxes seems likely to be solved. L. D. Lewis, of Adams, has succeeded in perfecting a cheese box made of pulp which appears to be what the cheese dairymen have been looking for.

Two samples of the new paper boxes were on exhibition Wednesday evening at the Watertown Produce Exchange banquet and attracted much favorable comment.

Mr. Lewis has been awarded a patent on his invention and it is proposed to begin the manufacture of the boxes on an extensive scale at some favorable point in Northern New York.

In 1867 Mr. Lewis and his brother, Friend Lewis, were operating a large cheese factory at Adams. The latter devised a paper cheese box and a shipment of their cheese was sent to Liverpool enclosed in this new style of package. A request was sent to the receiver to return one of the cheese in its original box, in order that the inventor might know the condition in which the cheese arrived in market. Owing to the fact that no provision was made for ventilating the boxes the experiment was not a success, and nothing further was done.

One year ago Charles S. Kellogg was appointed by the Watertown Produce Exchange a committee to investigate the possibilities of a paper box for shipping cheese, as a result of a discussion of the cheese box problem on the Exchange. Mr. Kellogg interviewed several of the paper manufacturers of the Black River valley and received considerable encouragement that the plan of making paper cheese boxes was feasible. Nothing definite, however, came of the investigation until recently. Mr. Kellogg, remembering the previous attempt by the Lewis brothers to make a paper cheese box, conferred with L. D. Lewis, who at once went to work to devise a paper box which would meet the requirements.

The matter of ventilation of the box received special consideration and as a result of his labors Mr. Lewis sent a model of his new box to Washington and in June of the present season was awarded a patent.

The paper box has several advantages over the present wooden packages in being more durable, more attractive and lighter, at the same time costing no more. The cheesemakers have experienced much difficulty for the past two years in securing enough wood cheese boxes to meet their needs from week to week. The box factories have been behind in their orders and there have been annoying delays in getting supplies. This feature of the case is not likely to improve, but rather to become more serious as time goes on, so that if the proposed new box proves successful it will prove a great boon to the cheesemakers.

One of the sample boxes shown at the Exchange banquet was made of pulp and the other of paper, the former appearing the more desirable. The weight of a paper box for a sixty pound cheese is three or three and one-half pounds, according to the material from which it is made. The boxes are uniform in size, a decided advantage over the wooden box, which often varied in size. The paper boxes are put together with cement, making them practically air and moisture proof. Both top and bot-

tom covers are arranged to provide for ventilation.

A cheese from a neighboring factory was placed in one of these new boxes in a cellar at Adams in September and at the present time is in excellent condition, having lost but little from shrinkage and being clean and bright.

The sample paper boxes shown at the Exchange banquet will be sent to Jamestown and be exhibited at the annual convention of the New York State Dairy-men's Association, which meets there this week.

Not Keeping Up With the Progression.

Dairy Commissioner McConnell, in an interview with the St. Paul Globe, said the other day:

One thing that strikes me very forcibly is that Minnesota cheesemakers are not keeping up with the cheesemakers of other states. In Minnesota there are something over 100 factories, while in Wisconsin there are nearly 2,000. Not only has Wisconsin twenty times the number of factories there are in Minnesota, but Wisconsin cheese brings from two to three cents more a pound than the Minnesota product.

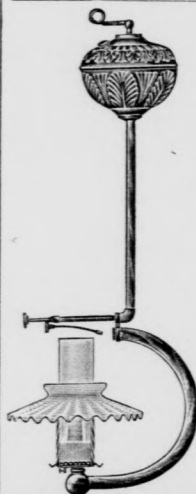
The Minnesota cheesemakers have just as good material as the Wisconsin men with which to manufacture the product, but it is admitted there is a considerable difference in the quality of the cheese and also in the price secured. Now to my mind the whole trouble is that our cheesemakers do not make the right kind of cheese. If I am reappointed as head of the Dairy and Food Commission I shall at once secure the services of an expert from Wisconsin and have him devote at least six months to showing our cheesemakers how the Wisconsin product is made. There certainly must be something in the making of the product which causes the demand for it and puts the price two or more cents per pound above the Minnesota article. As I said before, I have decided if I remain at the head of the Department for another term to get a Wisconsin expert to visit the cheese factories of this State and give our cheesemakers points as to the manufacture of the product which will place it on the same grade with the cheese made in Wisconsin.

Need to Haste.

"I think," said the first business man, "I'll go home to lunch to-day. A new cook arrived at our house just after breakfast, and she has the reputation of being a good one."

"Why not wait for your usual 6 o'clock dinner?"

"She may be gone by that time."



The
"CROWN"
Incandescent
Gasoline Lights

Latest and most
perfect on the
market.

Write for catalogue
and prices.

The Whiteman
Mfg. Co.
CANTON, OHIO.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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.

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



**Hay and
Straw
Wanted
Quick**

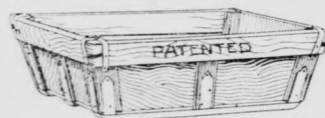
In any quantity. Let us know what you have and we will quote prices for same F. O. B. your city. Extensive jobbers in

PATENT STEEL WIRE BALE TIES

Prices guaranteed. Write for price list.

Smith Young & Co., Lansing, Michigan
1019 MICHIGAN AVE. EAST

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



**Delivery and
Display Baskets**

They contain all the advantages of the best baskets. Square corners; easy to handle; fit nicely in your delivery wagon; will nest without destroying a basket every time they are pulled apart. One will outlast any two ordinary baskets. They are the handiest baskets on the market for grocers, butchers, bakers, etc., or any place where a light package is required.

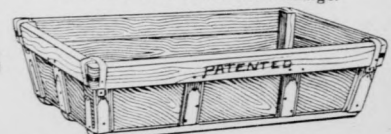
$\frac{1}{2}$ bushel size..... \$2.50 per dozen
 $\frac{3}{4}$ bushel size..... 3.00 per dozen
1 bushel size..... 3.50 per dozen

Send us your order for two or more dozen and have them lettered free of charge.

Manufactured by

Wilcox Brothers

Cadillac, Mich.



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.

Ludington Appeal: Chas. Sandorf has taken a position as traveling salesman for the Edwards-Stanwood Shoe Co., of Chicago.

Wm. J. Clarke, the Harbor Springs Poo Bah, will spend a couple of months in California. He will be accompanied by his wife and daughter, Miss Edith.

The Miles Hardware Co. has two men on the road with its fishing tackle line—Archie Loughheed and D. C. Elliott. Both are meeting with a hearty reception at the hands of the trade.

It is reported that L. M. Mills is bringing to bear all the pressure at his command to induce his house to give him one additional town. The Tradesman has been requested to suppress the name of the town for the present.

H. E. Bowen has leased what was known as the Riverside Hotel, at Elk Rapids, and has remodeled the house, put in steam heat throughout and is furnishing it in first-class shape with modern furniture. He intends to keep an up-to-date hotel.

Oscar L. Race, for two years on the road for Geo. H. Reeder & Co., and subsequently traveling representative for the Wayne Shoe Co., has engaged to cover Michigan for the W. L. Camahan Shoe Co., of Ft. Wayne. He will continue to make Grand Rapids his headquarters.

Geo. H. Wheelock & Co. have moved E. Clinton Adams farther north, so that he will hereafter cover the Upper Peninsula and only a few towns in the northern portion of the Lower Peninsula. The trade Mr. Adams has called on will hereafter be visited by Geo. Smith, for the past three years on the road for Jenness & McCurdy, and W. E. Robertson, who has clerked in a retail grocery store in Detroit. Both are young men of energy and excellent character who will strive to achieve good records in the new positions. Both will continue to reside in Detroit.

N. Christopherson, who formerly visited the trade in the interest of the Speich Stove Repair Co., Milwaukee, will hereafter represent the A. J. Lindemann & Hoverson Co., of Milwaukee, manufacturer of stoves and pressed steel goods and oil and gasoline stoves and ovens. In the short time that "Nick," as he is generally known, has been on the road, he has made many warm friends, who will be glad to know of his advancement and who will wish him success with his new house. He will make his home at Manistee and will devote a good share of his time to the jobbing trade in Indiana as well as Michigan.

E. Clinton Adams is filling engagements as an entertainer during January and February, at the end of which time he will resume his road duties with Geo. H. Wheelock & Co. He has a few open dates left, which he is prepared to give any organization desirous of securing his services. He may be addressed at South Bend. He gave three entertainments in this city last week and those

who were so fortunate as to see him on either occasion could not fail to note a great improvement in his work. Those who saw Herrmann at Powers' opera house Saturday insist that his work is inferior in every respect to that of Mr. Adams.

Escanaba Journal: F. C. Comstock, of this city, who for several years has been traveling in the interests of the wholesale grocery house of Roundy, Peckham & Co., of Milwaukee, has been elected Vice-President of the company, which has recently been reorganized. The firm name is now the Roundy, Peckham & Dexter Co., and former President Roundy is succeeded by Charles J. Dexter. The company is capitalized at \$350,000 and is in a most prosperous condition. Mr. Comstock will enter upon his new duties soon and he and his wife will go to Milwaukee in about a week. Their departure from Escanaba will occasion a general feeling of regret.

Petoskey Independent: "Our Mr. Pettengill" is the way the Musselman Grocer Co., of Grand Rapids, will refer to Samuel Pettengill after January 6. Mr. Pettengill has been numbered among Petoskey's prominent business men, having for years conducted a grocery business on Mitchell street. Although in recent months Dame Fortune has been a trifle adverse in her administrations, Sam has kept his shoulder to the wheel and illustrated the material in his make-up. Mr. Pettengill is, firstly, a hustler. He has a magnetism in manner and a smooth address, which should bring him to the front in his new venture. Sam covers the Northern Michigan territory, including Petoskey, for his house.

Pleasant Dancing Party—Surprise on Mr. Davidson.

Grand Rapids, Jan. 12.—The party Saturday evening, Jan. 10, at St. Cecilia hall, given by Grand Rapids Council, No. 131, U. C. T., demonstrated to all present that the traveling men's parties this winter are about the proper place to go for a good time, for it was a happy gathering and as many present as could be comfortably taken care of. Dancing was continued until 12 o'clock. The next party will be on Saturday evening, Jan. 17, at the council rooms, and will be something of a combination—card playing from 8 to 10, a shredded wheat biscuit luncheon from 10 until 11 and dancing until 12 o'clock. Come and join the merry throng, everything Saturday evening being complimentary.

During the evening a little surprise was sprung on Brother C. C. Davidson. As he was to leave the next day on an eleven months' trip to England a number of his friends—all members of the U. C. T.—purchased a beautiful gold U. C. T. watch charm. Past Senior Counselor John D. Martin—in a neat little speech touching on the privileges many enjoy by being with their families every Sunday, while others who, through their work, are deprived of so much pleasure—presented Mr. Davidson with the charm, accompanied by a letter containing the best wishes for success in his new undertaking and the names of all who contributed. Mr. Davidson was completely taken by surprise and could hardly find words to express himself, being deeply affected by gratitude to his many friends for giving him something to carry on his long journey—something he would highly prize coming to him as it did, and also something by which he would be known as a man from Grand Rapids, Mich., and belonging to Grand Rapids Council, No. 131, United Commercial Travelers. At the close of the dancing party Mr. Davidson was banqueted at the home of Mr. Martin. Ja Dee.

The boy who can not be ordered will never rise to order others.

GONE UP HIGHER.

Promoted from Traveler to Department Manager.

Duluth, Minn., Jan. 12.—I am pleased to inform you that I am located permanently in Duluth, and my only regret is that I was obliged to leave my old home and friends in Grand Rapids. After an association of nearly thirty years, you may readily understand that it was not without careful deliberation that I made the change, but when you understand the circumstances I think you will acquiesce with me in the move.

I was not prepared to tell you at the time I saw you last that such was my anticipation, as things at that time had not shaped themselves so that I could and my time being fully occupied with the F. F. Jaques Tea Co., of Chicago, up to January 1 prevented my seeing you again, much to my chagrin.

I have accepted a very fine position with the Stone Ordean-Wells Co., of this city, as manager and buyer of their principal department, and am now installed in my new office. You remember some time ago I wrote you that I was anxious to leave the road and have been watching my opportunity since then.

Duluth is a most charming city and I assure you that I shall make an effort to hold as high a position here socially and otherwise as I did at home. Mrs. White, who is here with me temporarily, intends returning in the spring and remaining until our son, Charles, graduates, when we expect to locate here permanently.

I left a very lucrative business on the road to accept this, but I have felt for some time that after twenty-two years' constant traveling I was entitled to a little respite. The Stone-Ordean-Wells Co. is one of if not the largest concern of the Northwest and Eastern jobbers have little conception of the magnitude of their business, and I shall be very much gratified in using all my endeavors to promote the still further increase in my department, as I believe I have the ability to do.

I shall write to you occasionally the conditions in this particular locality when I think I have anything to interest the readers of your valuable paper. If you think I could write you another article on the subject of tea, write me and I shall prepare one for you, without a repetition of any of my former remarks.

The weather is a little bracing up here, but everybody appears to dress much warmer than at home. From a casual glance in passing through the streets, I would consider it a town of much wealth and strictly up to date.

Algernon E. White.

Took a Mean Advantage.

For half an hour yesterday afternoon a big, husky farmer, with his left arm in a sling, paced the hotel lobby. Occasionally he forgot and carried his umbrella in the hand of the "injured" arm. It was evident the sling was a delusion and a snare.

"What's your game?" queried a chewing gum drummer, who had a sense of the curious.

"I'll put you next if you will promise not to tell," said the farmer, who by this time was becoming excited. The promise was given. "I've been corresponding with a girl from Brown county, Ind. Met her through a matrimonial bureau. Never saw her, but we're to be married and this hotel is the meeting place. Wouldn't know her if we were to meet. This will tell her that I'm her future husband," and the man pointed to the sling. "She'll have on the same kind of an arrangement. Wait and see what happens."

The drummer waited. Half an hour later he saw the woman. She was homely, frightfully homely, the drummer thought, and then he looked to see the effect. He beheld the man hiding behind a marble column. Evidently the

woman was looking for him. Her eyes turned in all directions. The drummer lost sight of the man for a moment. When he came from behind the post there was no trace of a sling. He was twirling the umbrella in the "injured" hand again, looking sheepish and was making a bee line for the exit. A half hour later the woman asked the drummer if he had seen "a man with a sore arm." The drummer said he had not.

Organization of Owosso Council.

From the Owosso Times.

Owosso Council, No. 218, United Commercial Travelers, was organized last Friday evening, with twenty-one charter members. This order is a secret and accident benefit association composed of commercial travelers. The tenets of this order are unity, charity and temperance. The Supreme Council is located at Columbus, Ohio. There are twenty Grand or State Councils, with a total membership of 22,000.

There were present at the organization of Owosso Council representatives from the Supreme Council, the Michigan Grand Council; also from Detroit, Toledo, Jackson, Saginaw, Bay City and Flint Councils. The following are the officers elected by Owosso Council for the ensuing year:

- Senior Counselor—E. M. Richardson.
- Junior Counselor—F. M. Crowe.
- Past Counselor—A. D. Chase.
- Secretary-Treasurer—R. P. Bigelow.
- Conductor—J. B. McIntosh.
- Page—H. G. Matlock.
- Sentinel—J. H. Copas, Jr.
- Executive Committee—J. W. Thorne, B. D. Palmer, August Stephan, Henry George.

After the work a lunch was served, followed by a smoker and a very pleasant hour spent at the Wildermuth.

His Preference.

"Would you like to be President?" asked the good old gentleman in the park.

"Naw," responded the youngster in the golf cap. "I'd rather be the President's little boy."

"And why?"
 "Because then I could get my name in the papers if I only scratched my nose or had my picture taken."

No Waste.

"It seems to me," remarked the customer, as she watched the man at the market trim the slice of ham she had bought, "you are wasting a good deal of that meat."

"Not at all, madam," he said, genially, "I weighed it first."

You Will Be Satisfied

that all the people say about us is true after you have visited here. There is not a hotel in the State that can compare with this one—so the people say who have stopped here, and so you will say after having given us a trial.

Livingston Hotel

Grand Rapids, Mich.

The Warwick

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

Drugs--Chemicals

Michigan State Board of Pharmacy

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

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

Examination Sessions.

Grand Rapids, March 3 and 4.
 Star Island, June 16 and 17.
 Houghton, Aug. 23 and 24.
 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.**

Simple Method of Classifying Pills and Tablets.

Even when the number of prepared tablets and pills necessary for a full stock was much smaller than it is at present, I remember I used to dread a prescription calling for this now much-ordered class of preparations. Then, in common with not only many druggists of that day, but this as well, upon receiving a bottle of tablet triturates from my jobber I would place it at any spot in the pill case which chanced to be most convenient. When a prescription came in for a particular make of one or another pill or tablet, a long search through the case would most probably ensue. Although perhaps inwardly muttering irreverent words, I would be forced to remember the old maxim, "slow and sure," and patiently pull out the bottles on shelf after shelf. Many were the times that, although I knew a certain tablet or pill was in stock, after I had made what I thought to be a thorough search of the case, nothing would reward my efforts, and I would be forced to seek the bottle among its multitude of facsimiles a second or even a third time before it could be found. I am sure there are few, if any, druggists who have not been, even although they are not now, forced to experience similar tiresome searches which are irritating to not only the "man behind the counter," but to the customer as well.

As a means of reducing to a minimum the labor entailed by the search, I have divided the shelving of my case into about thirty-five or forty small closets or pigeonholes. Beginning at the bottom I have numbered these from one up, the number of each being placed upon it in some conspicuous place. I have found the most convenient method is to paste figures cut from a large calendar upon the side of the partition which separates each pigeonhole from the one adjoining it. The number can be seen equally well as if attached to the shelf below, and this arrangement possesses the additional advantage that by it the label is, to some extent at least, protected. I next took the catalogue of a manufacturer of pills and tablets and placed numbers, which corresponded with the numbers on the pigeonholes, in the margin opposite the name of each pill or tablet. In order to make the necessary number of pigeonholes as small as possible, I placed all makes, sizes and compounds of any one particular tablet or pill together; but this does not render the plan any the less efficacious. When I wish to find any particular bottle in the case, the only thing which I have to do is to refer to my list, and so find the number of the pigeonhole in which it has been placed. To examine the, at most, fifteen

or twenty bottles which this compartment contains is a comparatively easy task.

Perhaps the greatest advantage which this plan possesses over all others is the complete lack of expense involved in its execution. The only material necessary for constructing the partitions is the tops and sides of cigar boxes, as pill cases are almost invariably behind the prescription desk and consequently invisible from the front of the store. The errand boy, by utilizing his idle moments, will in a few days be able to whittle the wood to the required size and shape. The pills and tablet once classified, the only trouble will be to see that the bottles are replaced in the proper pigeonholes and, a little care being exercised in this direction, you will soon find this system indispensable.

Joseph T. Ware.

How Drug Habits Are Formed.

A certain man and his wife were both habituated to the use of morphine, using it by injection. The man one day deplored the necessity of using the drug and stated to his druggist that he would give almost any sum within his reach and reason if both himself and his wife could be cured of the habit. Without informing him, the druggist each time thereafter reduced the amount of morphine in the solution, so that in the course of time the quantity of morphine was simply nominal. The druggist had kept a record of the amount less than what was paid for, and he handed back to the customer quite an accumulated sum of money, with the remark that now he could, if he saw fit, discontinue the use of morphine, as he had only been taking an insignificant amount for about one month. Apparently the man was gratified; said nothing of the sum of money he had declared himself willing to pay for a cure; took the money and began buying his morphine solution elsewhere, and no doubt continued the use of it while he lived!

A man engaged in a business, the bulk of which is done in a few months of the year, during which time consecutive days and nights are passed without sleep, sought the advice of a physician for insomnia induced through these conditions of work. The physician prescribed an ordinary dose of chloral, to be taken when needed. The chloral habit was soon growing on the man, he was told of his danger by the druggist, and was appreciative enough, but transferred his trade to another store. The remainder of the story is too pitiful to be told.

A young and prospering business man suffered at intervals with acute pains of some form or other; morphine by injection afforded relief; the time between the spells lessened; the use of morphine increased. The syringe was laid aside; to morphine were added cocaine and chloroform; and when the heart became affected, the victim resorted to whisky, and went on glorious drunks! The amount of the drugs used by this individual was something extraordinary, and accompanied with it were the occasional whisky sprees and other irregular habits; nevertheless, he still lives, and I am told that he is cured of the affliction, after a life of this kind of more than four years.

Another reason for the acquirement of drug habits is association. I have a case in mind of a druggist (?) whose sales of cocaine, morphine, etc., amounted to more on a Saturday night and Sunday than the total receipts of an

average druggist for a week. He soon became addicted himself, for no other reason than that he continually handled the drugs and dealt with those that used them!

E. G. Eberle.

The Drug Market.

Opium—Has advanced in the primary market and in London. Higher prices are looked for here.

Morphine—Is unchanged.

Quinine—Is firm, price is unchanged.

Cocaine—Is very firm at advance and tending higher.

Glycerine—Is very firm, on account of higher prices for crude abroad. The article has been advanced a fraction by refiners. Higher prices are looked for.

Menthol—Has advanced. The import cost is said to be over \$8.

Cascara Sagrada Bark—Has again advanced and is tending higher.

Soap Bark—Has advanced. Higher prices will rule during the coming season.

Oil Hemlock—Stocks are small and prices have advanced.

Oil Juniper Berries—Is also scarce and has advanced.

Assafoetida—Is very firm and advancing.

Cape Aloe—Are scarce and higher.

Gum Gamboge—Is very firm and has advanced. Stocks are very small.

Gum Camphor—Crude has advanced and refined is tending higher.

Senega Root—Continues to advance, on account of small stocks.

Serpentaria Root—Is also very scarce and higher.

Gentian Root—Has advanced and is very firm.

Canary Seed—Has been again advanced. Stocks are very scarce, both in the primary market and here.

Twenty-five Out of Sixty-three.

Grand Rapids, Jan. 10—At an examination session of the Michigan Board of Pharmacy, held at Detroit Jan. 6 and 7, there were sixty-three applicants present for examination, forty-three for registered pharmacist certificates and twenty for assistant papers. Twelve applicants received registered pharmacist papers and thirteen assistant papers, as follows:

Pharmacists.

James W. Bertrand, Houghton.
 Richard E. Dales, Detroit.
 Bart Faunning, Albion.
 Paul Jacobson, Iron Mountain.
 Wilfred J. Jandron, Negaunee.
 Martin Karcher, Lake Odessa.
 Jno. P. Lipp, Blissfield.
 Walter W. Mattison, Middleville.
 Hazel Reiley, Grand Rapids.
 Harvey G. Spiegelberg, Chelsea.
 Wm. N. Turner, Pigeon.
 Karl H. Wheeler, Saranac.

Assistants.

Dan'l D. Costigan, Detroit.
 Albert G. Riesterer, Detroit.
 Arthur R. Cunningham, Detroit.
 John H. Riley, Grand Rapids.
 W. T. Ellis, Detroit.
 Roy A. Turpening, South Lyons.
 Arthur R. Ernst, Detroit.
 Wm. H. Gardner, Walkersville, Ont.
 Wm. C. Hartman, Marcellus.
 Ralph D. Lamie, Chester.
 Elmon J. Loveland, Vermontville.
 Albert Martin, Fowler.
 Lawrence P. McQuillin, Lyons.
 John D. Muir, Sec'y.

Overproduction in Ginseng.

For years the Chinese have taken practically the entire American ginseng crop, but as a result of the over-production only about one-third of last year's production was disposed of, and dealers have had to carry over the remainder to this season. This year's crop is now ready, but there is no market for it, as exporters will not buy until last year's holdings have been disposed of.

His Purpose.

Boy—I saw a man in a window making faces to-day.
 Visitor—What was he doing that for?
 Boy—For a couple of clocks. He is a watch and clock maker.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

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.

Wall Papers That Sell

Our line is composed of Sellers at prices that are right. Our phenomenal wholesale trade this season convinces us that our line is not excelled by any. Drop us a card and we will send samples PREPAID 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.

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Cape Aloe, Gum Gamboge, Senega Root, Serpentaria.
Declined—Canary Seed, Menthal.

Acidum	Conium Mac. 80 90	Sellae Co. 50
Aceticum \$ 60 8	Copalba..... 1 15 1 25	Tolutan..... 50
Benzoleum, German. 70 75	Cubebe..... 1 30 1 35	Prunus virg..... 50
Borsale..... 17	Exechthitos..... 1 50 1 60	
Carbolicum..... 22 27	Erigeron..... 1 00 1 10	Tinctures
Citricum..... 40 42	Gaultheria..... 2 30 2 40	Aconitum Napellis E..... 60
Hydrochlor..... 30 5	Geranium, ounce..... 75	Aconitum Napellis F..... 60
Nitroceum..... 80 10	Gossippil, Sem. gal..... 60 60	Aloes..... 50
Xallicum..... 12 14	Hedeoma..... 1 80 1 85	Aloes and Myrrh..... 50
Phosphorium, dil..... 15	Junipera..... 1 50 2 00	Arnica..... 50
Sallylicum..... 50 53	Lavendula..... 90 2 00	Assafoetida..... 50
Sulphuricum..... 1 1/2 5	Limonia..... 1 15 1 25	Cassa Acledonina..... 50
Tannicum..... 1 10 1 20	Mentha Piper..... 5 50 6 00	Aurant Cortex..... 50
Tartaricum..... 38 40	Mentha Verd..... 5 00 5 50	Benzoin..... 50
	Morrhuae, gal..... 2 00 2 10	Benzoin Co..... 50
Ammonia	Myrcia..... 4 00 4 50	Barosma..... 50
Aqua, 15 deg..... 40 6	Olive..... 75 3 00	Cantharides..... 75
Aqua, 20 deg..... 60 8	Piela Liquida..... 10 12	Capicum..... 75
Carbonas..... 13 15	Piela Liquida, gal..... 10 12	Cardamon..... 75
Chloridum..... 12 14	Ricina..... 92 98	Castor..... 1 00
	Rosmarini..... 2 1 00	Catechu..... 75
Aniline	Rose, ounce..... 6 50 7 00	Cinchona..... 50
Black..... 2 00 2 25	Succini..... 40 45	Cinchona Co..... 50
Brown..... 80 1 00	Sabina..... 90 1 00	Columba..... 50
Red..... 45 50	Santal..... 2 75 3 00	Cubebe..... 50
Yellow..... 2 50 3 00	Sassafras..... 50 60	Cuba..... 50
	Sinapis, ess., ounce..... 1 50 1 60	Cassia Acutifol Co..... 50
Baccae	Thyme..... 40 45	Digitalis..... 50
Cubebe, po, 25..... 22 24	Thyme, opt..... 1 60	Ergot..... 50
Juniperus..... 6 6	Theobromas..... 15 20	Ferri Chloridum..... 50
Xanthoxylum..... 1 50 1 60		Gentian..... 50
	Potassium	Gentian Co..... 50
Balsamum	Bi-Carb..... 15 18	Gulaca..... 50
Copalba..... 50 55	Bichromate..... 13 15	Gulaca ammon..... 50
Peru..... 6 1 70	Bromide..... 33 35	Hyocyanum..... 75
Terabin, Canada..... 60 65	Chlorate, po, 17 19..... 12 15	Iodine..... 75
Tolutan..... 45 50	Cyanide..... 34 38	Iodine, colorless..... 50
	Iodide..... 2 30 2 40	Kino..... 50
Cortex	Potassa, Bitart, pure..... 28 30	Lobelia..... 50
Abies, Canadian..... 18	Potass Nitras, opt..... 7 10	Myrrh..... 50
Cassia..... 12	Potass Nitras..... 8 8	Nux Vomica..... 50
Cinchona Flava..... 18	Prussiate..... 23 26	Opil..... 75
Euconymus atropurp..... 30	Sulphate po..... 15 18	Opil, comphorated..... 1 50
Myrcia Cerifera, po..... 20		Opil, deodorized..... 50
Prunus Virgini..... 12	Radix	Quassia..... 50
Quillaja, gr'd..... 12	Aconitum..... 20 25	Rhatany..... 50
Sassafras, po, 15..... 12	Altha..... 30 33	Rhel..... 50
Ulmus, po, 20, gr'd..... 38	Anchusa..... 10 12	Rhel, pv..... 75 1 35
	Arum po..... 10 12	Spigelia..... 35 38
Extractum	Calamus..... 20 25	Sanguinaria, po, 15..... 65 70
Glycyrrhiza Glabra..... 24 30	Gentiana, po, 15..... 12 15	Serpentaria..... 1 10 1 15
Glycyrrhiza, po..... 28 30	Glycyrrhiza, pv, 15..... 16 18	Smillax, officinalis H..... 50 40
Haematox, 15 lb. box..... 11 12	Hydrastis Canaden..... 75	Smillax, M..... 25
Haematox, 1s..... 13 14	Hydrastis Canaden, po..... 80	Sellae..... 10 12
Haematox, 1/4s..... 14 15	Hellebore, Alba, po..... 12 15	Symplocarpus, Foetidus, po..... 25
Haematox, 1/8s..... 16 17	Inula, po..... 18 22	Valeriana, Eng, po, 30..... 15 20
	Ipecac, po..... 2 75 2 80	Valeriana, German..... 14 16
Ferru	Iris plox, po, 35 38..... 35 40	Zingiber..... 25 27
Carbonate Precip..... 15	Jalapoe, gr..... 25 30	
Citrate and Quinla..... 2 25	Maranta, gr..... 22 25	Semen
Citrate Soluble..... 3 15	Podophyllum, po..... 75 1 00	Anisum, po, 18..... 2 15
Ferrocyanidum Sol..... 15	Rhel..... 1 25	Apium (graveolens)..... 13 15
Soluit Chloride..... 2	Rhel, cut..... 1 25	Bird, 1s..... 4 6
Sulphate, com'l..... 80	Rhel, pv..... 75 1 35	Carul, po, 15..... 10 11
Sulphate, com'l, by bbl, per cwt..... 7	Spigelia..... 35 38	Cardamon..... 1 25 1 75
Sulphate, pure..... 7	Sanguinaria, po, 15..... 65 70	Coriandrum..... 8 10
	Senega..... 1 10 1 15	Cannabis Sativa..... 5 6
Flora	Smillax, officinalis H..... 50 40	Cydonium..... 75 1 00
Arnica..... 15 18	Smillax, M..... 25	Chenopodium..... 15 16
Antemhis..... 22 25	Sellae..... 10 12	Dipterix Odorate..... 1 00 1 10
Matricaria..... 30 35	Symplocarpus, Foetidus, po..... 25	Foeniculum..... 7 9
	Valeriana, Eng, po, 30..... 15 20	Foenugreek, po..... 7 9
Folia	Valeriana, German..... 14 16	Lini..... 4 6
Barosma..... 35 40	Zingiber..... 25 27	Lini, gr'd, bbl, 4..... 4 6
Cassia Acutifol, Tinnely..... 20 25		Pharlati..... 1 50 1 55
Cassia, Acutifol, Alx..... 25 30		Rapa..... 5 6
Salvia officinalis, 1/4s and 1/8s..... 12 20		Sinapis Alba..... 9 10
Uva Ursi..... 8 10		Sinapis Nigra..... 11 12
Gummi		
Acacia, 1st picked..... 6 65		
Acacia, 2d picked..... 6 45		
Acacia, 3d picked..... 6 35		
Acacia, sifted sorts..... 6 28		
Acacia, po..... 45 65		
Aloe, Barb, po, 18 20..... 12 14		
Aloe, Cape, po, 25..... 6 20		
Aloe, Socotri, po, 40..... 6 30		
Ammoniac..... 55 60		
Assafoetida, po, 40..... 25 40		
Benzoinum..... 50 55		
Catechu, 1s..... 6 13		
Catechu, 1/4s..... 6 14		
Catechu, 1/8s..... 6 16		
Camphora..... 64 69		
Euphorbium, po, 35..... 40		
Galbanum..... 1 00		
Gamboge, po, 10..... 1 15		
Gualacum, po, 35..... 40		
Kino, po, 30, 75..... 75		
Mastic..... 60		
Myrrh, po, 45..... 40		
Opil, po, 4.10 4.30..... 3 00 3 10		
Shellac..... 35 45		
Shellac, bleached..... 40 45		
Tragacanth..... 70 1 00		
Herba		
Absinthium, oz, pkg..... 25		
Eupatorium, oz, pkg..... 20		
Lobelia, oz, pkg..... 25		
Majorum, oz, pkg..... 25		
Mentha Pip, oz, pkg..... 25		
Mentha Vir, oz, pkg..... 25		
Rue, oz, pkg..... 39		
Tanacetum Voz, pkg..... 22		
Thymus, V, oz, pkg..... 25		
Magnesia		
Calclned, Pat..... 55 60		
Carbonate, Pat..... 18 20		
Carbonate, K & M..... 18 20		
'arbonate, Jennings..... 18 20		
Oleum		
Absinthium..... 6 50 7 00		
Amygdala, Dule..... 50 60		
Amygdala, Amara..... 8 00 8 25		
Anisi..... 1 60 1 65		
Auranti Cortex..... 2 10 2 20		
Bergamit..... 2 70 3 00		
Calliputi..... 80 85		
Caryophylli..... 75 80		
Cedar..... 80 85		
Chenopadii..... 2 80		
Cinnamoni..... 1 00 1 10		
Citronella..... 85 90		
Spiritus		
Frument, W. D. Co..... 2 00 2 50		
Frument, D. F. R..... 1 25 1 50		
Frument..... 1 65 2 00		
Juniperis Co. O. T..... 1 75 3 50		
Saacharum N. E..... 1 90 2 10		
Spt. Vini Galli..... 1 75 6 50		
Vini Oport..... 1 25 2 00		
Vini Alba..... 1 25 2 00		
Sponges		
Florida sheeps' wool carriage..... 2 50 2 75		
Nassau sheeps' wool carriage..... 2 50 2 75		
Velvet extra sheeps' wool, carriage..... 2 1 50		
Extra yellow sheeps' wool, carriage..... 1 25		
Grass sheeps' wool, carriage..... 1 00		
Hard, for slate use..... 75		
Yellow Reef, for slate use..... 1 40		
Syrups		
Acacia..... 50		
Auranti Cortex..... 50		
Zingiber..... 50		
Ipecac..... 50		
Ferri Iod..... 50		
Rhel Arom..... 50		
Smillax Officinalis..... 50		
Senega..... 50		
Sellae..... 50		
Menthol 8 50 9 00	Selditz Mixture 20 22	Linsed, pure raw 47 50
Morphia, S., P. & W..... 2 15 2 40	Sinapis..... 2 18	Linsed, boiled..... 48 50
Morphia, S., N. Y. Q..... 2 15 2 40	Sinapis, opt..... 2 30	Neatsfoot, winter str..... 59 65
Morphia, Mal..... 2 15 2 40	Snuff, Maccaboy, De..... 60 55	Spirits Turpentine..... 60 55
Moschus Canton..... 2 40	Voes..... 2 41	
Myristica, No. 1..... 65 80	Snuff, Scotch, De Vo's..... 2 41	Paints BBL. LB
Nux Vomica, po, 15..... 35 37	Soda, Boras, po..... 9 11	Red Venetian..... 1 1/2 2 08
Os Sepia..... 35 37	Soda et Potass Tart..... 25 27	Ochre, yellow Ber..... 1 1/2 2 03
Pepsin Saso, H. & F..... 2 1 00	Soda, Carb..... 1 1/2 2	Putty, commercial..... 2 1/2 2 1/2
Piela Liq, N.N. 1/4 gal, doz..... 2 00	Soda, Bi-Carb..... 3 1/2 4	Putty, strictly pure..... 2 1/2 2 1/2
Piela Liq, quarts..... 2 00	Soda, Ash..... 3 1/2 4	Vermillon, Prime..... 18 15
Piela Liq, pints..... 2 00	Soda, Sulphas..... 2 2 60	American..... 70 75
Pil Hydrang, po, 80..... 2 00	Spts. Cologne..... 50 55	Vermillon, English..... 14 1/2 18 1/4
Piper Nigra, po, 22..... 2 00	Spts. Ether Co..... 2 00	Green, Paris..... 13 16
Piper Alba, po, 35..... 2 00	Spts. Vini Rect. bbl..... 2 00	Green, Peninsular..... 13 16
Plix Burgun..... 10 12	Spts. Vini Rect. 1/2 bbl..... 2 00	Lead, red..... 5 2 6 1/4
Plumbi Acet..... 10 12	Spts. Vini Rect. 10 gal..... 2 00	Lead, white..... 5 2 6 1/4
Pulvis Ipecac et Opil 1..... 30 32	Spts. Vini Rect. 5 gal..... 2 00	Whiting, white Span..... 2 00
Pyrethrum, boxes H..... 2 00	Strychnia, Crystall..... 90 1 15	Whiting, gliders..... 2 00
& P. D. Co., doz..... 2 75	Sulphur, Subl..... 2 1/2 3 1/4	White, Paris, Amer..... 2 1 25
Pyrethrum, pv..... 25 30	Sulphur, Roll..... 2 1/2 3 1/4	Whiting, Paris, Eng..... 2 1 40
Quassa..... 20 22	Tamarinds..... 8 10	Universal Prepared. 1 10 1 20
Quina, S. P. & W..... 28 38	Terebenth Venice..... 28 30	
Quina, S. German..... 28 38	Theobromas..... 45 50	Varnishes
Quina, N. Y..... 28 38	Vanilla..... 9 00 16 00	No. 1 Turp Coach..... 1 10 1 20
Rubia Tincturum..... 12 14	Zinc Sulph..... 7 8	Extra Turp..... 1 60 1 70
Saacharum Lactis py..... 20 22		Coach Body..... 2 75 3 00
Salacin..... 4 50 4 75	Oils	No. 1 Turp Furn..... 1 00 1 10
Sanguis Draconis..... 4 50 5 00	Whale, winter..... 70 70	Extra Turk Damar..... 1 55 1 60
Sapo, W..... 12 14	Lard, extra..... 85 90	Jap. Dryer, No. 1 Turp..... 70 79
Sapo M..... 10 12	Lard, No. 1..... 50 55	
Sapo G..... 2 15		

Drugs

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

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

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

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

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

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

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Willow Clothes Baskets
Lamp Chimneys

DECLINED

Sal Soda
Cinnamon
Nutmeg

Index to Markets

By Columns

Table listing various market items such as Baking Powder, Candles, Carbon Oils, etc., with their respective prices and quantities.

1

Table listing items under category 1: AXLE GREASE, including Castor Oil, Diamond, and Frazer's.



Table listing items under category 1: Mica, tin boxes, Paragon.

Table listing items under category 1: BAKING POWDER, including Egg.

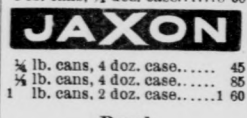


Table listing items under category 1: BATH BRICK, including American and English.



Table listing items under category 1: BLUING, including Arctic and Large size.



Table listing items under category 1: CERA NUT FLAKES, including Small size and Large size.



Table listing items under category 1: Nutro-Crisp, including The Ready Cooked Granular Wheat Food.

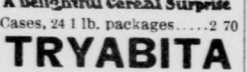


Table listing items under category 1: TRYABITA, including Peptonized Celery Food and Hulled Corn.

2

Table listing items under category 2: BRUSHES, including Solid Back and Pointed Ends.

Table listing items under category 2: BUTTER COLOR, including W. R. & Co.'s.

Table listing items under category 2: CANDLES, including Electric Light and Paraffine.

Table listing items under category 2: CANNED GOODS, including Apples and Blackberries.

Table listing items under category 2: Beans, including Baked and Red Kidney.

Table listing items under category 2: Blueberries, including Standard.

Table listing items under category 2: Brook Trout, including 2 lb. cans.

Table listing items under category 2: Clams, including Little Neck.

Table listing items under category 2: Corn, including Fair and Good.

Table listing items under category 2: French Peas, including Sur Extra Fine.

Table listing items under category 2: Gooseberries, including Standard.

Table listing items under category 2: Hominy, including Standard.

Table listing items under category 2: Lobster, including Star and Picnic Tails.

Table listing items under category 2: Mackerel, including Mustard and Sous sd.

3

Table listing items under category 3: Sardines, including Domestic and California.

Table listing items under category 3: Strawberries, including Standard and Fancy.

Table listing items under category 3: Succotash, including Fair and Good.

Table listing items under category 3: Tomatoes, including Fair and Good.

Table listing items under category 3: CARBON OILS, including Eocene and Amboy.

Table listing items under category 3: CATSUP, including Columbia.

Table listing items under category 3: CHEESE, including Acme and Elsie.

Table listing items under category 3: CHEWING GUM, including American Flag Spruce.

Table listing items under category 3: CHICORY, including Bulk and Red.

Table listing items under category 3: CHOCOLATE, including Waiter Baker & Co.'s.

Table listing items under category 3: CLEANER & POLISHER, including Brunswicks Easybright.

Table listing items under category 3: CLOTHES LINES, including Sisal.

Table listing items under category 3: Cotton Victor, including 50 ft and 60 ft.

Table listing items under category 3: Cotton Windsor, including 50 ft and 60 ft.

Table listing items under category 3: Cotton Braided, including 40 ft and 50 ft.

Table listing items under category 3: COCOA, including Baker's and Colonial.

Table listing items under category 3: COCOA SHELLS, including 20 lb. bags.

4

Table listing items under category 4: COFFEE, including Telfer Coffee Co. brands.

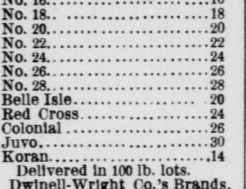


Table listing items under category 4: White House, including 1 lb. cans.

Table listing items under category 4: Rio, including Common and Fair.

Table listing items under category 4: Santos, including Common and Fair.

Table listing items under category 4: Maracaibo, including Fair and Choice.

Table listing items under category 4: Mexican, including Choice and Fancy.

Table listing items under category 4: Guatemala, including Choice.

Table listing items under category 4: Java, including African and Fancy.

Table listing items under category 4: Mocha, including Arablan and Package.

Table listing items under category 4: Extract, including Holland and Felix.

Table listing items under category 4: CONDENSED MILK, including 4 doz in case.

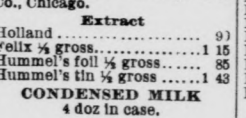


Table listing items under category 4: Gall Borden Eagle, including Crown and Daisy.

Table listing items under category 4: Peas, including L. M. Seeded.

Table listing items under category 4: Beans, including Dried Lima and Medium Hand Picked.

Table listing items under category 4: Farina, including 24 1 lb. packages.

5

Table listing items under category 5: CRACKERS, including National Biscuit Co.'s brands.

Table listing items under category 5: Oyster, including Faust and Farina.

Table listing items under category 5: Sweet Goods-Boxes, including Animals and Belle Rose.

Table listing items under category 5: White House, including 1 lb. cans.

Table listing items under category 5: Rio, including Common and Fair.

Table listing items under category 5: Santos, including Common and Fair.

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6

Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 50
Macaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	3 00
Chester	3 00
Empire	3 65
Peas	
Green, Wisconsin, bu.	1 80
Green, Scotch, bu.	1 85
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	5 00
Steel Cut, 100 lb. sacks	2 50
Monarch, bbl.	4 65
Monarch, 90 lb. sacks	2 25
Quaker, cases	3 10
Grits	
Walsh-DeRoo Co.'s Brand.	



Cases, 24 2 lb. packages	
Sago	
East India	3 3/4
German, sacks	3 3/4
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4 1/4
Pearl, 130 lb. sacks	3 3/4
Pearl, 24 1 lb. packages	6 1/4
Wheat	
Cracked, bulk	3 1/4
24 2 lb. packages	2 50
FISHING TACKLE	
1/2 to 1 inch	6
1 1/2 to 2 inches	7
2 to 2 1/2 inches	9
2 1/2 to 3 inches	11
3 inches	15
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	25
Large	34
Poles	
Bamboo, 14 ft., per doz.	50
Bamboo, 16 ft., per doz.	65
Bamboo, 18 ft., per doz.	80

FLAVORING EXTRACTS
FOOTE & JENKS'
JAXON
 Highest Grade Extracts
 Vanilla Lemon
 1 oz full m. 20 1 oz full m. 85
 2 oz full m. 2 10 2 oz full m. 1 20
 No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
 HIGH EXTRACTS
 Vanilla Lemon
 2 oz panel. 1 20 2 oz panel. 75
 3 oz paper. 2 00 4 oz paper. 1 50

JENNINGS'
 FLAVORING EXTRACTS
 Folding Boxes
 D. C. Lemon D. C. Vanilla
 2 oz. 75 2 oz. 1 20
 4 oz. 1 50 4 oz. 2 00
 6 oz. 2 00 6 oz. 3 00

Taper Bottles	
D. C. Lemon	D. C. Vanilla
2 oz. 75	2 oz. 1 25
3 oz. 1 25	3 oz. 2 10
4 oz. 1 50	4 oz. 2 40
6 oz. 2 00	6 oz. 3 00
Full Measure	
D. C. Lemon	D. C. Vanilla
1 oz. 65	1 oz. 85
2 oz. 1 10	2 oz. 1 60
4 oz. 2 00	4 oz. 3 00
Tropical Extracts	
2 oz. full measure, Lemon	75
4 oz. full measure, Lemon	1 50
2 oz. full measure, Vanilla	90
4 oz. full measure, Vanilla	1 80

FRESH MEATS	
Carcass	5 2 7
Forequarters	6 2 6
Hindquarters	6 2 7 1/2
Loins	8 2 14
Ribs	7 2 10
Boneds	5 1/2 2 5 1/2
Chucks	5 2 5 1/2
Plates	4 2 5
Pork	
Dressed	7 2 7 1/2
Loins	2 10
Boston Butts	2 8 1/2
Shoulders	2 8 1/2
Leaf Lard	11 1/2

7

Mutton	
Carcass	4 1/2 5 1/4
Lamb	6 1/2 7 1/4
Veal	
Carcass	6 2 8
GELATINE	
Knorr's Sparkling	1 20
Knorr's Sparkling, pr gross	14 00
Knorr's Acidulated	1 20
Knorr's Acidulat'd, pr gross	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2-qt size	1 61
Cox's, 1-qt size	1 10

GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2

GRAINS AND FLOUR	
Wheat	
Wheat	73
Winter Wheat Flour	
Local Brands	
Patents	4 40
Second Patent	3 90
Straight	3 70
Second Straight	3 40
Clear	3 25
Graham	3 25
Buckwheat	5 03
Rye	3 00
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand	
Quaker 1/2s	3 80
Quaker 3/4s	3 80
Quaker 1s	3 80

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s	4 60
Pillsbury's Best 3/4s	4 80
Pillsbury's Best 1s	4 40
Pillsbury's Best 1 1/2s paper	4 40
Pillsbury's Best 1 3/4s paper	4 40
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 40
Wingold 3/4s	4 50
Wingold 1s	4 20
Judson Grocer Co.'s Brand	
Ceresota 1/2s	4 60
Ceresota 3/4s	4 40
Ceresota 1s	4 30
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 60
Laurel 3/4s	4 40
Laurel 1s	4 30
Laurel 1 1/2s and 1 3/4s paper	4 30

Meal	
Bolted	2 65
Granulated	2 75
Feed and Millstuffs	
St. Car Feed screened	21 00
No. 1 Corn and Oats	21 00
Corn Meal, coarse	21 00
Corn Meal, fine old	21 00
Winter Wheat Bran	18 00
Winter Wheat Middlings	21 00
Cow Feed	19 00
Screenings	18 00

Oats	
Car lots	36
Corn	
Corn, car lots, new	47 1/2
Hay	
No. 1 Timothy car lots	9 50
No. 1 Timothy ton lots	12 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Laurel Leaves	15
Laurel Leaves	26

INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50
JELLY	
5 lb. palls, per doz.	1 85
15 lb. palls	4 85
30 lb. palls	7 85
LICORICE	
Pure	30
Calabria	23
Sticly	14
Root	10

LYE	
Eagle Brand	
High test powdered lye	
Single case lots	
10c size, 4 doz cans per case	3 50
Quantity deal	
\$3.90 per case, with 1 case free with every 5 cases or 1/2 case free with 3 cases.	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
MALTED FOOD	
MALT-OLA	
Cases, 12 packages	1 35
Cases, 36 packages	4 05

MEAT EXTRACTS	
Armour's, 2 oz	4 45
Armour's, 4 oz	8 20
Liebig's, Chicago, 2 oz	2 95
Liebig's, Chicago, 4 oz	5 50
Liebig's, Imported, 2 oz	4 55
Liebig's, Imported, 4 oz	8 50
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	26
Good	22
Half-barrels 2c extra	
MUSTARD	
Horse Radish, 1 doz	1 75
Horse Radish, 2 doz	3 50
Bayle's Celery, 1 doz	3 50

8

OLIVES	
Bulk, 1 gal. kegs	1 35
Bulk, 3 gal. kegs	1 10
Bulk, 5 gal. kegs	1 05
Manzanilla, 7 oz.	80
Queen, 9 oz.	2 55
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 80

PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	67
C. 1/2	0

PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 55
Small	
Barrels, 2,400 count	8 50
Half bbls, 1,200 count	5 20

PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
No. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tournament Whist	2 25

SEARCH
 METAL POLISH
 BRASS, COPPER, NICKEL, STEEL, TIN
 ALL METALS
 APPLY TO ALL METALS
 WIFE OF WATSON'S CLOTH
 OF CHICAGO
 M. COLLOM MFG. CO.
 CHICAGO, ILL.

Sold by all jobbers or write manufacturers.
 Packed 1 dozen in case.
 Paste, 3 oz. box, per doz. 75
 Paste, 6 oz. box, per doz. 1 25
 Liquid, 4 oz. bottle, per doz. 1 25
 Liquid, 1/2 pt. can, per doz. 1 80
 Liquid, 1 pt. can, per doz. 3 00
 Liquid, 1/2 gal. can, per doz. 9 00
 Liquid, 1 gal. can, per doz. 15 00
 Search Bar Polish.
 1 lb. sifters, per doz. 1 80

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

PROVISIONS	
Barreled Pork	
Mess	21 75
Back	20 00
Clear back	21 50
Short out, clear	21 50
Pig	22 00
Bean	21 75
Family Mess Loin	18 75
Clear	19 00
Dry Salt Meats	
Bellies	10 1/2
S P Bellies	11
Extra short	11
Smoked Meats	
Hams, 12 lb. average	2 12 1/2
Hams, 14 lb. average	2 12 1/2
Hams, 16 lb. average	2 12 1/2
Hams, 20 lb. average	2 12 1/2
Ham dried beef	2 12
Shoulders (N. Y. cut)	12 1/2 14
Bacon, clear	2 9 1/2
Bolled Hams	2 17 1/2
Picnic Bolled Hams	2 14
Berlin Ham pr's'd	9 1/2 10
Mince Hams	9 1/2 10

Lard	
Compound	7 1/2
Pure	10 1/2
60 lb. Tubs, advance	7 1/2
80 lb. Tubs, advance	7 1/2
50 lb. Tins, advance	7 1/2
20 lb. Palls, advance	7 1/2
10 lb. Palls, advance	7 1/2
5 lb. Palls, advance	7 1/2
1 1/2 lb. Palls, advance	7 1/2
Vegetable	8

Sausages	
Bologna	5 1/2 6
Liver	6 1/2
Frankfort	2 7 1/2
Blood	7 1/2 8 1/2
Tongue	9
Headcheese	6 1/2
Beef	
Extra Mess	11 75
Boneless	11 75
Rump, New	11 75
Pigs' Feet	
1/2 bbls., 40 lbs.	1 95
1/2 bbls., 40 lbs.	3 10
1 bbls., 80 lbs.	7 75
Tripe	
Klts, 15 lbs.	70
1/2 bbls., 40 lbs.	1 40
1/2 bbls., 80 lbs.	2 70

Casings	
Pork	26
Beef rounds	5
Beef middles	12
Sheep	65
Uncolored Butterine	
Solid, dairy	11 1/2 12
Rolls, dairy	12 12 1/2
Rolls, purity	16
Solid, purity	15 1/2

Canned Meats	
Corned beef, 2 lb.	2 80
Corned beef, 14 lb.	17 60
Roast beef, 2 lb.	2 80
Potted ham, 1/2s	50
Potted ham, 3/4s	90
Deviled ham, 1/2s	50
Deviled ham, 3/4s	90
Potted tongue, 1/2s	50
Potted tongue, 3/4s	90

9

RICE	
Domestic	
Carolina head	7
Carolina No. 1	8 1/4
Carolina No. 2	6
Broken	3 1/2



Sutton's Table Rice, 48 to the bale, 1 1/4 pound pockets.

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



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

SALAD DRESSING	
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 30
Snider's, small, 2 doz.	1 80
SALERATUS	
Packed 60 lbs. in box.	
Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 lbs.	3 00

SAL SODA	
Granulated, bbls.	96
Granulated, 100 lb. cases	1 05
Lump, bbls.	90
Lump, 145 lb. kegs.	95

SALT	
Diamond Crystal	
Table, cases, 24 3 lb. boxes	1 40
Table, barrels, 100 3 lb. bags	3 00
Table, barrels, 50 6 lb. bags	3 00
Table, barrels, 40 7 lb. bags	75
Butter, barrels, 320 lb. bulk	2 65
Butter, barrels, 20 14 lb. bags	2 85
Butter, sacks, 25 lbs.	27
Butter, sacks, 55 lbs.	67
Shaker, 24 2 lb. boxes	1 50
Common Grades	
100 3 lb. sacks	2 25
60 5 lb. sacks	2 15
28 10 lb. sacks	2 05
56 lb. sacks	40

12

Table with 2 columns: Item Name and Price. Includes Lubetsky Bros. brands, Fine Cut, Plug, Smoking, TWINE, VINEGAR, WASHING POWDER, WOODENWARE, WICKING, and various household goods.

13

Table with 2 columns: Item Name and Price. Includes Faucets, Mop Sticks, Pails, Toothpicks, Traps, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, FRESH FISH, YEAST CAKE, OYSTERS, HIDES AND FELTS, and various hardware items.

14

Table with 2 columns: Item Name and Price. Includes CANDIES, Stick Candy, Mixed Candy, Fancy-In Pails, Fancy-In 5 lb. Boxes, FRUITS, Lemons, Foreign Dried Fruits, and various confectionery items.

15

Table with 2 columns: Item Name and Price. Includes STONEWARE, Butters, Churns, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs, Sealing Wax, LAMP BURNERS, MASON FRUIT JARS, LAMP CHIMNEYS, Anchor Carton Chimneys, First Quality, XXX Flint, Pearl Top, La Bastie, Rochester, Electric, OIL CANS, LANTERNS, BEST WHITE COTTON WICKS, COUPON BOOKS, and various kitchenware items.

What do you propose to do about it?

Up to a very few years ago ten retailers out of every ten took for granted there was no use trying to do a paying business from January 1st to March 15th.

To-day three or four or five out of every ten have learned how to force a worth-while business at this season.

Mr. Retailer, it is sure as death or taxes that unless you do something out of the ordinary your mid-winter trade will be profitlessly listless.

And, if you mean to do anything to spur business this January you have got to begin soon. Plenty of time to act, but none to wait.

What are you going to do about it?

Our mid-winter catalogue devotes a number of pages to practical plans for pushing trade at dull seasons—plans gleaned from the experience of the keenest merchants of the day.

More than that, it presents values that will make a tack hammer expenditure of advertising tell like a pile driver.

A copy of our catalogue will go by first post to any merchant who will ask for same. Mention catalogue No. J451.

Butler Brothers Chicago

We Sell at Wholesale Only

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.
New York, Jan. 10.—There is a good deal of monotony in the market situation here these days. Buyers are seemingly pretty well stocked with the staples and are not purchasing ahead of current wants, and sellers seem to be simply getting ready for the time when the party of the first part will come to town for big bills of goods. Prices are almost invariably well sustained and the only relief the consumer has had is what is claimed to be a decline in the prices of meats. This, however, is offset by the advance in coal and while "organized labor" is getting good wages the mine owners are bound they shall pay for the whistle and it would seem that every advance in wages is simply tucked on the ton of coal or the gallon of oil, and between organized labor on one side and an equally unpleasant factor on the other the "dear public" is between the devil and the deep sea.

But coming back to the starting point of the market situation, coffee is steady and there is a slightly better feeling than last week, owing, it is said, to firmer advices from Europe. Quotations for invoices still remain at 5 1/4c, however, for Rio No. 7 and while occasionally 5 5/16c may be reached the former figure seems nearer the right one. The stock in store and afloat remains large, being 2,708,754 bags against 2,476,921 bags at the same time last year. Mild grades have gained some strength, owing, very likely, to the supply from Venezuela being shut off. Still there is enough and no coffee famine will ensue.

The week, so far as actual business goes, has been a barren one in sugars. Hardly any new business has been transacted and about all attention has been given to factor plan, details of which your readers will have before this.

Limited offerings of Japan and country green teas are reported and quotations are very firmly sustained, at the recent reductions.

There is a rather slow demand for rice, but quotations are firm and the general situation favors sellers slightly. Choice to head, 5 3/4@6 1/8c.

In spices pepper is firm and, in fact, the same is true of the whole line, and with light supplies the outlook is in favor of the holder. Sales are mostly of small lots.

In canned goods this week corn seems to be the center of interest. Some large packers have been here, and jobbers for the first time in a fortnight or more are taking more interest in the situation. Baxter Bros., Wapello, Iowa, sold out their 1903 pack very readily at 6 1/2c. This corn is well known and has a splendid reputation as to quality. New Jersey tomatoes seem to have suffered a reduction as compared with recent prices of about 2 1/2c per dozen. The supply of canned corn will be practically all gone shortly and the packers will have a splendid opportunity to make some money this year if the season be propitious, for the country will take care of a big pack and at full rates. Next to corn, peas are attracting most attention and prices are very firmly maintained. It certainly promises to be a splendid year for canned goods of all descriptions.

There is little change to note in dried fruits. Prices remain about as last noted and, as a rule, are very firm. Some new hand-packed choice fruits are here from California with the front of the package covered with mica, allowing the fruit to be seen although the box is practically air tight. It will make a handsome showing in the window.

Lemons are moving slowly within the range of \$2.15@2.50, the latter for really fine fruit. Oranges are steady and California navel range from \$2.25@2.50@2.75. The fruit is not very desirable, being too sour. Jamaicas, \$2.25@3.25 per box. Beans are steady and fairly active.

Pea are held at \$2.35@2.37 1/2; medium the same; marrows, \$2.72 1/2@2.75.

For best grades of Western creamery butter 29c seems to be the established rate. There is a good demand for such goods and the market is steady. Aside from top grades the situation is rather dull and, in fact, seems to be slightly in favor of the buyer. Seconds to firsts, 24@28 1/2c; held stock, 24 1/2@26 1/2c; imitation creamery, 18@22c, latter for finest grades; held stock, 17@18 1/2c; renovated, about 22c for fancy.

As arrivals of eggs are light and the demand good the market closes very firm, with best Western quotable at 31c, loss off. At mark the range is from 22@29c, with 27c as a fair average for fresh gathered.

The cheese market is strong and best full cream State will fetch 14 1/2c. Exporters have been doing a little business in the cheaper grades, taking about 1,200 boxes during the week and some 1,500 boxes of fine large white.

New Process For Making Olive Oil.

A new process for the extraction of oil from olives is now being tested by the University of California Agricultural Department, and the preliminary studies on the method lead the experts to believe that a much larger product of first grade oil can now be secured than by the old way. The process requires a new machine to take the place of the clumsy old-fashioned oil press. This is none other than the modern sugar-house centrifugal machine which is used in the manufacture of beet sugar and extracts the sugar from the molasses by forcing the pulp through a sieved vessel revolving at a high rate of speed. The idea has been borrowed from Algeria, Africa, where the process has given splendid results, although carried out only with the crudest apparatus. Dr. George W. Shaw, assistant professor of agricultural chemistry, in charge of the beet sugar industry, has started the work at Berkeley. He has set up his machinery and commenced operations. From his preliminary experiments he feels confident that he can increase the per cent. of oil that can be obtained from a given amount by at least 10 per cent. over the old method. This will mean a tremendous saving in the production of oil, which has hitherto been attended by a large and unavoidable waste. In the old method, which has been in vogue for years, it has been necessary after crushing the olives to submit the pulp to a powerful screw or hydraulic press in order to strain the oil. A crude wrapping of grass mats, wooden gratings or sacking has been needed, and this has absorbed much of the product, especially as the pressing went through several stages, during which various qualities of oil were secured. The results with the new centrifugal are far more satisfactory, both as regards simplicity and economy in manipulation and results.

Her Father's Strength.

Recently in a Saginaw Sunday school the teacher was telling her class of small pupils the interesting story of Samson, of whom she spoke as being the strongest man who had ever lived.

Little Ethel, a golden haired recruit, listened to the story with great interest. After the teacher had finished Ethel held up her chubby hand.

"Well, Ethel," asked the teacher, "what is it?"

"Samson wasn't as strong as my papa is."

"Is your father so strong?" queried the teacher, smiling.

"Oh, my papa's awful strong," replied Ethel with emphasis. "Why, I heard mamma say that he had a ellyfant on his hands."

The worst of having inflicted a wrong upon the innocent is that you can never by any means retrieve it. You can repent, and it is probable that your repentance ensures your forgiveness at a higher tribunal than that of earth's judgment, but the results of wrong can not be wiped out or done away with in this life; they continue to exist, and, alas! often multiply. Even the harsh and unjust word can not be recalled,

Hardware Price Current

Ammunition		Levels		
Caps		Stanley Rule and Level Co.'s.....dis	70	
G. D., full count, per m.....		Mattlocks		
Hicks' Waterproof, per m.....		Adze Eye.....	\$17 00. dis	
Musket, per m.....		Metals—Zinc		
Ely's Waterproof, per m.....		800 pound casks.....	7 1/2	
Cartridges		Per pound.....	8	
No. 22 short, per m.....		Miscellaneous		
No. 22 long, per m.....		Bird Cages.....	40	
No. 32 short, per m.....		Pumps, Cistern.....	75&10	
No. 32 long, per m.....		Screws, New List.....	85&2c	
Primers		Casters, Bed and Plate.....	50&10&10	
No. 2 U. M. C., boxes 250, per m.....		Dampers, American.....	50	
No. 2 Winchester, boxes 250, per m.....		Molasses Gates		
Gun Wads		Stebbins' Pattern.....	60&10	
Black edge, Nos. 11 and 12 U. M. C.....		Enterprise, self-measuring.....	30	
Black edge, Nos. 9 and 10, per m.....		Pans		
Black edge, No. 7, per m.....		Fry, Acme.....	60&10&10	
Loaded Shells		Common, polished.....	70&5	
New Rival—For Shotguns		Patent Planished Iron		
No.	Drs. of Powder	Shot	Gauge	Per 100
120	4	1 1/4	10	\$2 90
129	4	1 1/4	9	2 90
128	4	1 1/4	8	2 90
126	4	1 1/4	7	2 90
135	4 1/4	1 1/4	6	10 2 90
154	4 1/4	1 1/4	5	10 3 00
200	3	1	10	12 2 50
208	3	1	8	12 2 50
236	3 1/2	1 1/2	6	12 2 65
265	3 1/2	1 1/2	5	12 2 70
284	3 1/2	1 1/2	4	12 2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.....				
No. 12, pasteboard boxes 100, per 100.....				
Gunpowder				
Kegs, 25 lbs., per keg.....				
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....				
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....				
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.....				
Augurs and Bits				
Snell's.....				
Jennings genuine.....				
Jennings' imitation.....				
Axes				
First Quality, S. B. Bronze.....				
First Quality, D. B. Bronze.....				
First Quality, S. B. S. Steel.....				
First Quality, D. B. Steel.....				
Barrows				
Railroad.....				
Garden.....				
Bolts				
Stove.....				
Carriage, new list.....				
Plow.....				
Buckets				
Well, plain.....				
Butts, Cast				
Cast Loose Pin, figured.....				
Wrought Narrow.....				
Chain				
Com. 7 c. 5-16 in. 5 c. 1/2 in. 4 1/2 c.				
BB.....				
BBB.....				
Crowbars				
Cast Steel, per lb.....				
Chisels				
Socket Firmer.....				
Socket Framing.....				
Socket Corner.....				
Socket Slicks.....				
Elbows				
Com. 4 piece, 6 in., per doz.....				
Corrugated, per doz.....				
Adjustable.....				
Expansive Bits				
Clark's small, \$18; large, \$26.....				
Ives' 1, \$18; 2, \$24; 3, \$30.....				
Files—New List				
New American.....				
Nicholson's.....				
Heller's Horse Rasps.....				
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27; List 12 13 14 15 16 17				
Discount, 70				
Gauges				
Stanley Rule and Level Co.'s.....				
Glass				
Single Strength, by box.....				
Double Strength, by box.....				
By the Light.....				
Hammers				
Maydole & Co.'s, new list.....				
Yerkes & Plumb's.....				
Mason's Solid Cast Steel.....				
Hinges				
Gate, Clark's 1, 2, 3.....				
Hollow Ware				
Pots.....				
Kettles.....				
Spiders.....				
Horse Nails				
Au Sable.....				
House Furnishing Goods				
Stamped Tinware, new list.....				
Japanned Tinware.....				
Iron				
Bar Iron.....				
Light Band.....				
Knobs—New List				
Door, mineral, jap. trimmings.....				
Door, porcelain, jap. trimmings.....				
Lanterns				
Regular 0 Tubular, Doz.....				
Warren, Galvanized Fount.....				
Squares				
Steel and Iron.....				
Tin—Melyn Grade				
10x14 IC, Charcoal.....				
14x20 IC, Charcoal.....				
20x24 IX, Charcoal.....				
Each additional X on this grade, \$1.25.				
Tin—Allaway Grade				
10x14 IC, Charcoal.....				
14x20 IC, Charcoal.....				
10x14 IX, Charcoal.....				
14x20 IX, Charcoal.....				
Each additional X on this grade, \$1.50				
Boiler Size Tin Plate				
14x56 IX, for No. 8 Boilers, } per pound..				
14x56 IX, for No. 9 Boilers, }				
Traps				
Steel, Game.....				
Onelda Community, Newhouse's.....				
Onelda Community, Hawley & Norton's.....				
Mouse, choker per doz.....				
Mouse, delusion, per doz.....				
Wire				
Bright Market.....				
Annealed Market.....				
Coppered Market.....				
Tinned Market.....				
Coppered Spring Steel.....				
Barbed Fence, Galvanized.....				
Barbed Fence, Painted.....				
Wire Goods				
Bright.....				
Screw Eyes.....				
Hooks.....				
Gate Hooks and Eyes.....				
Wrenches				
Baxter's Adjustable, Nickeled.....				
Coe's Genuine.....				
Coe's Patent Agricultural, Wrought.....				

Too Late to Classify.

Ann Arbor—Jos. T. Jacobus has sold his grocery stock to F. W. Esslinger.

Bay City—Paul W. Schroedter, grocer, has sold his stock to F. Kellerman & Co.

Adrian—Burns & Spies have purchased the grocery stock of Michaels & Smith.

Lansing—The Olds Motor Works will add 200 hands to their already large force Feb. 1.

Tecumseh—M. E. (Mrs. Henry) Bice is succeeded by Maloney & Rockwell in the bakery business.

Saginaw—E. C. Maxson & Son succeed Edward C. Maxson in the wall paper and paint business.

Detroit—O'Dwyer & Ward, wholesale milliners, have dissolved partnership. The business is continued by Ward & Miller.

Parma—Jaspar R. Godfrey, dealer in hardware, groceries, coal and agricultural implements, has taken a partner under the style of Godfrey & VanValin.

Pottersville—H. E. Merritt, late of Detroit, has purchased the interest of his brother, Clark, in the mercantile business of N. O. Merritt & Son. The new firm of N. O. Merritt & Co. will begin business January 19.

Saginaw—The Arenac Clay Co. has filed articles of association. It has a capital stock of \$50,000, the principal stockholders being Jos. H. Carrigan, Mary Carrigan, Chas. E. Still and Rowland Connor, each of whom holds 600 shares.

Adrian—The Gibford Automatic Safety Pin Co. is the style of a new enterprise at this place. Its authorized capital stock is \$3,000. The principal stockholders are Geo. A. Wilcox, 540 shares; W. A. Staniford, 150 shares; C. J. Lyons, 150 shares and E. B. Gibford, 150 shares.

Lansing—The Lansing Foundry Co. has been organized with a capital stock of \$20,000, held by the following persons: A. F. Molitor, 800 shares; Leonard W. Roe, 700 shares and Otto C. Brodhay, E. H. Brodhay and L. A. Brodhay, of Chicago, who hold 300, 100 and 100 shares respectively.

Good Words Unsolicited.

C. J. Pattison, druggist, Altona: The Tradesman is a good paper and it would be hard to keep store without it.

Klump Bros., meat dealers, Pinconning: Please find enclosed \$1 in payment of subscription to Michigan Tradesman, which we consider the best invested dollar we make during the year.

E. W. Potter, shipper of butter, eggs and poultry, Leslie: We have always felt that we could depend on whatever the Tradesman said and have appreciated the efforts you have put forth in behalf of your patrons.

Myers Bros., dealers in drugs, groceries, crockery and glassware, Gobleville: Enclosed find \$2 for subscription to Tradesman. We did not get last week's issue. Don't you know we can not keep house without the Tradesman? Have had every number from No. 1, except last week's.

Slater & Kyes, dealers in clothing, men's furnishing goods and boots and shoes, Coleman: There is no paper published that will compare with the Tradesman as a business journal and, as an advertising medium it brought us surprising results. We wish you a prosperous future and pledge you our hearty support.

White Manufacturing Co., manufacturer of gasoline and kerosene appliances, Chicago: Let us join with you in congratulations upon the splendid home you have established for yourselves in your new quarters. Seventeen year lease, eh? Well, that is a good

long time. The writer was quite a small boy seventeen years ago; he will be older in seventeen years more.

Geo. E. Steele, civil engineer, Los Angeles, Cal.: I enclose renewal, not because I am at all interested in the merchants' problems, but because the Tradesman has very many good features which I approve and commend, principal among them being its able editorials on political, educational and all leading public questions—the best I get. Then, come to think, this paper has been coming to me since its early issues. How could I break company? That celebration number was "chief among ten thousand." The look at Charlie Garfield's pleasant face was worth a year's subscription.

Hides, Pelts, Tallow and Wool.

Country hides are easier—in fact, lower—and sales are made at down price. Receipts of cattle by packers are extremely large and they are ready sellers of hides. Lots in country points that have been held for an advance are coming forward. Only a lower market can be looked for.

Felts are plenty from large receipts of sheep. Stocks come from all points, giving ample supply to pullers.

Furs are not so plenty and buyers are off their high horse. They are in the market, but at lower values on some grades and are not so anxious.

Tallow holds its own, with a fair demand and light offerings. Packers' prime is sold up close.

Wools are strong at seaboard, but higher. Values are not quotable. The stuff is in light supply, as compared to past years and is being ground up. Although indications are strong, buyers do not readily respond. Wm. T. Hess.

Divided.

"Johnny," said his mother, severely, "some one has taken a big piece of ginger cake out of the pantry."
Johnny blushed guiltily.
"Oh, Johnny!" she exclaimed, "I didn't think it was in you."
"It ain't all," replied Johnny; "part of it's in Elsie."

Business Wants

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

BUSINESS CHANCES.

FOR SALE—GROCERY STOCK, INVOLVING \$1,000. We traded for the stock. Our business is real estate, not groceries. These goods are high grade and no old stuff. Seven hundred dollars buys it to-day. Stand is good, but can move goods if you desire. Write or see Decker & Jewel, Grand Rapids, Mich. 984

FOR SALE—AT A BARGAIN—\$1,500 CLOTHING, or would exchange for a stock of shoes. Address No. 976, care Michigan Tradesman. 985

FOR SALE—A CLEAN AND DESIRABLE stock of general merchandise in southwestern Iowa; stock will invoice about \$8,000; reason for selling, ill health; good trade; good country adjoining town. Address Lock Box 8, Carson, Iowa. 3

\$450 BUYS NEW STOCK OF STAPLE MERCHANDISE in booming town of Constantine. Box 253, Constantine, Mich. 985

75 CENTS ON THE \$1 BUYS A NEW YORK market store; stock in good shape; stock and furniture and fixtures inventory about \$2,500. G. B. Webber, Muskegon, Mich. 988

FOR SALE OR TRADE—CHOICE 80, ONE and one-half miles from town; no improvements. Address 321 1/2 Lake, Petoskey, Mich. 996

FOR SALE \$1,300 STOCK OF DRY GOODS and store, with living rooms above, for \$2,500, one-half cash and balance on time. Address Qulek Sale, care Michigan Trade-man. 999

FOR SALE—GENERAL MERCHANDISE stock, involving about \$8,000; annual sales this year, \$11,000; situated in country; postoffice in connection; surrounded by excellent farming country. Address No. 1, care Michigan Tradesman. 1

ADMINISTRATOR'S SALE. NEW GRIST mill in the flourishing town of Stockbridge, Ingham Co., Mich.; large rich territory; will be sold Friday, Feb. 6, 1903; a rare opportunity for the right man; particulars can be had. J. W. Dancer, Administrator, Stockbridge, Mich. 2

DRUG STOCK FOR SALE, WITH A GOOD discount; in Northern Indiana, twenty miles from Michigan State line; stock involves about \$800. Address No. 995, care Michigan Tradesman. 995

FOR SALE—THE LEADING GROCERY stock in the best manufacturing town in Michigan; cash sales last year, \$22,000; books open to inspection; investigate this. Address No. 994, care Michigan Tradesman. 994

FOR SALE—DRUG STORE GRAND Rapids; good business; good reason. Address No. 993, care Michigan Tradesman. 993

TO EXCHANGE—IMPROVED FARM FOR stock of merchandise. Address Box 242, Frankfort, Ind. 992

FOR SALE OR TRADE FOR CLEAR property, new clean stock of drugs; involves about \$3,000. Location best in the city of Lebanon, Ind. Address Metzler & Co., Lebanon, Ind. 991

FOR SALE—STOCK OF DRUGS AND FIXTURES involving about \$2,000, in a prosperous Michigan city of 6,000; competition slight; full prices. Term: cash or negotiable paper. Address Chemist, care Michigan Tradesman. 990

AN OPENING. DON'T ALWAYS WORK for some one else when you can as well be in a fine business for yourself, have your own time and make five times what you are getting now. Write John C. Steln, Allegan, Mich., and get particulars regarding his dry goods business. 988

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

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., 325 Elliott 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

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, 2x80; basement under all; cheap rent, Best of reasons for selling. Address No. 968, care Michigan Tradesman. 968

FOR SALE—HARDWARE BUSINESS; stock involves \$7,500; prosperous manufacturing and farming center; stock clean; profitable proposition. Hardware, 55 Stephenson St., Freeport, Ill. 982

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 \$2,600; cash sales last year \$7,500; a good chance. Address G. B., care Michigan Tradesman. 981

FOR SALE—A NEW VILLAGE HOTEL and bar with good prospects 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 Grocers' 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, Toza, Tex. 964

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

FOR SALE—WHOLESALE GROCERY IN a thriving city of 30,000 in the Northwest. Address B, care Michigan Tradesman. 966

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

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

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

CHICAGO PURCHASING CO., 221 5TH ave., largest cash buyers of stores and stocks of all descriptions. 918

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

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. 1 Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

MISCELLANEOUS

WANTED—POSITION BY MAN OF EXPERIENCE in grocery or general store; references given. Address 989, care Michigan Tradesman. 989

WANTED—TRAVELING REPRESENTATIVE for State of Michigan for an up-to-date line with an established trade in the State. Must be a thoroughly competent man, experienced in stove and range selling and acquainted with Michigan trade. Address S. R., care Michigan Tradesman. 947

SITUATION WANTED IN GROCERY OR general store by young man with five years' experience; references given. Address R. H. Plington, Odell, Ill. 927

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

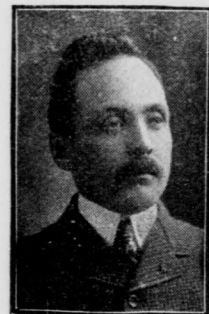
AN UP-TO-DATE TRAVELING SALESMAN desires position; references. Address E. P., care Michigan Tradesman. 965

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 sellers. Good money. Write us quick. A. R. Wiens Company, 223 Cedar St., Milwaukee, Wis. 964

"THE O'NEILL SALES"

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



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

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

Cheney & Tuxbury the Real Estate Men

are in the market for Hemlock and Cedar Lands. 24 Canal St., Grand Rapids, Mich.



The Imperial System Lamps

1250 Candle Power
700 Candle Power

Send for catalogue.



Do not break mantles.
Anyone can operate them.
They have the
"Imperial" Generators.

Imperial Gas Lamp Co.

206 Kinzie Street,
Chicago, Ill.



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.

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 OARBON 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.

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

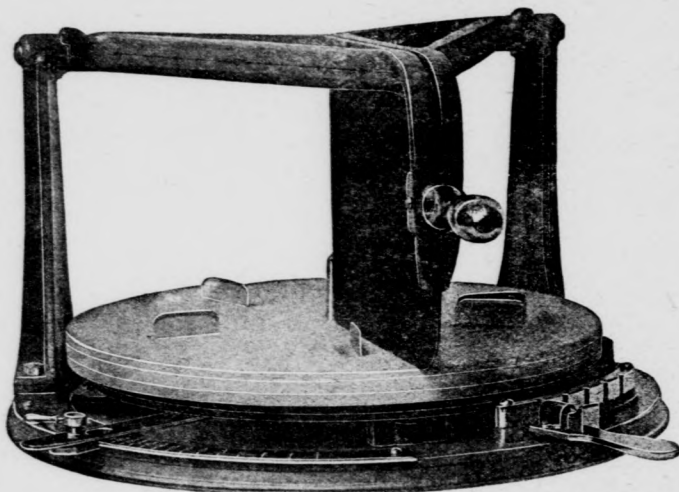
WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

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. Craigue 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. CRAIGUE."

Sold on easy monthly payments. Write for particulars.

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