

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 21, 1903.

Number 1009

## Wait for the "Beacon Falls Man"

before buying your Rubbers.

### BEACON FALLS FOR 1903

are the handsomest line of rubber footwear ever produced and we can offer you a number of Exclusive Styles not obtainable elsewhere. Our representatives will call on you in ample time to give you an opportunity to buy before any advance in prices. Always look for the MALTESE CROSS on your rubbers. IT IS FOUND ONLY ON BEACON FALLS and it is a guarantee.



## The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

### BRANCH STORES

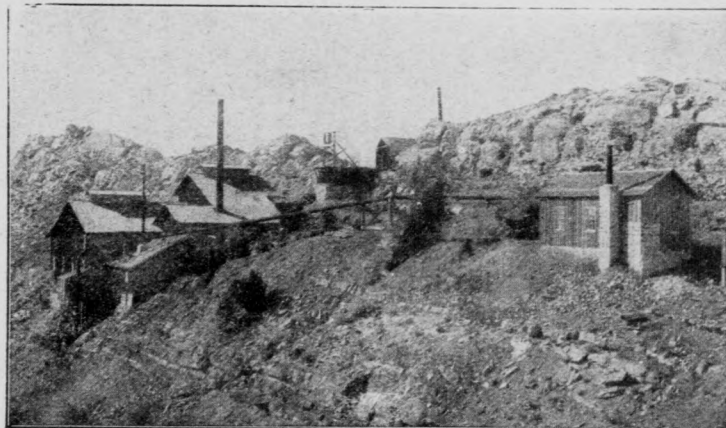
207-209 Monroe St., CHICAGO; 106 Duane St., New York; 177-181 Congress St., Boston

## F. C. LARSEN COMPANY



Wholesale Groceries and Provisions  
Crockery and Woodenware

61 FILER STREET Telephone 143 MANISTEE, MICH.



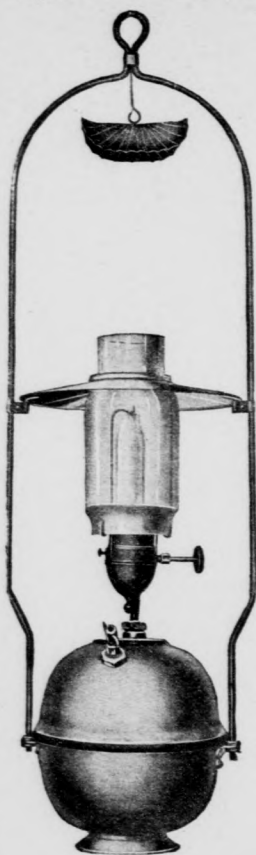
(This is a picture made from a photograph of our mill located at Silver Reef, in the Harrisburg Mining District, Washington County, Utah.)

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.



**The Superior Manufacturing Co.**  
 Manufacturers of  
 The "Ann Arbor" Quick Lighting Gasoline Lamps  
 And  
 The "One Gallon Ann Arbor" Lighting System  
 Dealers in  
 Mantles, Shades, Chimneys, Gas and Gasoline Lamp Supplies

Ann Arbor, Mich., 1-21-03.  
 You, Everybody & Co.,  
 Anywhere, Mich.

Gentlemen: In your wireless telegram you did not state how many "Ann Arbor" Arc lamps your store will require. If it is not more than 60 ft. long two will be sufficient to make it as light as day. Kindly send us copy of your order so that we will make no error in shipment.

Give your customers a chance to buy one of our handsome parlor lamps. Write for complete catalog and prices.

Dic. H. H. S. Yours very truly,  
 N. G. R. SUPERIOR MFG. CO.



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

**Walsh-DeRoo  
 Buckwheat  
 Flour**

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

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

Write us, please, for prices.

**Walsh-DeRoo Milling Co.**  
 HOLLAND, MICH.

**Our Trade Winners**

The Famous Favorite Chocolate Chips,  
Violetta, Bitter Sweets,  
Full Cream Caramels,  
Marshmallows.

MADE ONLY BY  
**Straub Bros. @ Amiotte, Traverse City, Mich.**

**C. C. Wormer  
 Machinery Co.**

Contracting Engineers and  
 Machinery Dealers

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

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

**F. M. C.  
 COFFEES**

are always  
 Fresh Roasted

**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.

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

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Number 1009

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.**  
CREDIT ADVICES  
COLLECTIONS AND  
LITIGATION  
LIMITED  
WIDDICOMB BLDG., GRAND RAPIDS,  
DETROIT OPERA HOUSE BLOCK, DETROIT.

## William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan for the

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

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

28-30 South Ionia Street  
Grand Rapids, Mich.

## Tradesman Coupons

### IMPORTANT FEATURES.

- Page.
2. Credit Theories.
  4. Around the State.
  5. Grand Rapids Gossip.
  6. Innocent William.
  8. Editorial.
  10. Dry Goods.
  12. Clothing.
  16. Shoes and Rubbers.
  20. Woman's World.
  22. The New York Market.
  23. Keeping Down the Dust.
  24. Butter and Eggs.
  25. Commercial Travelers.
  26. Drugs and Chemicals.
  27. Drug Price Current.
  28. Grocery Price Current.
  29. Grocery Price Current.
  30. Grocery Price Current.

### BAKED IN THOUSANDS

By Sale of Recipe For Mysterious Fuel Bricks.

On Dec. 27 and again on Jan. 10 the Grand Rapids Press published the following advertisement:

**MYSTERIOUS, "Everlasting Fire"!** Marvelous new fuel that burns forever; makes intense heat, but never burns up; hotter, cheaper, cleaner than coal; it worth cooks a meal or heats a room; burns in any stove or grate, or outdoors anywhere, without attachments or kindling; no ashes, smoke or smell; absolutely safe; pronounced miraculous, supernatural; great excitement wherever shown; agents making fortunes; nine-tenths profit; no capital required; territory free. Bryan & Co., Inventors, 499, Cincinnati, O.

This seemed just the thing wanted in the districts of the country now suffering from too much cold and too little coal, and soon the mails began to be loaded with letters from persons who wanted the new fuel for themselves or who wished to become agents in the territory where quick fortunes were to be

## 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

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCORNE, Manager.

made and humanity relieved. To all these word was sent back that the new fuel was to be manufactured by the persons using it and that the recipe for its making would be sent to every one who remitted one dollar in bills or money order. That seemed well enough to the persons who wanted the new fuel, and in the space of a single week 1,500 applications and \$1,500 poured in on Bryan & Co.

The recipes that were sent out specified that the "mysterious fuel" was made by forming a block of brick clay in which there was kneaded a small quantity of saltpeter, the block then being baked in an oven or kiln for twenty-four hours. For the benefit of those who might not care to go to the trouble of making their own blocks the circulars further gave the information that "ordinary bricks made at the brick yards will do as well as the above." But whether self-made or made at the brick yards the brick or block was to be soaked in a gallon of kerosene oil to which had been added a teaspoonful of chloride of lime, a teaspoonful of ground alum and two teaspoonfuls of common salt. After being immersed for the specified time, the brick, it was claimed, would be ready for duty as the new fuel and ready to do all that had been alleged of it.

Almost as soon as the recipes reached the people who had paid their dollars for them there began to pour back a stream of complaints from persons who were dissatisfied. Most of them had tried the new fuel and found it would not work at all in the way alleged; others asserted it was no new fuel—nothing but sticking a brick in coal oil and then allowing the oil to burn away, all of which they declared was old, tried years ago, and of no account. All the complainers wanted their money back.

Horace Johnson, of Lowell, Ind., who felt he had been specially duped by Bryan, went to Cincinnati and swore out a warrant for the arrest of L. M. Bryan, the inventor, and also for his father, Dr. A. S. Bryan, who was supposed to be his partner in the venture. They were charged with using the mails to defraud. Inspector Holmes, who had charge of the case, hastened at once to the home of the Bryans, 425 McDowell street. He had been preceded there by Sergeant King and several policemen from the Sixth district. The Sergeant had complained some days before to Bryan and the latter invited him and his friends to call and see for themselves what the new fuel would do and how it worked. They were busy watching the experiment when the Federal officers arrived with their warrant. The specimen brick was blazing away just as a coal-oil-soaked brick would do.

Inspector Holmes asked whether Bryan had any fires in his house made of the new fuel and Bryan said he had and took the officer to a grate. There was, indeed, a brick glowing away in the midst of a blazing coal fire.

Both the Bryans were taken before United States Commissioner Adler, who placed Dr. Bryan under \$300 bail

and the son under \$1,000 bail to appear for hearing to-day week. The son claimed the father had no interest in the business other than working for him as an employe, and it was on that account that leniency was shown to him. District Attorney Bundy sanctioned the arrests and will prosecute the case. The mail of the Bryans came from Michigan, Indiana, Ohio and Illinois, and it is supposed several thousand persons got their recipes and paid their cash for them.

### News of the Corporations.

The Ideal Clothing Co. has declared a cash dividend of 15 per cent., making 100 per cent. in dividends which the company has disbursed since the business was incorporated in April, 1892, covering a period of ten and three-quarter years. At the annual meeting of the stockholders, held last week, the capital stock was increased from \$75,000 to \$125,000—one-half of the new stock being common and the other half preferred. The preferred stock was readily taken by country merchants who are customers of the company. The common was oversubscribed about 40 per cent., none of the stock being placed in new hands. The company expects to increase its output very largely during the coming year by reason of its having secured additional floor space and having installed additional machinery.

The Hazeltine & Perkins Drug Co. has declared a dividend of 10 per cent. from the profits of 1902, payable in quarterly installments during 1903.

The Grand Rapids Brewing Co., in addition to disbursing an 8 per cent. cash dividend and a 50 per cent. stock dividend, gladdened the hearts of its stockholders at the annual meeting by disclosing that, in addition to its present enlarged capital stock of \$500,000, it has \$253,000 in the surplus fund, which ought to give the stock a market value around 150.

At the annual meeting of the Clapp Clothing Co., held Tuesday forenoon, the following directors were elected: C. I. Clapp, John B. Hutchins, Clay H. Hollister, Thomas E. Wykes, H. A. Delano, H. J. Vinkemulder and S. A. Knickerbocker. At a meeting of the directors the following officers were elected: President, C. I. Clapp; Vice-President, H. A. Delano; Secretary, John B. Hutchins; Treasurer, H. J. Vinkemulder.

Milan—The Stimpson Standard Scale Co. has been organized here with a capital of \$60,000, for the purpose of manufacturing truck and platform scales and other articles of the hardware line. Most of the stock is held by Milan capitalists. The plant will begin operations employing 100 men, and the most of them will be skilled laborers.

Shelby—The Big Store stock has been shipped this week to Pittsfield, Mass., where the firm will open a large establishment. Mr. Goldsmith's partner, J. H. Cohen, with his father-in-law, H. Levy, of Peekskill, N. Y., were here helping to pack up and assisting in the shipment.

## CREDIT THEORIES.

## Some History and Principles Underlying Them.

In an address on the subject of finance, Bonamy Price side-stepped long enough to make this statement concerning credit:

"The word credit has a sound full of mystery and perplexity for modern ears. It tells of a vast power scattering riches and ruin along its fitful career, hard to understand, impossible to define, yet apparently unbounded in the immensity of its effects. It strikes terror to the imagination by the revolution which attends its path, while understanding fails to understand its nature or to discover the secret of its might. It is proclaimed to be the foundation of modern trade; it exalts or overthrows the city; it shakes kingdoms; it has been charged with the guilt of political convulsions and yet, what credit is, where it dwells, what are the peculiarity and essence of its strength are questions which not only the commercial but even the philosophical mind finds it hard to answer. Whenever times are had and disaster befalls commerce, we are sure to hear much of the sinister influence of credit. If speculations prosper and large undertakings enrich promoters, the merits of credit are certain to be loudly extolled and wealthy bankers and merchants speak with pompous words about the mysterious essence whose power they wield and of which they alone possess the unutterable and inexplicable secret. There are no limits to the faith which mankind at times places in the workings of this undecipherable power."

It comes to us from good authority that business, which to-day is done through the money exchanges or what we in modern times call banking concerns, was invented, or perhaps the better word would be created, by the Romans. The Roman empire in its inception was a combination of municipalities. It was a nation born of commerce and largely controlled by business men. They used in their business transactions checks, bills of exchange and perhaps promissory notes. We find in the Pandects of Justinian a well defined code of laws worked out by Roman jurists in the second and third centuries, in which their then commercial law was applied to the principles of credit. The Justinian code was the law of the Western Empire as it was called, but they were not alone in dealings upon a credit basis, for we find in the great code of the Eastern Empire, Basilica, some well defined laws relating to barter.

Primitive man knew no such equivalent of value as money. He had no such medium of exchange. Traffic between men and cities and nations was conducted by means of barter or exchange. Such is the custom to-day with savage races. In the literature of the Homeric period, we find mention of the nature of their transactions and of their development in commercial lines. In the Iliad, Book 7, 468, Homer illustrates the then mode of business dealings. He says:

"From Lemno's Isle a numerous fleet had come  
Freighted with wine,  
All the other Greeks  
Hastened to purchase, some with brass  
and some  
With gleaming iron  
And some with hides,  
Cattle and slaves."

The inconveniences of this mode of trading, that is of barter, are at once obvious. The wrangling, haggling and bargaining necessarily brought about in dealings of any considerable moment are apparent. The question of how much leather should be exchanged for a given quantity of wine or how much wine for oxen or for slaves was always open to discussion. We do not find in the history or in the literature of the Homeric period, that is to say a period of from seven to twelve centuries before the time of Christ, that any mention of the use of money is made in any of their transactions. It must have been at about this time, however, that the real necessity for money was first observed. We find in the Iliad many passages which indicate that the people had not been

advanced beyond the condition of barter and still some of these passages show that they realized the necessity for some standard of value. We find estimates of the value of articles as being worth a certain number of oxen. Thus in the Iliad, Book 2, 488: "Pallas' shield, the Aegis, had 100 tassels each of the value of 100 oxen." Again, Homer makes the character of Achilles to offer as a prize to the winner, in the funeral games in honor of Patroclus, a large tripod which the Greeks valued among themselves at twelve oxen. It will thus be seen that here they had found the necessity for a standard of value, the same measure of value which has since by common consent come to be called money. Here also is a start in the fixing of relative values.

The necessity for a medium of exchange or a measure of values arises from various causes. If it were always possible to exchange commodities or products or services for others of exactly equivalent value, each transaction would end by the transfer of the property or the rendition of the service. However, we should find it would often happen that an exactly even exchange could not be arranged. One would wish to buy something possessed by another, but himself would be possessed of nothing desired by the first. There would thus remain due to one or the other some product of service, some value not adjusted. This condition in those times gave rise to the condition of debtor and creditor, that is some property right or right of service or some intangible right or obligation was created between the parties, which remained for adjustment at some future time. It created the right for one to receive and the obligation on the part of the other to perform some service, to pay or render something of value. In making exchanges, it frequently occurred that one wanted from another a certain commodity but had nothing to render in return to pay the person who was bartering with him. Also exchanges were frequently desired in disproportion with exchange values. This led to the fixing upon some material property which they agreed among themselves should be used to offset the difference or inequality in all transactions. That universal exchangeable commodity has by evolution assumed our present form of money. Its sphere is to displace debt, which, of necessity, arises as a result of the transactions of men. Whenever there is a debt there is a corresponding credit and it therefore follows that money and credit are composed of much the same essentials. Whether credit is money, or whether credit is wealth, is a question which has long been in dispute. Some very able economists take radically opposed views in relation to the same. Demosthenes strenuously argued that credit is wealth, his reason being along the line that man could purchase merchandise with credit, that is upon a pledge of a future payment, just as he could do with money; that when a bargain is made and the property transferred, it becomes the property of the buyer in exchange for his promise to pay in the future. Therefore credit is a purchasing power exactly as money is. While there is some opposition, as I have stated, to this theory, the great weight of modern opinion leans strongly to the conclusion that everything which has a purchasing power is wealth and that credit has a purchasing power. Whatever may be your views on this subject, I believe we will all agree that credit does not become wealth until it is used to make purchases or to create some debt or obligation, to render something of value. A person may have the foundation for a vast amount of credit but so long as he does not engage in an enterprise and make use of that credit, it lies dormant and is not capital, it is not wealth, and does not become a factor in the financial world. Like the mysterious something called electricity, which although invisible, flows through its conductors carrying with it either life or death, seemingly always present yet never a known quantity or power until put into use, the actual influence of credit can only be measured by its results.

All text writers argue that labor has much to do with the value of all commodities, but labor does not absolutely make values. The diamond in its native condition has value, gold in the mine has value. While labor is not a controlling factor, it is a prominent factor in the commercial world to-day. Labor performed creates a debt and likewise a corresponding credit. The stipulated price which the laborer is to receive daily, weekly, monthly or yearly, is not his income. It is merely a representative of property, an order, as it were, which he receives and can present at any store for any commodity which he may desire.

It will thus be seen that the relation of money to credit and the connection with labor is a close one, and that money and credit contain the same essentials. The same results can be accomplished by the use of either. It therefore appears that the necessity for money occurred when it became necessary to supply defects in exchanging, and credit was born at the same moment. Through about twenty-eight centuries that have passed since the necessity for money arose, various substances have been used and constituted a medium of exchange or were a substitute for measures of value. For all practical uses, we may say that money began to be used about 800 years before the time of Christ. At about that time copper bars or skewers were displaced in Greece by silver coins. Ethiopians used carved pebbles, the Carthaginians used leather disks with some mysterious substance attached, shells have also been used in the isles of the Eastern Ocean. Blocks of compressed tea have been used in China, sugar in the West Indies, tobacco in Virginia, powder and shot in some of the American colonies and by the Indians belts of wampum. The necessity for permanency of character in money has led to the almost universal adoption of metal for use as money. Of late years, paper money has been much used by all nations, but to the Chinese is due the credit of first making use of paper as money, which was about the year A. D. 807. We have thus hastily traced the origin of money and credit and at least in a crude way hinted at the relations of debtor and creditor, the underlying principles of the theories of credit, and thus the cause for the extension of credit in the form in which we have to deal with it to-day.

It may be interesting to recall that our present system of book-keeping and credit is traceable almost directly to the Romans. We look upon the rapid growth and development of that nation and wonder why, with the crude appliances then in vogue, without steam, electricity and modern mechanical devices, it should have made such wonderful progress. When the practice of writing became common in Rome, a custom or law was established requiring every Dominus or head of the family to keep a ledger as exact and accurate as those of our modern banker, in which he put all sums of money borrowed or loaned, all profits and loss in trade. The items were noted down from day to day in a waste book called Adversaria, and at the end of the month, the various items were arranged under their proper heads in the ledger which was called Tabulae or Codex. This book was expected to be preserved as an heirloom. Once in five years, the Dominus was obliged to go before the Censors and swear to the truth of the Codex. It was unimpeachable evidence in all courts. In fact, this book was treated and considered almost as sacred. It is quite probable that their methodical habits in business contributed in no slight degree in promoting and advancing the Roman Empire.

If we had time at disposal it might be interesting at least to consider some of the old Roman theories of the creating of obligations and the safeguards against confusion and misunderstanding with which they surrounded the transactions involving the sales of goods and of money or, as we would say, the loaning of money, but time for bids.

The modern application of the word

credit is vastly different from its ancient use. In those times men were brought face to face in their dealings. To-day the New York merchant sells his goods, without a second thought, to the dealer in San Francisco. In the olden times there were no such enormous combinations of capital for the manufacture and sale of commodities. The dealings of the debtor of old were necessarily confined within narrow limits and while it is true that to-day the telegraph, telephone, fast freight and mail service and other great commercial enterprises contribute largely to reduce the task of the credit man there still remains the fact that in a great majority of instances he is called upon to pass upon the advisability of making a sale on credit to a person or firm concerning whose personal history and characteristics little or nothing is known by him. You do not know of his particular location in business with reference to other similar enterprises in competition, your information is frequently imperfect with reference to the size of the town or city, you know nothing of the surrounding country or of the commercial enterprises that support and give life to the town in which the creditor is engaged in business. All of these items are of some importance in determining the advisability of extending credit. If you were brought face to face with your man at his home territory or even in your own place of business you could and would learn much of his surroundings and personal history and antecedent dealings that would materially aid you in determining his credit worth. For these reasons, I say, the task of the credit man of to-day is one that requires a clear head at all times.

R. J. Cleland.

## Luck in the Number Nine.

My particular idiosyncrasy in favor of odd numbers. How I acquired the harmless passion happened in this way. Among my school fellows was a Turkish lad, who was the first to point out to me a curious law of numbers. He would take a string of figures at random, which we added up in line until they totaled to a resultant number nine or not. If they "showed up" nine we declared them lucky; if not, not. For example, take number 1-8, 7-2, 4-5 equal 9. So ingrained is this meaningless habit that I never buy a railroad ticket without submitting its number to this ridiculous scrutiny. Many a time I have puzzled myself as to the origin of this silly habit, yet it would appear that the affection for number nine displayed by the lad reached Turkey by way of Arabia.

According to the anonymous author of "Table Talk," published in 1836 by Charles Knight, long residence in Cairo by the famous traveler, J. L. Burckhardt, had also rendered him susceptible to the strange fascination of odd numbers. He spent many years in collecting a storehouse of Arabian sayings illustrative of the manners and customs of this enlightened people, but, strange to say, he stopped short at the number 999, "a notion prevalent among the Arabs that even numbers are unlucky and that anything perfect in its quantity is particularly affected by the evil eye." Whereupon the writer proceeds to give an instance that came under his own notice: At that time there lived in Islington a wealthy cowkeeper named Rhodes, who made many futile attempts to keep 1,000 cows on his premises in a thriving condition at one time, but was invariably baffled. He could, however, keep 999 without experiencing any loss of stock.

## She Could Use Them.

An old lady, on seeing the electric light in the town for the first time, was struck with amazement. After gazing at it for a space she entered a grocery store and asked:

"I say, mister, how do you make that big light o' your'n? I'm tired of burning paraffin."

The grocer replied: "Oh, it is caused by a series of electric currents." "Is it, now?" said the old lady. "Then weigh me a pound; if they won't do for lighting I'll use 'em up for puddin's."

## Red Rooster Cigars

We recommend these to you because they possess real CIGAR MERIT, not a mere printer's ink merit.

Made of as good goods as can be afforded. Not a "doped" cigar but good, pure, smokable leaf TOBACCO. Pleasant to the taste and carrying the bouquet of a much higher priced article.

Not how big but how good.

Sold over your counter for five cents, with a good profit and a pleased customer for your trouble.

Built by  
LA GORA FEE CO., Detroit, Mich.

Sold by

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

## Fremont Peas

When you buy Peas remember every customer you have will want Peas this winter and strange but they will all want the BEST. If you don't carry the best some other grocer is going to sell your customers as sure as death and taxes.

Fremont Peas are the best.

Canned by  
FREMONT CANNING CO.

Sold by

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

## Quaker Corn

"It's a good thing for a dog to have a certain number of fleas, it keeps him from brooding over the fact that he is a dog."

David Harum.

It is probably a good thing for you to keep a few other kinds of Corn, it will keep you so busy trying to sell some of it that you won't brood over the fact that there is only one Best Corn, and that's QUAKER BRAND.

HOOPESTON PACKING CO.,  
Packers.

**WORDEN GROCER COMPANY**

Distributors,  
Grand Rapids, Mich.,

## Quaker Flour

"The fool puts his eggs in many baskets, but the wise man puts all his eggs in one basket and watches that basket."

Mark Twain's "Puddin'head Wilson."

Our mills make Quaker Flour from the best Winter Wheat. That's all they make, been doing that for three-quarters of a century and learning how to do it better all the time, so we are enabled to give you as near the perfect in Flour as can be obtained.

For sale by

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

## Around the State

### Movements of Merchants.

Evart—W. H. Bennett, confectioner, has sold out to J. F. Gardner.

Union—John Clay has purchased the grocery stock of H. C. Rogers.

Pontiac—Tidball & Parmenter have purchased the hardware stock of Chas. Coates.

Battle Creek—H. R. Chown, of Kingston, Ont., has engaged in the hardware business.

Houghton—Dee, Redick & Co. have engaged in the wholesale cigar business at this place.

Hoytville—Forest Moyer has purchased the general merchandise stock of A. E. Howell.

Holton—E. C. Welton has sold his grocery store to H. S. Henderson & Co. and S. P. Murphy.

Union—S. G. Newman continues the grocery and crockery business of S. G. Newman & Son in his own name.

Scottville—J. N. Mack has purchased the interest of his partner in the general merchandise business of Stearns & Mack.

North Morenci—Eugene Poats continues the general merchandise business formerly conducted under the style of Jos. Poats.

Charlotte—Bare & Gillett continue the hardware business formerly conducted under the style of Bare, Gillett & Rulison.

Acme—Alonzo Green has opened a grocery store here, purchasing his stock of the Musselman Grocer Co., of Traverse City.

Tustin—Milks & Pettie, meat dealers, have dissolved partnership. T. Frank Pettie continues the business in his own name.

Copemish—Hazard & Dodt have engaged in the grocery business. The stock was furnished by the Musselman Grocer Co., of Traverse City.

Homer—Geo. E. Hartung succeeds F. E. Strong & Bro. in the hardware, hay, grain and seed business and will take possession Feb. 1.

Menominee—Friedstein & Loewenstein, department store operators, have dissolved partnership, S. Friedstein retiring from the business.

Yale—Chambers & Montney have engaged in the vehicle and implement business, instead of Chambers & Montney, as stated last week.

Kinney—Monroe & Thomas, general merchandise dealers, have dissolved partnership. J. W. Monroe continues the business in his own name.

Allegan—Thompson & Grice will open a branch drug store in Saugatuck about the middle of next month. The building is being repaired and will be newly furnished.

Evart—J. H. Bennett, who moved to Elk Rapids two years ago, has taken a partnership in the firm of Davey & Co. and will close out his business at Elk Rapids and return to this place.

Bellaire—Mrs. Alma Clymer has sold her millinery stock to Mrs. Florence Hill. The bazaar stock of A. B. Large has also been taken in charge by Mrs. Hill, who has added the same as a side line.

Allegan—Kolloff, Marty & Co., meat dealers, have dissolved partnership. F. T. Marty and Sidney Wise have formed a copartnership and will continue the business under the style of Marty & Wise.

Port Huron—The dry goods firm of Charles M. Gleason & Co., established here some six months ago, is in finan-

cial straits and has uttered a chattel trust mortgage to John S. Duffie, of Detroit, for \$7,500. Detroit dry goods jobbers are the principal creditors.

Reed City—The shoe firm of C. F. Bollacker & Co., composed of C. F. Bollacker and Geo. L. Hall, has been dissolved by mutual consent. Mr. Bollacker will continue the business in his own name.

Kalkaska—John L. Glenan, for several years head salesman at the dry goods, clothing and boot and shoe store of Palmer & Hobbs, has been admitted to partnership. The new style is the Palmer & Hobbs Co.

Detroit—Fred G. Clark, formerly clerk in the King shoe store, at Ann Arbor, will open a shoe store at 600 Michigan avenue about March 1. He has purchased his line of women's shoes of the Lacey Shoe Co.

Otsego—W. S. Martindale has sold his meat market to James Shindoll, of Gobleville, and Clarence Swick, who has been employed in the market for some time. The new firm will be known as Shindoll & Swick.

Stanton—Curtis Ball is erecting a brick warehouse at Sidney, 30x44 feet in dimensions, which he expects to be able to occupy by March 1. He also has a brick warehouse at Blanchard and buys potatoes at several other nearby points.

Sault Ste. Marie—F. J. Bailes has retired from the hardware firm of Farwell & Bailes, at the Canadian Soo, and will return to his former home, Oshawa, Ont. The business will be carried on by R. S. Farwell under the style of Farwell & Co.

Algonac—The Algonac Hardware Co. has been organized with a capital stock of \$8,000. The principal stockholders are as follows: Richard C. Jackson, 155 shares; C. J. Lemmon, 240 shares; Geo. B. Kendall, 15 shares, and Fred D. Galton, 50 shares.

Battle Creek—Amberg & Murphy have merged their drug business into a stock company under the style of the Amberg & Murphy Drug Co. The capital stock is \$26,000, of which \$13,000 is held by William Murphy, \$12,000 by Victor Amberg and \$500 by a local attorney.

Detroit—Charles C. Ashbaugh and Emil C. Dittrich, with Frederick E. Driggs as special partner, have formed a partnership to carry on a fur business under the name of Ashbaugh, Dittrich & Co. F. C. Driggs has contributed \$5,000 to the firm's funds and the partnership is to last until January 15, 1908.

Chester—A. L. Spafford has sold his general stock to John Garrett, who will continue the business at the same location. Mr. Garrett has been a member of the firm of J. C. Benbow & Co., general dealers at Yuma, for the past three years. The transfer was accomplished through the want column department of the Tradesman.

### Manufacturing Matters.

Detroit—The Camphon Lumber Co. has increased its capital stock from \$125,000 to \$300,000.

Jackson—The Illinois Broom Co. has closed a contract for the services of fifty men for a period of eight years, to commence Feb. 15.

Portland—The Dellenbaugh & Alton Manufacturing Co., manufacturers of chairs and tables, is succeeded by the Alton & Ramsey Manufacturing Co.

Battle Creek—A syndicate of capitalists proposes to buy an interest in the Cero-Fruto Food Co., Ltd., and increase the capital from \$500,000 to \$2,500,000. The company is to decide before Feb. 5.

The factory is at present shut down for the installation of new machinery, but will resume shortly.

Lake Odessa—The Lake Odessa Malted Cereal Co., Ltd., expects to start its factory in about sixty days. There are eighty stockholders in the company, which has \$15,000 in cash in the treasury.

Saginaw—From Oct. 1, 1899, to Dec. 1, 1902, the Michigan Salt Association sold approximately 11,000,000 barrels of salt, the largest sales during the same period of time in the history of the Association.

Sault Ste. Marie—The Chippewa Gas Engine & Boat Co. has been organized by Wm. H. Peck, S. J. Johnson, C. W. Baldwin, F. H. Hoard and Creighton Churchill, each of whom holds 200 shares of the \$10,000 authorized capital stock.

Adrian—The Lenawee Basket Manufacturing Co. is the style of a new enterprise established here. The capital stock is \$5,000, divided into 500 shares, held equally by Geo. B. M. Seager, E. J. Gorman, Horatio Conant and Wm. M. Curtis.

Clarksville—The Rudell Creamery Co. has been purchased by W. W. Eaton, a prominent cheese manufacturer of Fenwick, who also has factories in operation at four other points in the State. The factory has already begun the manufacture of cheese.

Detroit—The W. H. Doyle & Son Cedar Co. has merged its business into a corporation with a capital stock of \$25,000, held by the following persons: Wm. H. Doyle, Detroit, 834 shares; Wm. F. Doyle, Detroit, 833 shares, and Robt. N. Hyde, Cheboygan, 833 shares.

Albion—The Cook Manufacturing Co., of this city, manufacturer of the Cook gasoline engine, has signed a contract to supply its entire output to a big jobbing house. The company is to furnish from 300 to 500 engines a year, the exact number depending on the size of the engines furnished.

Battle Creek—The Steel Screen Co., Ltd., has been organized here with a capital of \$200,000, with the following officers: Chairman, R. F. Agnew; Secretary, W. R. Alvord; Treasurer, Joseph Prims. The company owns several patents for new devices for screens, sieves, bolters and fencing. A factory will be built in this city.

Bad Axe—The Comfort Produce Co. has been incorporated with a paid-up capital of \$20,000 to operate a cold storage in connection with the creamery business, and also handle butter and eggs. Stockholders are as follows: Chas. M. Heald, President, Detroit; F. E. Rosebrock, Vice-President, New York; John Ryan, Treasurer, Bad Axe; W. H. Comfort, Secretary and Manager, Bad Axe; A. W. Wright, Alma, and William Harris, New York.

Battle Creek—The Osgood Folding Canvas Boat Co., which has been in existence in this city for thirty years, has consolidated with the Bullard Boat Co., of Detroit, manufacturer of steel row boats and naphtha launches, under the name of the Michigan Consolidated Boat Co. The factory will be located in Battle Creek. The capital stock is \$100,000.



**Emery Wheels  
Files  
Band Saws  
Circular Saws  
General Mill  
Supplies**

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

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

## Live Merchants

will handle

# "Sanitary"

brand of

## Dried Fruits

Put up in 1 pound packages

Convenient

Clean

Economical

Good fruit at a reasonable price.  
Neat packages—free from dirt and vermin, which is appreciated by all housewives.



BUY OF YOUR JOBBER  
**Geo. D. Bills & Co., Chicago, Ill.**  
SOLE AGENTS

# Commercial Credit Co.

CREDIT ADVICES  
COLLECTIONS AND  
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WIDDICOMB BUILDING GRAND RAPIDS  
DETROIT OPERA HOUSE BLOCK DETROIT

ASSOCIATE OFFICES AND BONDED ATTORNEYS IN ALL PRINCIPAL CITIES

OUR DIRECT DEMAND LETTERS BRING IN THE GOOD BUT SLOW  
ACCOUNTS 100 PER CENT NET  
WE FOLLOW UP DEBTORS WHO DO NOT RESPOND AND COLLECT WHERE OTHERS FAIL

Grand Rapids Gossip

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 are large and the price has dropped 1c all along the line. Local handlers pay 14@15c for packing stock, 16@17c for choice and 18@20c for fancy. Factory creamery is steady at 26c for choice and 27c 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 steady at the same prices which have prevailed for the past two weeks. 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—15c per lb. Supply is not equal to the demand.  
 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 increasing 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.  
 Poultry—Live pigeons are in active demand at 75c@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; young geese, 11@12c; turkeys, 16@17c; small squab broilers, 12 1/2@15c; Belgian hares, 8@9c. Ducks, geese and broilers are scarce and in active demand.  
 Radishes—25c per doz. for hothouse.  
 Spanish Onions—\$1.50 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 had a broad market during the week. Cash wheat advanced about 3c, while May options showed an advance of 4 1/2c. The visible showed a decrease of 400,000 bushels, against a decrease last year of 852,000 bushels. The upturn seems to be a healthy one and probably will hold around present figures. Argentine does not seem to make any inroads in price. Prussia and Germany complain of extremely cold weather, especially as the wheat fields are bare. Hungary, also, complains of cold weather. The continent is accepting our offers freely at enhanced prices. Our exports thus far since July 1, 1902, or the beginning of the crop year, have been about 143,000,000 bushels. Should this demand on our granaries continue, there will be a shortage. It all depends on how the spring opens. At present our wheat fields are well covered. Should no unfavorable weather set in, we certainly will be blessed with a large crop of wheat.

Corn increased 50,000 bushels, but prices were barely sustained, as the trend seems to be for lower prices; that is, the speculators look at it that way. They think while corn will not grade now, there is plenty of time for it to cure so it will grade later and there will be plenty of corn for all practical purposes, especially as the corners heretofore have all flashed in the pan and could not be sustained. However, time will show who is right—the long or the short traders.

Oats decreased 458,000 bushels, and this sustained prices. Although they are high, there is nothing we see in the immediate future to lower them. The home market is 35@36c per bushel.

Rye has not done much and is rather slow. The demand has fallen off so trade is sluggish. Distillers are out of the market at present. Exports, also, are slack. We think prices will recede.

Beans are very strong. The demand seems to be urgent at present and prices have advanced about 10c per bushel since last writing. However, we think they are too high and that sooner or later prices will recede.

Flour is steady and prices will advance as the demand is very good, both local and domestic; in fact, spring wheat flour has advanced 25c per barrel and the winter wheat will have to follow. At present, it seems to us the cheapest food is flour.

Mill feed keeps strong, as the demand seems to exceed the supply—\$19 for bran and \$22 for middlings appearing to be the going prices.

Receipts of grain during the week have been as follows: wheat, 58 cars; corn, 13 cars; oats, 16 cars; rye, 1 car; flour, 1 car; bran, 1 car; potatoes, 11 cars.

Millers are paying 76c for No. 2 red wheat, 72c for No. 1 white wheat and 72c for No. 3 red wheat.

C. G. A. Voigt.

Hides, Pelts, Tallow and Wool.

The hide market is weak. Stocks are accumulating from country points West. Tanners will not pay prices asked and some dealers are well stocked and anxious to unload at prices little above offerings. Stocks are becoming poor in quality. The country kill was light except in the West.

Pelts are in lighter offerings at firm prices. Stocks are not large.

Furs are in good demand. The catch is light. Prices are firm.

Tallow is strong on all grades, no edible of consequence being offered, while soapers stock is quickly taken.

Wools are having ready sale in small amounts at seaboard. The State is fairly cleaned up. The few lots left are held above the market price, which may be obtained before the new wool comes in. Indications are for higher values.

Wm. T. Hess.

The announcement that J. K. V. Agnew is to be retained in his present position by the new management of the Pere Marquette Railway is a matter of congratulation to Grand Rapids people, who have come to regard Mr. Agnew as one of the most competent executive officers and general superintendents in the country.

J. O. Doesburg, the Holland druggist, is undergoing treatment at a local hospital.

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

H. D. Harvey, the Bangor druggist, is spending a month in Florida.

The Grocery Market.

Sugar—Indications point to the restoration of full equality in the very near future. The Franklin refinery has re-established the equality plan and it is expected that a similar announcement will be made by Mr. Havemeyer before the end of the week.

Canned Goods—The canned goods market is rather quiet, although there is beginning to be more interest manifested in the various lines. Prices, as a rule, are firmly held and no changes of note are reported. Tomatoes are a trifle unsettled and are not very active. Stocks are moderate, but a good trade on this article is expected during the spring months, which will greatly reduce stocks. No anxiety regarding this commodity is experienced and dealers expect to get rid of their stocks at a fair profit. Corn is in good demand at firm prices; in fact, corn has been quite active for some time past and stocks have been gradually decreasing. Trade on peas is good, but prices show no change. They are firmly held, however, and with much increase in demand would show some advance. Gallon apples are rather quiet just now, but stocks are not very heavy and trade on them will probably improve shortly. Peaches continue rather quiet, although better demand was looked for before this time. Stocks, however, are not heavy and the prospects are good for an active trade in his line later. Supplies of salmon are moderate and trade is of good volume at unchanged prices. Sardines are in fair supply and a good trade on this line is reported. Prices are firmly held, both for oils and mustards. There is also some enquiry for fancy grades at full prices.

Dried Fruits—The dried fruit market, as a whole, is quiet and unchanged. Prunes still occupy the chief attention and are selling well at firm prices. Many look for advanced prices very shortly. While the large sizes are very scarce, there is not any surplus of the small sizes and, although movement in the small sizes is rather limited, holders seem very firm in their views. Raisins are unchanged, but do not display any great activity. Stocks are moderate and, in view of the small stocks on the coast to last the balance of the season, firm prices are expected to rule. Apricots are in good demand, with prices very firmly held and the prospect of an advance in the near future. Peaches are rather quiet, but are firmly held. Dates are very firmly held and meeting with a good demand. Stocks of these goods are exceedingly light. Figs are quiet, with moderate stocks on hand and a somewhat weaker tendency, although prices show no change as yet. There has been a somewhat better demand for evaporated apples during the past week, both for the goods in boxes and in one pound packages. Trade in this line is usually quite good at this season of the year and the present cold weather is favorable to the sale of this commodity.

Rice—The rice market is very firm, with holders' views rather above those of buyers. Offerings of the fancy grades are very light, but the more common grades are in good supply and are moving out quite well at full prices.

Molasses and Syrups—The molasses market is firm, with good demand. This weather is favorable for the sale of molasses and, while offerings are rather limited they are quickly taken up and full prices paid. Dealers are very firm in their views and allow no shading in

price. Dealers' stocks are only fair and they are obliged to enter the market for more supplies to meet the regular consuming trade. Trade in corn syrup is quite active. Prices are very firmly held and the refineries are heavily oversold.

Fish—Trade in fish is good, with some grades showing material advances in price. The approach of the Lenten season is beginning to cause a little more interest and the scarcity of mackerel during the early part of the season will, no doubt, find many with small supplies and cause some firmness when this trade begins to buy.

Nuts—There is a rather small interest in nuts at present, although prices on most varieties continue firm. Brazils, almonds and peanuts continue very firm and are meeting with a moderate demand, but filberts and pecans show a weaker tendency and trade on these goods is very light.

Another case of profit sharing has been brought to the attention of the Tradesman. This time it is the well and favorably known dry goods firm of P. Steketee & Sons. The firm announced last Saturday, after the close of business hours, per circular letter to its employes, that commencing this year they had decided to set apart a portion of their profits and divide it among those who had been in their employ five years and upward. The announcement was accompanied by a substantial certificate of deposit, which will be divided among the thirty-five employes who will participate in the first division. The five year period includes about half the employes of the house.

Lee M. Hutchins went to Ionia last evening to address his old friends on a subject pertaining to one branch of business. His friends in the Grand Rapids Credit Men's Association took advantage of his absence to elect him President of that organization.

B. S. Harris has sold his dry goods stock to John N. Trompen and associates, who already conduct dry goods stores at 35 to 39 Grandville avenue and 356 South East street. The purchasers will occupy the corner store in the Harris block, Mr. Harris removing his grocery stock to 523 South Division street.

F. A. Sunderlin, general dealer, of Casnovia, has been called to Colorado Springs, Colo., on account of the critical illness of his brother, Leon J. Sunderlin. His mother, Mrs. E. B. Sunderlin, of Muskegon, accompanied him.

Amos S. Musselman and wife left yesterday for California. Mr. Musselman will return as soon as he has located Mrs. Musselman for the remainder of the winter season.

Henry J. Pessink, baker at 303 South Ionia street, has sold out to Geo. Risk.

Piles Cured

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

Dr. Willard M. Burleson  
 Rectal Specialist

103 Monroe St., Grand Rapids, Mich.

**INNOCENT WILLIAM.**

**How He Succeeded in Distancing His Competitors.**  
Written for the Tradesman.

When young Bill Jones started a little store in Lawton Center all the oldtimers who were in business there said he would not last long. Bill looked green and no mistake. His hair was light colored, while the hayseed seemed to ooze up from the inside of his coat collar and gently spread itself in liberal portions about his skeleton-like frame. As he walked along the streets of the town, the kids geyed him unmercifully. He wore a cheap suit of clothes that would shine with brilliancy at a county fair. In fact, when Bill came to town and set up shop the wise guys gave it as their opinion that the new comer was about the meekest specimen of humanity that had struck town in many a day.

Of course, Bill was unaware of the fun he was creating in the village. He minded his own business and worked night and day in his little store, keeping his own books and sweeping out, dusting and polishing the showcases and seeing to it that the front windows were the cleanest in town. The facts of the case were that when Bill started his little store he did not hire any clerks. He was the whole thing from top to bottom.

After he had been in business a short time the other merchants called on him, just to see what kind of a store the young lamb who had come in from the rail fence districts was conducting. They found a modest stock of general merchandise, the neatness of which made up for the lack of size. It seemed to them that the newcomer when standing behind the counter looked greener than he did when walking along the street, and then they went away feeling sorry that such an innocent young boy from the country should invest his money in a business that would run in competition to them. They were all oldtimers who had learned all the ropes. He would stand mighty little show bucking them. Even although they felt sorry for the kid they knew it was their duty to run him out of town, because, they argued, there was room for no more stores in town, and if Bill was allowed to stay he would, of necessity, cut into their business. So it was agreed to begin a campaign against him at once.

In a few days every store in town began advertising great slaughter sales that were to beat anything ever attempted in that part of the country. They were going to sweep everything before them, they said, and when they were through with their campaign the kid would be sadder but wiser than he was when he struck town.

Bill noted all the preparations for war, but only smiled when he heard the news that he was to be driven out of business by ruthless price cutting on the part of the old timers. Away back in the country where Bill came from he had a lot of friends. He had lived in the country for years. He knew everybody for miles around. He had always been a favorite with the children when they gathered in the woods at the farmers' picnics and no busking bee or spelling match was considered complete unless he was on hand to add to the fun. Bill was as full of jokes as a river is of water. He could make everybody laugh when he recited comic pieces and all the country kids said he was a whole show all in himself.

When Bill came to town to go into the store business his friends made it a

point to call on him. On Saturdays the women folks took their butter and eggs to his store and traded out every last cent they had coming and sometimes more, too. The youthful storekeeper would pat the fat cheeks of the babies with his hand and tell the mothers that the kids looked just like them. Then he would shove candy into their mouths to keep them quiet while he sold the mothers a lot of dry goods and shoes. It always pleased the women folks to have Bill play with their kids and call them good looking.

When a farmer entered the store he was always on hand to give him a good, healthy grip of the paw. Then he would slap him on the back, tell a funny story and sell him goods until his pile was almost gone. It naturally resulted that Bill's trade grew rapidly.

The oldtimers noticed that, after the

**Perfection Lighting Company**

17 S. Division St., Grand Rapids

DEALER IN

**General Lighting Supplies**

AGENT FOR

Perfection Lighting System

**Scratch Blox**



Odd sizes made from odd paper cuttings at cut prices.

BARLOW BROS., Grand Rapids



Write for 1933 catalogue.  
D. E. VANDERVEEN, Jobber,  
Grand Rapids, Mich.

**National Fire Insurance Co.**

of Hartford.

W. Fred McBain,

The Leading Agency.

Grand Rapids, Mich.

**I CAN SELL YOUR REAL ESTATE**

POPULAR useful article for \$150 EVERY MONTH. ZENO M. O. SUPPLY CO., SOUTH BEND, IND.

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

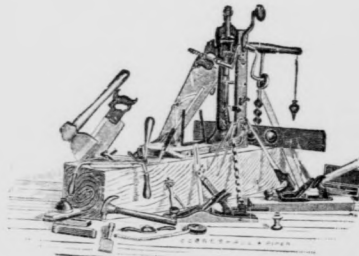
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Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

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

**Everything in Carpenters' Tools**



**FOSTER STEVENS & CO.**

Grand Rapids, Michigan

**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.



new store had been running some time, the proprietor seemed to be getting rid of his green looking togs and awkward gait. One day they were horrified to learn that Bill had outgrown his present quarters and was going to build a big block and start a department store on a scale that had never been equaled in that part of the country. They saw the building growing higher and higher as the days went by. They saw it completed and opened with great enthusiasm. They saw the farmers come by the hundreds from all directions to be in at the concert and banquet given in honor of the people who had been the patrons of the store since it started in the little room down the street. They saw in the evening a display of fireworks and heard the village band playing patriotic airs in the street in front of the new building. Then a little later they saw the fellows and their girls from the country going in the direction of the big ball room that had been fixed up on the second floor. Gay music soon floated from the windows and the sound of swift-moving feet told that the dance was on. Laughter rang out on the night air as the young people tripped the light fantastic to the old tunes that had been popular at the country dances for years.

About this time Bill seemed to be the whole thing in Lawton Center. Business at the big store was booming. The people came from every direction to trade with the young man who started out the greenest looking fellow that ever struck town. The green was all gone now and the oldtimers had come to the conclusion that Bill was a tough proposition to handle.

One morning the villagers were startled by a strange sound. Nothing like it had ever been heard before. Something was going up and down the streets chugging and puffing and snorting like a freight train trying to make a heavy grade. Then the nostrils of the inhabitants were treated to the smell of gasoline in large doses. Following this came an awful squawking noise that was unearthly in pitch. It was as if a hundred mules had blended their voices in a soul-inspiring morning serenade. Soon there was a great scrambling among the people who came running to the doors and windows to see what was going on.

They had not long to wait before they beheld Bill seated in a big automobile tumbling along at breakneck speed. He was out early in the morning trying to learn how to run the thing. He had succeeded very well, but by the time he was able to run the thing to his own satisfaction, he had the whole town out watching the performance.

"Well!" grunted one of the old merchants who had been aroused from his slumbers, "I wonder what in thunder that green country jay will be up to next!"

Moral—All is not green that comes from the lightning rod district.

Raymond H. Merrill.

**Might Have Spared Him That.**

"Prisoner," said the judge, "the sentence of this court is that you be confined in the State penitentiary for five years, at hard labor, and I take occasion to express the hope that at the expiration of that time you will so far have reformed that you will no longer try to make a living without work."

"Your honor," said the convicted wretch, flushing with indignation, "if you think it ain't no work to go out at 2 o'clock in the mornin' when it's down below zero, and skin up steep porches with the roof all covered with snow, you ort to try it once!"

**What An Employer Wants More Than Anything Else.**

The Samuel M. Davis Co, of New York, recently issued the following little bit of a "Message to Garcia," in the form of a circular of advice that might well be observed by all employes:

If the concern where you are employed is all wrong, and the Old Man a curmudgeon, it may be well for you to go to the Old Man and confidentially, quietly and kindly tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous. Then show him how to reform his ways, and you might offer to take charge of the concern and cleanse it of all its secret faults.

Do this, or if for any reason you should prefer not, then take your choice of these: Get out, or get in line. You have got to do one or the other—now make your choice.

If you work for a man, in heaven's name, work for him!

If he pays you wages that supply you your bread and butter, work for him—speak well of him, think well of him, stand by him and stand by the institution he represents.

I think if I worked for a man I would work for him.

I would not work for him a part of the time, and then the rest of the time work against him. I would give an undivided service or none.

If put to the pinch, an ounce of loyalty is worth a pound of cleverness.

If you must vilify, condemn and eternally disparage, why, resign your position, and when you are outside, damn to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution—not that—but when you disparage the concern of which you are a part, you disparage yourself.

Most employers who use labor in large quantities will agree that the ideal suggested above is not always realized; in fact, is seldom realized.

In any big workshop can be found men who most virulently and violently damn the establishment they work for at every opportunity. One would imagine that paying them good wages was considered by them a deadly injury. It is queer, but it is so.

There is less of this in mercantile organizations, for one reason because they do not employ proportionately as large a number of men and for another reason they are more compact machines, with responsibility closer traced and loyalty emphasized. But many a merchant knows what half-hearted service is.

**Very Unromantic.**

"They had one of the strangest marriages recorded for a long time."

"In what respect?"

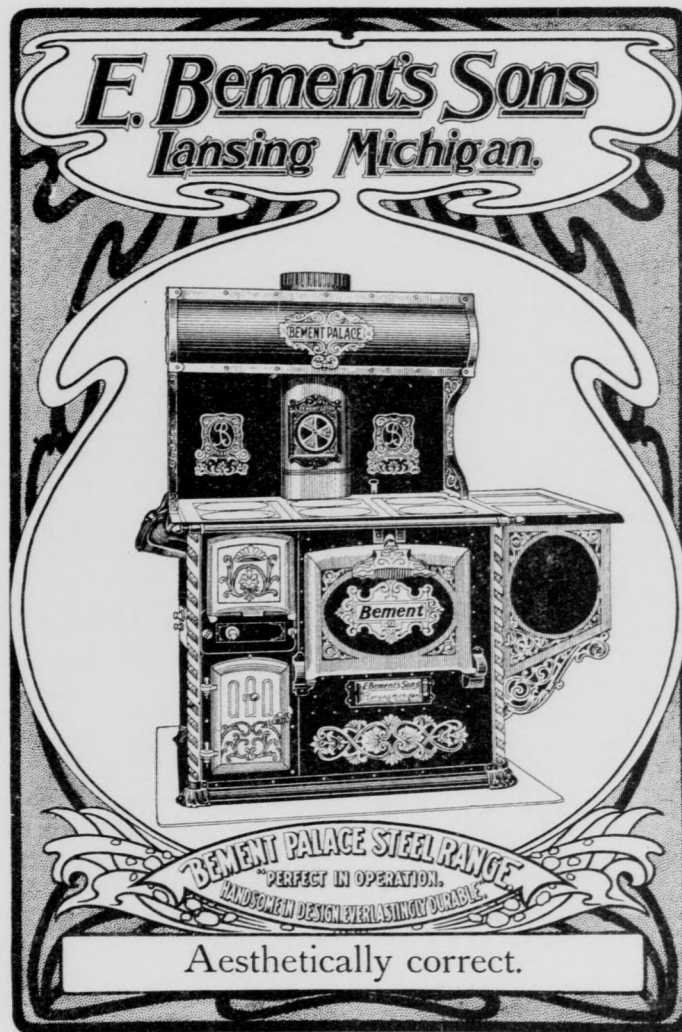
"In every respect. Why, both parents on both sides were present, there was nothing sudden or secret about it, and their own clergyman performed the ceremony."

**For Sale**

I am authorized to offer for quick sale half interest only in valuable Saw Mill Plant now in active operation, and located on main line of largest trunk line in the South. Situated in timber belt of Alabama and operating on Long Leaf Yellow Pine. Property consists of 12,000 acres uncut timber and 38,000 acres from which large timbers have been removed for export. All together carries 130,000,000 feet standing timber. Also twenty-five miles railroad, forty-pound rail. Locomotives and Rolling Stock, complete logging outfit, teams, carts, etc. Saw Mill Plant complete. Planing Mill Plant, Dry Kilns, ten thousand dollar stock of lumber on hand, five thousand dollar stock of goods in store, ninety houses for operatives. The fifty thousand acres owned in fee simple will sell to settlers when cleared of timber. Price for half interest in entire property: Sixty thousand dollars; half cash, balance on time if desired. Right man as important as the money. Prefer practical man acquainted with lumber trade in the North and West. I give particulars in this advertisement to avoid waste of time in correspondence. Wire for engagement before coming, as interest may be sold. Address by wire or letter

W. B. REYNOLDS,  
Montevallo, Ala.

# BEMENT PALACE STEEL RANGE



We would like to explain to you our plan for helping the dealer sell Palace Ranges. Write us about it. Ask for large colored lithograph.

**E. Bement's Sons**  
**Lansing Michigan.**



Devoted to the Best Interests of Business Men

Published weekly by the  
TRADESMAN COMPANY  
Grand Rapids

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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 21, 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 14, 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 seventeenth day of January, 1903.

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

**FLOCKING TO CITIES.**

The present is the age of cities. There is something which irresistibly draws people to these great aggregations of population.

Perhaps the excitement aroused by the great show of business; the crowds of people hurrying along the streets; the gaudy shop windows and the apparent display of vast aggregated wealth, have much to do with the attraction. Then there are the theaters and other places of amusement and the ideas that enjoyment is to be had in the city all the time and on every hand and companionship to be found everywhere, while in the country there are few diversions and life is lonely, which have much to do with drawing people to the cities. The mere superficial observer who sees only the showy exterior knows nothing of the poverty and misery in a great city, while the lofty spires and imposing structures of the numerous churches tell nothing of the vice and crime that curse vast assemblages of population.

How often it is that the young man from the country comes to the city to seek his fortune and is overcome by disappointments and failures until he is led into a snare that makes him a criminal. How often, too, does the young woman in all the innocence of rural life learn in a great city the depth of wretchedness and degradation. The bigger the city the more it draws to it, as the flame of the candle draws to destruction the unfortunate night moths and butterflies, the human creatures that are to be entangled in its snares and overwhelmed in its pitfalls.

There is so much wealth in cities that it must be easier to get some of it than elsewhere. There is so much work to be done that it must be easy to secure employment. There are so many people there that it must be the most obvious thing in the world to gain companions and friends. These are the notions that are held by many unsophisticated comers to a city, but they, too, often learn that there is no loneliness so complete, overwhelming and desperate

as that felt by a stranger amid the millions of unsympathizing people, each intent upon his own affairs.

Nevertheless, people continue to flock to the cities of every country, for they are constantly growing. The census shows that in the decade of 1890 to 1900 there was an actual decrease of rural population in every one of the North Atlantic States except Rhode Island, Connecticut and Pennsylvania; and the same thing must be said of Ohio, Indiana, Illinois, Nebraska and Kansas. Only one State in the Union—Nebraska—suffered a loss in urban population in the same time.

The population of incorporated places was 41 per cent. of the total population in 1890 and 47 per cent. in 1900. There were eight states in 1900 in which the proportion of urban population was more than two-thirds, and seven others in which it was more than half. Even counting places of only 8,000 or more, the percentage of urban population in Massachusetts was 76; in New York, 68; in New Jersey, 61; in Connecticut, 53, and in five other states between 40 and 50.

As to the population of American cities, there are 83 with from 25,000 to 50,000 inhabitants; 40 with from 50,000 to 100,000; 19 with 100,000 to 200,000; 8 with 200,000 to 300,000; 5 with 300,000 to 500,000; 3 with 500,000 to 1,000,000; 2 with 1,000,000 to 2,000,000; 1 with 3,000,000 and over. The day will come when, instead of two cities with over a million of population each, there will be ten. Baltimore, St. Louis, Cleveland, Minneapolis, New Orleans, Louisville, Memphis and San Francisco will doubtless fill out that number. But the other cities will also grow in population, and the most populous part of the country will be the Mississippi Valley. It is already the world's granary, it is the world's cotton field; it is a vast coal field and is rich in timber forests and, therefore, it will be the seat of an immense manufacturing.

But bread and meat can not be produced in cities. They must come from the country. Then somebody must work the farms. The introduction of ingenious machinery in every department of agriculture lessens the demand for human labor, but it can not dispense with it, and already there is heard on all sides complaint of the scarcity of farm labor. It may come about that some regulation will be adopted to weed out the excessive city populations, so that as fast as men cease to be able to find employment in the cities they will be sent to the country to work on public farms. Many men in the country could earn fair wages and make themselves useful, whereas they are idle and useless in the cities. Just how any such regulation is to be managed need not be considered now, but when the time shall come that some rule of reciprocity shall be established between country and city populations, it will be done for the public good, and particularly for the good of vast numbers of individuals who must be made useful and productive citizens, instead of loafers and idlers.

**THE DOMAIN OF FICTION.**

Amateur naturalists would devote their studies, by preference, to the more beautiful, the superficially attractive, forms of life. They find a certain poetic interest in wild flowers and the songsters of the grove; but they would never by choice occupy themselves with beetles and toads, or with that lowly earthworm in which Darwin discovered one of the most important, one of the most neces-

sary, representatives of the animal world. Science must take off its gloves, and lay aside with them all squeamishness of nerve, all fastidiousness of sense, if it would advance in the spirit of thoroughness to the heart of nature's secrets. It is the privilege only of ideal art to dwell exclusively in the realm of the manifestly beautiful and sublime. It may, indeed, find a kind of fascination in the terrible, and even in the horrible and ghastly, but it can not live in a noisome atmosphere, surrounded by things that are unclean and repulsive.

Science searches for truth and labors to instruct; art looks for beauty, and endeavors to please by portraying it. Nevertheless, the artist must be something of a scientist. If he is a sculptor, he must have some practical knowledge of anatomy. If he is a painter, he must be familiar with the laws of perspective, of shade and shadow, and all the effects of light. The literary artist, too, must lead a life of close and constant observation. He must have more than the average knowledge of familiar things. If he is a novelist, and would deal intelligently with the real life of the workaday world, he must be fairly acquainted with the details of various kinds of business. It was said of Chares Reade that if he had to describe a storm at sea he wrote like a sailor; that if his story took him into a courtroom, he handled his case like a lawyer; that if his plot required him to follow the development of any form of disease, he displayed the technical knowledge of a medical expert. Ambitious young people, desirous of achieving distinction in literature, often make their first venture in fiction, in preference to any other field, because they vainly fancy that no special training, no thorough knowledge of the practical arts of life, will be needed for the production of a successful novel. They forget that imagination is never a purely creative faculty but, at its best, can only arrange in new combinations the familiar facts of experience and observation.

The novelist must descend to the level of the earth, no matter how idealistic he may be, and no matter where or when he lays his scene. His story may betray his ignorance to learned readers; it may mislead the unlearned; but it must at least be a superficial semblance of actual life if it is to be read at all. Certainly not a few so-called historical novels have misrepresented the manners and customs, and failed to comprehend the civilization of the age they were intended to portray; but if they have been popular, it is because, despite all their shortcomings, they have appealed to those sentiments and aspirations of the human heart which in all ages and in all lands have been the unchanging sources of romance. But if the average reader were better acquainted with history, it is probable that books of this class would seldom secure an extensive sale. It must be that the highest culture and the most thorough knowledge of the world tend to strengthen interest in the living present—the life that men lead to-day, its fears and hopes, its possibilities. The dawn of the twentieth century inspired a far-reaching spirit of speculation as to the future of human society. Empire-building on paper, mighty schemes of social readjustment, struck off with all the prompt perfection of castles in the air, have especially fascinated the most intellectual, the most intelligently imaginative students of the times. The world was never so in-

teresting as it is to-day—and, after all, its future was never more veiled in mystery. And this fact has given vogue to a form of fiction that was but sparingly cultivated in former ages. Bellamy's "Looking Backward" is a well-known example of that form—the novel of the future. But books of this class depend for success upon the popularity of certain general theories and suggestions of reform, political or sociological. They derive, they can derive, but a small part of their interest from delineations of character, or from any of the sources upon which the novelist depends when he is seeking to interest his readers in the personalities or in the adventures of his dramatis personae. The novel proper must engage attention with a vivid portraiture of highly individualized men and women. The establishment of general principles, the demonstration of invariable laws, is the end of science. The representation of the individual is the end of art. The novelist is on doubtful and unsafe ground when he selects his scene in the distant past; he is attempting to force his art beyond its legitimate domain when he tries to make it the mere medium of speculation. He is thoroughly at home only in the present.

**GENERAL TRADE REVIEW.**

It is a favorable indication that what looked like a start towards a rapid advance in stock values after the long dullness and depression in speculative trade should meet with temporary checks. Since the rapid advance of last week there has been a season of minor reactions caused by hesitation on the part of the public in seconding the efforts of those who seem to think it time for an enthusiastic boom. It is much better that advances should not be forced, to meet the earlier reaction. It is suggestive to note that some of the lines, such as copper, which were leaders in the long decline, are now taking a relatively more favorable position.

There is nothing in the industrial situation to warrant a reactive tendency in stocks. The only disturbing element is the coal situation and this is necessarily of a temporary character. Of course it is unfortunate that works should be forced to shut down from lack of fuel, but it will only serve to emphasize the universality of the pressure of demand. In spite of this interference new records of production in pig iron as well as in most manufactured forms are being made.

Gratifying returns of foreign commerce have been accompanied by equally encouraging reports as to domestic trade. With the passing of an unprecedented holiday trade it was expected that a season of dullness would be inevitable. On the contrary, the nation's business has scarcely paused. In all the leading branches of trade there has been wholesome activity, with noteworthy vigor in lines of heavy clothing when the weather became severe. In addition there was much clearing out of stocks that could not be carried over, and these special sales attracted immediate attention, and there was no difficulty in disposing of odd lots. Payments continue to be well met, and the remarkably sustained bank exchanges emphasize the solvent payments, while the bankruptcies are not so numerous as usual at this season, despite some increase among those whose credit would not stand the January strain.

The abundance of all leading cereals would argue a tendency to lower prices were it not that sustaining conditions are so exceptional. As long as all are busy at remunerative wages the capacity for buying is more of a factor in the price situation than the abundance of supply.

There are no unfavorable features in the textile field except the tendency to limit to early deliveries in some lines of domestic cottons. There is also a conservative tendency in the boot and shoe field which seems hardly warranted by the outlook.



"The Perfect Wheat Food"

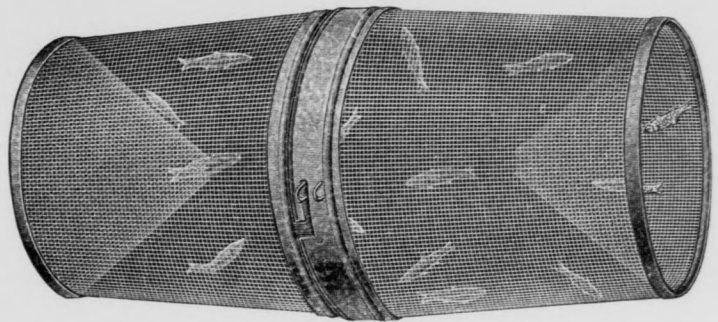
**Nutro-Crisp**  
The Ready Cooked Granular Wheat Food  
A Delightful Cereal Surprise

The choicest wheat prepared in a scientific way so as to retain and enhance every nutritive element. Many people cannot eat starchy foods. Nutro-Crisp is a boon to such and a blessing to all. The school children need generous nourishment. Give them Nutro-Crisp. A "benefit" coupon in each package.

Proprietors' and clerks' premium books mailed on application. Nutro-Crisp Food Co., Ltd. St. Joseph, Mich.



"Sure Catch" Minnow Trap



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

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

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

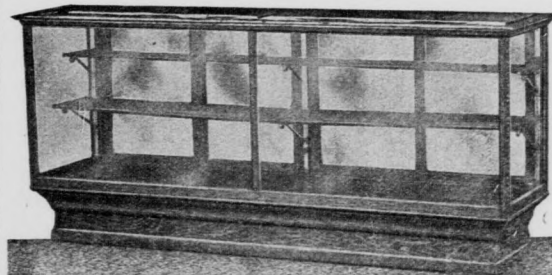
**MILES HARDWARE CO.**  
113-115 MONROE ST. GRAND RAPIDS, MICH.

"Better than Chips"

**Chocolate Sticks**

Manufactured by

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



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

Shipped knocked down. Takes first class freight rate.

**Grand Rapids Fixtures Co.**  
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**For \$4.00**

We will send you printed and complete  
5,000 Bills  
5,000 Duplicates  
100 Sheets of Carbon Paper  
2 Patent Leather Covers

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

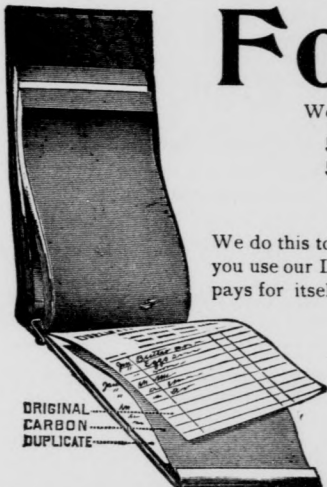
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota

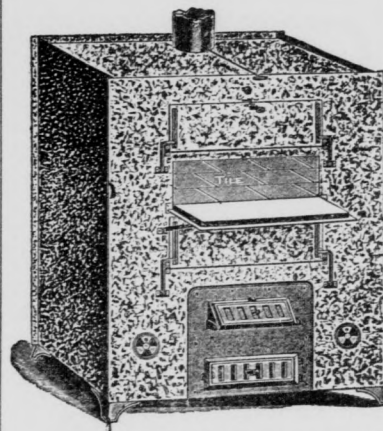


ORIGINAL CARBON DUPLICATE

**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



Perfectly grown, perfectly cleaned, perfectly roasted and packed, consequently a perfect coffee and at a reasonable price.

**JUDSON GROCER COMPANY, Grand Rapids**

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

**Dry Goods**

**Weekly Market Review of the Principal Staples.**

**Staple Cottons**—Wide sheetings are quiet, but as they are generally well cleaned up, it is due to this condition alone and naturally prices are well sustained. Made-up sheets and pillow cases are firm and steady. Heavy brown sheetings and drills for immediate account show no special feature of any moment, but moderate purchases continue to be made at previous prices. Export goods are decidedly firm, and all mills are more or less sold ahead. Prices are against buyers owing to this condition. Ducks and brown Osnaburgs have shown no change in prices since our last report. Canton flannels and blankets continue firm owing to the limited supply, and an occasional advance in flannels is found. On coarse colored cottons the market is firm and an average business is reported, but of a somewhat better proportion for denims in some sections.

**Linings**—The market for cotton linings has undergone very little change comparatively during the last week. The demand has been fair to middling only. On staple lines the orders coming forward have not been especially large, although here and there better ones are reported, but to balance these there are very many spots that are small from a business point of view. Most of the business is accompanied by a demand for immediate delivery. The best sales, comparatively speaking, have been in the finer qualities of specialties, fully mercerized goods being among the most important. These goods in fact are reported to be in a very good condition generally and prices well maintained. In other high finishes, however, there is said to be more irregularity in prices although all staple lines are steady. Kid-finished cambrics show a somewhat better business, although sellers are making little effort to make sales. Stocks in first hands are reported to be moderate and the condition of the gray goods market is supporting this end to a considerable extent. There is a quiet general business in silesias in low and medium grades, although fine grades are dull. Prices are generally steady. Percalés are quiet and show no change. The clothing trade has bought moderately of cotton Italians, twills, Alberts, etc., also of cotton warp Italians and mohairs, but sellers are well situated and are not forcing goods and prices are well maintained.

**Dress Goods**—To a considerable degree the dress goods market may be characterized as in a "between hay and grass" period. Lightweight duplicate business has not developed to any considerable degree, either from the garment manufacturer or the jobber, and as far as the new fall season is concerned the business done is of a character that usually characterizes anti-season operations. Business has been done on both staple and fancy goods for the fall of 1903, but the great bulk of the buying has been on staple fabrics. Certain of the Western operators are credited with having placed some advance orders for neat fancies of an apparently safe character. This business appears to have been done within safe limits. The fall dress goods lines are not expected to come generally before the buyer until after February 1. In the meantime sellers are not asleep by any means, but are observing things closely with a view to fixing prices. According to certain fac-

tors, fine yarn goods will show a general advance of 7½@10 per cent. with a lesser advance on lower grade fabrics. The garment manufacturer has made a beginning toward exploiting his new spring lines, but has not yet got his new season fairly under way. Reports at hand indicate that salesmen on the road are securing modest orders. With the garment manufacturers' spring season coming to a head, piece goods interests hope for fair duplicate business from that direction in the not distant future. From now on, too, the jobbers' campaign for spring business should be more productive of results with consequent benefits in time to the initial seller.

**Underwear**—As far as heavyweight underwear is concerned in the retail sections, we can not find that there are very many large stocks on hand. Most of them have smaller stocks than have been reported for this season of the year for some time. In fact, many say that they have smaller stocks than has ever been the case before for the month of January and there is little to induce them to cut prices; in fact, there do not seem to be much, if any, more to be found than will supply the ordinary demand between now and spring, and this, of course, would leave no inducements for reducing prices. This makes the outlook for the manufacturers for next season particularly good because there will be little, if any, heavyweight stock carried over, and with the good sales of

**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.

**WRAPPERS**

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

Prints and Percalés.  
Lawn and Dimities.

Price \$7.50 to \$15 per dozen.

Send for samples. Manufactured by the

**Lowell Manufacturing Co.,**

91 Campau Street, Grand Rapids, Mich.



**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.

**YOUR ONLY LOSS**

Will be the time spent writing a card and its cost. Our salesman will call and you are not obliged to buy if the lines do not suit. The chance to secure part of your business is what we want. Will you give us that chance?

**Grand Rapids Dry Goods Co.,**

Grand Rapids, Mich.

Exclusively Wholesale



**NOT AT ALL OFFENSIVE**

**SCW. 5¢ CIGAR**

this season both the retailers and the wholesalers will be prepared to place good orders for another season. The manufacturers have received a small number of duplicate orders for spring goods, but in a very irregular manner, due to the same condition existing with the jobbers. They report, however, that this demand is improving somewhat and they look for a satisfactory condition within a very short time. What the price condition will be for the balbriggans is an interesting point and a topic of conversation in the knit goods market. Small prices obtain for some balbriggans, but they are confined to the lower grade lines, while better grades are in fairly good condition. Almost everybody connected with the trade looks for a scarcity of balbriggans before the season is over.

**Hosiery**—Hosiery in the jobbing end of the business has been very fair; the fall season has shown many weeks of exceptionally good business. The retailers have had a splendid business since the holidays and very few under-priced sales have been made.

**Sweaters**—There has been an immense demand from all parts of the country for sweaters and also for other athletic garments. Many retailers have been forced on account of small stocks to lose considerable trade. Solid colors are selling better than anything else, although some neat stripes have secured a good business. Some new and very attractive designs for the fall of 1903 are being prepared and some interesting developments may be looked for in this line very soon.

**Bathing Suits**—Manufacturers of knit bathing suits report that business has not been up to usual standard for this season of the year.

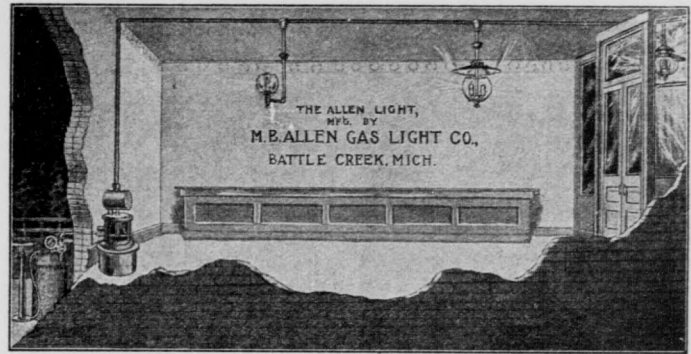
**Carpets**—The carpet situation on the whole is a healthy one with plenty of business for all. Weavers have a great deal of old business on hand which will keep them well occupied until the time sets in for duplicates to come in. There is a great deal of new business being taken right along by those who are in a position to accept it, but from what is heard in manufacturing circles there will shortly be a general advance in prices on this business. Some of the Eastern mills have given notice of an advance on tapestries and Brussels ranging from two to four cents, to take effect this week, and it is expected that this will mean the beginning of a general advance on nearly all lines. While no statement is given out in reference to the cause of the higher values, it is clearly understood that the greater cost in manufacturing is the direct cause. The extreme strength shown in wool values and the difficulty in securing good-sized importations of good combing stock have clearly determined the manufacturers' views on the stability of present values. While it can not be said that any famine is being experienced in carpet stock, for the supplies in dealers' hands are more than sufficient for all needs, it is believed by some that conditions point to a scarcity in the not far-off future. Markets on the other side are beginning to show unusual strength, which, as a matter of fact, has been reflected on this side for some time. With the consumption of wools by the carpet yarn spinners greatly above normal, the clothing mills to an unusual extent have looked to the better carpet wools for relief in cheapening the cost of manufacturing certain lines, such as the men's coarse wear fabrics and blankets. With this additional con-

sumption to account for, business in carpet wools becomes larger and naturally dealers' and importers' views become broader and stronger. Yarn men in particular are expressing bullish sentiments. Not only are they expressing their views, but they are holding values at a point which compels weavers to quote very stiff rates. Worsteds men in particular are getting very high prices for their yarns and they are paying very good prices for their stock. Even with values so high above normal, yarn productions are sold up for weeks to come and it is with difficulty that orders are booked for nearby deliveries. The Philadelphia ingrain weavers are very busy on old orders which will take them some few weeks to fill. New business is coming in very readily and on the whole the situation is healthy and very satisfactory to all. On good worsted fabrics some complaint is heard about insufficient values, but it looks as though this would be remedied very shortly. Good super grades are in large request and Western jobbers are very anxious that deliveries should be made quickly and in as large quantities as possible. Granites and cotton ingrains are in fair demand at good prices.

**Rugs**—Rug weavers are doing an exceptionally good business, both in high-priced as well as in the cheap rugs. In Wiltons, Brussels and Axminster rugs of the carpet sizes, the business is beyond immediate fulfillment. Some mills have their productions sold up for weeks and even months to come. For smaller rugs of Oriental design the demand is very large. In Smyrna rugs in small sizes business is reported to be very good, but larger sizes do not meet with much of the buyers' favor.

**Curtains**—Makers of tapestry curtains are doing a very good business in the cheap standard lines. Draperies and table covers are also receiving their share of the business. In novelty goods trade seems rather limited, but it is believed that a little later an improvement will be noticed. In lace curtains a very active business is reported in nearly all lines. Curtains in Arabian patterns are being extensively shown and a good business is reported. Bobbinets and Nottinghamams are also active.

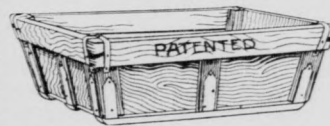
The unsuccessful merchant is generally like cider—sweet until time to work.



Walloon Lake, Mich., Nov. 22, 1902

Allen Gas Light Company, Battle Creek, Mich.

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



## Delivery and Display Baskets

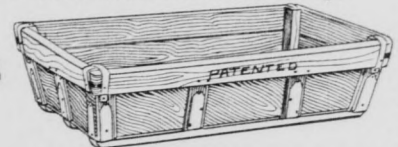
They contain all the advantages of the best baskets. Square corners; easy to handle; fit nicely in your delivery wagon; will nest without destroying a basket every time they are pulled apart. One will outlast any two ordinary baskets. They are the handiest baskets on the market for grocers, butchers,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

1/2 bushel size ..... \$2.50 per dozen  
 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.



## 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

## DON'T ORDER AN AWNING



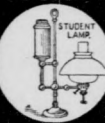
Until you get our prices on the Cooper Roller Awning, the best awning on the market. No ropes to cut the cloth.

**CHAS. A. COYE**

11 and 9 Pearl Street

Grand Rapids, Michigan

## THE BEST LIGHT.



'GIVES  
**5 TIMES More Light**  
 than Acetylene,  
**6 TIMES More Light**  
 than Electricity,  
**10 TIMES More Light**  
 than Kerosene,  
**100 Times More Light**  
 than a Candle.  
 COSTS LESS THAN  
 KEROSENE.

Each Lamp Makes  
 and Burns its own Gas.  
 Hang or set it any-  
 where. A pure white,  
 steady light.

No Odor! No Wick!  
 No Grease! No Smoke!  
 Little Heat! Safe.

Over 100 Styles for In-  
 door and Outdoor Use.

**AGENTS WANTED**  
 Exclusive Territory

The Best Light Co.,  
 82 E. 5th St., Canton, O.

## BEST BY TEST.

## Clothing

### Review of the New York Market For 1902.

Healthier by far than a year ago is the condition of the tie silk business at this writing. Twelve months ago retail furnishers entered upon the new year after a disappointing holiday trade resulting from a mild December and a light demand for neckwear. Heavy stocks were consequently carried over and were further augmented by a cold spring, which held up the Easter trade and left the stores to struggle through the year with large stocks of novelties and staples. These retarding trade influences remained with the retailers throughout the summer and were severely felt by the manufacturers of tie silks, who met with but an indifferent demand from neckwear manufacturers. Stocks had meanwhile been accumulating. Then came the long drawn out battle of the dyers' strike, which tied up the silk mills for several months. The stopping of the looms, however, put an end to production for a while and enabled the mills to unload their surplus stocks pending a settlement. With the resumption of work at the mills business began to take on more activity. Since the opening of the spring season trade has been normal, but conducted on a limited margin. The outlook for a long and busy spring is favorable. Manufacturers, however, are by no means satisfied with the conditions under which they are obliged to do business. The raw silk market has been steadily advancing, cotton has likewise advanced and notwithstanding the higher prices which must be paid for raw material, and the increased cost of weaving and dyeing, there seems to be no possibility of getting higher prices for order goods. Effort was made to obtain an advance of 5 per cent. on open orders for spring without success. Neckwear manufacturers simply met the request of the mills with the reply: "How can we pay more? We have to make goods at a fixed price long established by the trade and we can not therefore get any more."

Orders for spring have been of satisfactory volume, but unsatisfactory regarding prices, so much so that every mill of any consequence has been obliged to refuse business since buyers would not come up to their ideas on values. With trade in such a healthy condition as at present there is no reason why it should not be profitable, except that it is the desire of manufacturers to underbid and outdo competitors, which makes conditions such as they are. Successful manufacturers have found the legitimate course of trade much retarded by "the babies in the business and their kindergarten tactics," as one of the leaders classifies the horde of small manufacturers who, failing to accurately figure on the cost price of their fabrics, enter the market with goods quoted at prices which frighten the raw silk houses, who are supplying "the babies" with raw material, by visions of heavy losses through incompetency.

Averaged for the year, business in neckwear has been most satisfactory with wholesalers. The spring and summer season began most auspiciously, and although the year 1901 was a record year, inventory for the year just closed shows that business was fully as profitable although not so large throughout the year as during the year preceding. During 1902 merchandise of a better quality and higher price value was

taken in goodly quantities, so that the receipts for the twelve months show the net results of the annual turnover to be quite up to those of the year preceding. With the opening of the season in March there were more buyers in market than for any preceding spring in years, and many of the visitors represented new firms who had just embarked in business. All bought liberally in anticipation of a promising season, which, however, did not materialize on account of the protracted cold weather which interfered with Easter trade.

Last year was marked for its manifold style departures in cravats and cravatings. It became significant for the diminutiveness of neckwear in all forms, the midget ties and narrow four-in-hands indicating one of the extremes in styling which was productive of many freaks. There were novelties and "exclusives" galore which caught buyers on the impulse of the moment and later taught many the lesson of conservatism in the matter of style selections, and that it was not good buying to tie oneself to "freaks." It was a year of "funny" things in neckwear, and following their appearance during the first half of the year conservatism in styling set in with the opening of the fall season and the neat and modest took the place of the flamboyant and flashy, while the broad school supplanted the narrow, four-in-hands increasing in width from  $1\frac{3}{4}$  to  $2\frac{1}{2}$  to 3 inches. The ascot after remaining in seclusion for several seasons was brought to light again and in general large knots and wide aprons ousted the midgets.

Holiday business with the retailers has been larger than it was in 1901, and as a result retailers will be in excellent condition to place liberal orders for the coming spring and summer. The wholesalers view the outlook as most promising and will visit the trade early in January. Advance spring styles show practically no change in styles from present vogues except in louder colors, brighter shades, larger patterns and wider stripes, with stripes and figures promising well for leadership. There is less of the unit in jacquards and more all-over patterns.

Exclude the disappointments of the summer trade in negligees, which was held back by the cool weather, and the business for the year will compare favorably with that of 1901, phenomenally large although it was. With the beginning of 1902 the capacity of the representative plants of the country was severely taxed to meet orders then on books, and this large business already in hand was enormously increased by the heavy spring business booked in the early months of the year. Branded shirts of good repute, and particularly popular grades, were in strong demand right up to June, at which time negligees were hardly to be had. But in a few weeks stocks which had not been moved by consumptive demand began to accumulate on account of the unseasonable weather and in July and August manufacturers and retailers were found with more negligees than they cared to carry over. Fall trade, however, had a propitious beginning, white grounds with black effects in stripes and units had made their appearance, and business soon took on new life, continuing satisfactory up to the close of the year.

The features of the year were the good business in pleated negligees, the run on tans and their scarcity, followed by a hasty demise and final interment through a falling off of demand. Then

# Going Out of Business

The Oldest Wholesale House

We offer our entire stock of

## HATS, CAPS, GLOVES

Fur Hats,	Dress Gloves,
Wool Hats,	Working Gloves,
Straw Hats,	Lined and
Winter Caps,	Unlined,
Spring Caps,	Stretchers,
Pads, Etc., Etc., Etc.	

## Walter Buhl & Co.

Detroit, Michigan

Will sell goods away below the manufacturers' prices, including 1903 styles.



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.

## Hincher Mfg. Co.

Burr Oak, Mich.



Showing Pants Only in Position.

there was the change from loud colors and large patterns to white grounds with black and patterns in a few colors. The passing up of the coat shirt and shirt waist marked an end of the freaks of the year. With the change of styles from large patterns and varied colors to the neat and natty, percales came into greater prominence and woven fabrics became of secondary importance.

The year closes with much promise for the forthcoming season of a return to large stripes, a more varied choice of colors, plaids and checks, with choice about equally divided between printed and woven fabrics, with cords in both best liked, and indications of a return to solid color grounds again for the fall of 1903. Where expectations came within the bounds of common sense makers of collars and cuffs did a business which equals that of a year ago. Many expected to do more. Very few succeeded. None of the leading plants, however, have been idle during the past twelve months. All have had about as much business as could well be taken care of, and although there was not as much overtime during the past twelve months as during the year preceding, the output of the factories is about equal, the capacity of many plants having been increased. After the spring and summer trade had actually set in all the principal plants were taxed to their utmost for months to meet the sudden and increasing demand for fold collars.

The features of the year was the failure of the trade to reach success in pushing wing and poke collars during the early spring and throughout the summer, consumptive demand running phenomenally heavy on fold collars, and the demands of the trade exceeding the capacity of the factories. With the return of fall came a concerted action on the part of the trade to push wing and other styles of standing collars. This was successful, the wing collar in particular again coming to the front. From the foregoing it has become an accepted fact, decreed by fashion and usage, that the standing collars are the vogue for fall and winter, and the fold and turn down collars for summer and with the negligee shirt. Wide stitching has also come into favor, and collars of the turnover style have been introduced with wider spacing than was manufactured a year ago. There has been very little in both collars and cuffs to mark a radical departure from prevailing styles which attained any degree of popularity outside of what has been mentioned. The industry is in a most healthy condition.

Manufacturers and wholesalers report that the business of the year in hosiery and underwear exceeds that of a year ago. There are several important factors considered as having influenced this happy condition. First, last winter was long drawn out, cool weather continuing away into the summer and with it there was a continuous good business, throughout the first quarter, in heavy-weights. The summer's business was large in underwear, and unprecedentedly large in hosiery, the coming into fashion of fancy embroidered and open-work half hose contributing much to the betterment of business. There was also a great improvement in the demand for better qualities. Although somewhat retarded, the present winter's business has been satisfactory, December's trade making up for the backward business of November. Taken on the whole, the

year's business exceeds in volume and receipts that of a year ago.

With business so satisfactory for the year among manufacturers and wholesalers, it is but natural to conclude that retailers have had their full meet of business. The year has been a satisfactory one to merchants. There have been periods when they have complained against the elements and the setbacks given to business by the weather. After the exceptionally large business of a year ago their hopes were high regarding what they would do this year, and the least interruption was charged up as a loss, although the excess of trade resulting during a busy period was not estimated as offsetting the dull times. Their complaint began with the poor Easter trade, and later with the unseasonable weather during the summer and the resulting falling off in demand for negligee shirts. But averaged for the year the last twelve months will equal the preceding year, despite its large record.

A furnisher who has been established on Lower Broadway for the past twenty-eight years informs us that during last year his business exceeded in volume and profits any year since he has been in business. Furnishers on upper Broadway in the shopping district say they have nothing to complain of, as their receipts from month to month, while not comparing with the corresponding months of last year, taken in the aggregate show business fully up to that of 1901. A similar report is obtained from outfitters on Sixth avenue in the vicinity of the dry goods stores. Although interfered with during such periods as the holidays by the department stores, they say that during the remaining eleven months of the year their business was satisfactory and that they have nothing to complain about. All branches of the retail and wholesale furnishing goods business are in a robust condition, with the future bright with promise, and stocks reduced to the normal in most lines, with an actual scarcity of desirable goods in neckwear, collars and cuffs, underwear and hosiery.—Apparel Gazette.



### A Great Suspender

Wear a pair yourself and you'll advise your customers to buy

"The Kady"

We have some handsome lithographs and glass signs awaiting your request. Good things to use in your store. Good suspenders are so well appreciated that we are going to increase our capacity about 40 per cent.

Try it yourself. Mail orders are quickest.

The Ohio Suspender Co.  
Mansfield, Ohio

WILLIAM CONNOR, President  
WILLIAM ALDEN SMITH, Vice-President  
M. C. HUGGETT, Secretary and Treasurer

# The William Connor Co.

Incorporated

## Wholesale Clothing

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

We solicit inspection of our immense line of samples for Men, Boys and Children. Men's Suits as low as \$3.25; also up to the very highest and best grades that are made by hand, including full dress or swallow tails, Tuxedos, etc.

No manufacturers can give better values and more popular prices. Suits not giving satisfaction we make good; that's how William Connor has held his trade for a quarter of a century. Union label goods without extra charge; these help some of our customers' trade, as the goods are made by most skilled union men.

Pants of every description from \$2 per dozen pair up. Summer Alpacaes, Linen, Serge, Duck, Clerical Coats, White Vests of every kind.

We represent Rochester, New York, Syracuse, Buffalo, Cleveland, Chicago and other cities' houses, which gives you the largest lines in the United States to select from. We will gladly send one of our travelers to see you with line of samples, but prefer to allow customers' expenses to come here and select from our gigantic line, in two extra large and splendidly lighted sample rooms, one altered and arranged so as to get the best of light.

We carry in stock a large line of goods for immediate use, such as Ulsters, Overcoats, heavy winter and early spring suits. Mail orders promptly attended to. Office hours 7:30 a. m. to 6 p. m. daily except Saturday, when we close at 1 p. m.



That Air of Jauntiness

which is a distinguishing characteristic of

PAN-AMERICAN GUANANTEED CLOTHING

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

makes it the best selling line of Popular Price Clothing for Men, Boys and Children in the United States. And the Retailer's profit is larger, too—Union Label has improved quality—has not changed the price, though.



Men's Suits and Overcoats  
\$3.75 to \$13.50

High grade materials, all wool, stylishly cut and handsomely finished, substantial trimmings, stayed seams—every suit made so that it will uphold our guarantee. Our salesmen or our office at 10 Kanter Building, Detroit, will tell you about it. Or a postal to us will bring information and samples.



## WILE BROS. & WEILL

### BUFFALO, N.Y.

**Country Clothier Caught by the Poetical Advertisement.**

The country storekeeper sat on the tall stool in the little enclosure behind the high piled sacks of many Xed flour, with his lips pushed out meditatively and his brow corrugated in lines of hesitation. Lafe Johnson, the editor-in-chief of the Voice was seated before him on a conventional nail keg, with his open notebook in his hand and his pencil poised for an entry. The storekeeper's eyes were fixed on the penknife with which he was jabbing little holes in the ink-spotted walnut desk and the editor's eyes were fixed on the storekeeper's face rather anxiously.

"How many lines, Ruf?" he asked with an effort at being matter of course.

The storekeeper frowned and sent the penknife blade deeper into the wood.

"Oh, I d'know," he answered, "I don't b'lieve—"

"Sure thing you do," said Johnson, jocularly. "You ain't no unbeliever. Say," he hurried on, "that's about the dandiest assortment of gents' clothing ever come into this burg and you want to let folks know it. Git in a few live, snappy locals and it'll go off like hot cakes. That's what advertising does. I'll leave it to Wash here."

"That's right," assented Hancock. "It's like a side show at a circus. If I was ter see a tent set up and I knew sort of that it was a side show an' not a camp meetin' an' there wasn't no feller barkin' at the entrance an' no pictures of the marvelous three-headed anaconda an' the human pin-cushions an' the flame devourin' anthreopyasticus, I doubt whether I'd give up two bits to see it, but when the feller hits the bass drum a welt an' sings his sirun song, as Judge Dudley says, an' I see the picters in seven kinds o' colors, I'm a-goin' to lavish my wealth, even if I know durn well I'm goin' to get beat."

"That's what," interrupted Sol Baker.

"It's the same way with Rufe," pursued Hancock. "Anybody that ever bought anythin' in his store knows they're goin' to get the worst end of it, an' the goods he buys is some shelf-worn bargain bankrupt stock he got in St. Joe or Kalamazoo, an' they might see the goods lying around a month o' Sundays an' never git in a notion of buyin' it, but when they see it in the Voice that it's a stupendous aggregashun of world-famed, scintillatin', all-wool, stylish cut garments that's to be give away on payment of a nomernal trifle so'st they won't have good grounds for putting Rufe in the 'sylum, then their imagernation gits excited an' the fust thing ye know Rufe's wrappin' a suit up in paper an' tryin' to work off a bogus quarter in the change. If Rufe was nachully silver tongued it wouldn't matter so much, but he ain't got the gift."

"I ought to hire you," sneered the storekeeper.

"That wouldn't do, neither," said Hancock. "You want somebody that can lie with a straight face."

"It's no use of him tryin' to get me to help him if that's so," chuckled the editor. "Well, let's quit foolishness an' get down to plain business."

The editor produced a folded sheet of paper from his breast pocket and cleared his throat impressively. "See here," he said, "here's somethin' I wrote this mornin'. I reckon it will just fix you out, Rufe:

A sweet little gal in her best b'ib an' tucker  
Wuz plpin' the garments a young feller wore;  
"Say, where did you purchase that stunnin' seer-  
sucker?"

"I bought it," he answered, "at Higginson's store."

"There ain't no seersucker in the stock," objected the storekeeper, who was nevertheless evidently impressed. "It's all fall an' winter styles."

"Wait a moment," said the editor.

"There's some more of it:

"Oh, he's a dandy—you bet he's a rouser.  
Selection an' finish the best I have seen;  
An' you can just bet when it comes down to  
trouser—"

But, blushin', she turned an' fled from the scene.

"My name ain't in that one at all," said the storekeeper; "I don't see as that'd do any good. What do you ask for runnin' that first verse?"

"I wouldn't want to break 'em," replied the editor. "It'd follow right on to the first verse an' I could work the name in somehow if you'd ruther have it. Of course, far's the name's concerned I could work in any name. I could put in Jed Hapgood's as well as not, but I thought I'd give you the first chance at it."

"Well," said the storekeeper, relaxing. "I reckon mebber if you don't ask too much—how much did you say?"

"Fifteen cents a line for the first insertion an' 10 cents for subsequent insertions."

"Take it out in trade?"

"I'll take half trade and half cash."

"Well, I reckon you might as well put it in once. If you can take out the 'seersucker' an' put in 'cheviot' or 'diagonal clay worsted' I'd like it better, an' put my name in the second verse."

"Then we've got that settled," said Hancock, as the editor of the Voice went out. "That man's a Jim dandy, Rufe. You've got enterprise, all right."

"It pays," said the storekeeper complacently. "I ain't one of these fellers that believes in advertising as a gen'ral thing, but I reckon it won't hurt me to give the paper a boost."

**Ellsworth & Thayer Mfg. Co.**  
MILWAUKEE, WIS.



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

The Good-Fit, Don't-Rip kind. We want agent  
in every town. Catalogue and full particulars  
on application.

B. B. DOWNARD, General Salesman

"FIGURES WON'T LIE, BUT LIARS CAN FIGURE."



**JOSEPH SHRIER**

Manufacturer and Jobber of

**HATS, CAPS AND STRAW GOODS**

193-195 BANK ST., CLEVELAND, OHIO

Write F. H. Clarke, 78 Woodland Avenue, Detroit, Michigan Representative.

## My Spring Line

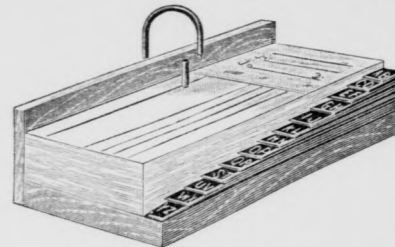
is very complete in all staples and fancies. Black Clays, unfinished Worsteds, fancy Worsteds, Cassimeres and Cheviots in all grades. Well made, perfect fitting, up-to-date styles.

**M. I. Schloss**

Manufacturer of Clothing

143 Jefferson Ave.

Detroit, Michigan



## Account Files

DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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

## H. M. REYNOLDS ROOFING CO.

Grand Rapids, Michigan

MANUFACTURERS

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



"You bet it won't. I tell you if we had more public-spirited, lib'ral, self-sacrificin' citizens like you in the town we'd make Tarkio look sick inside o' six months."

"Tryin' to work me for the cigars?"  
"I know you too well," said Hancock. "I'll tell you about this advertisin' business. It's like a load in a shot gun. You may have good powder an' ball, but as long as it stays in the bar'l it don't bring down no game. You got to have a cap on the nipple to set it off, an' advertisin' is the cap."

"I ought to make a killin', then," said the storekeeper, placing his thumbs in the armholes of his waistcoat.

"Well," drawled Hancock, "you might if you wasn't so durn cross-eyed an' if your powder an' shot amounted to shucks. As it is, you can be satisfied with bein' enterprisin'. That advertisement was a hard dose, but you took it."

"Yes, I took it," agreed the storekeeper.

"But Lafe had to sit astraddle of your chist an' hold your nose," said Hancock.

The new business cutaways have won a prominent place in the season's mode. These coats go with single-breasted waistcoats of the same material and with trousers to match. They are worn with calf shoes with tan spats, or without spats, and with fancy shirts. It is the only skirted coat that can be worn with a stiff hat if we except the riding coat. The negligee shirts which are worn this winter are made of oxford, madras or flannel. The latter have silk stripes and have cuffs of linen. The collars should be either of the wing or fold variety, and the cravat should be a folded-in four-in-hand not less than one and seven-eighths of an inch wide.

Rochester manufacturers have found that the demand for overcoats with belts has fallen flat. As this style of coat is distinctively ulster, the wearers of the better grades of clothing have desired for "nice" something not as conspicuous. The retailer early discerned a falling off in the popular desire for these garments and in his orders had a few belts made for a few garments in each lot, so that they would be on hand in case there was a call for them. Those who have looked ahead to the next season say that in their judgment there will be no especial call for belted overcoats next winter.

Men are now paying more attention to walking sticks than they have for many years past. The new sticks are very simple, the best showing no metal trimming whatever. A new stick that is shown by one of the crack uptown haberdashers is of sycamore, finished in a dull moss grey, showing irregular whitish spots. This stick has a very neat silver nose piece and swedge. The stick is properly a part of the formal dress outfit and should be carried whenever one is going to accompany a lady on the street, either during the day or at night.

Don't talk about a customer that you can not sell, as soon as he goes out, to other customers that happen to be in the store. You may sell the party you just lost some other time and may also lose the party you talk to about the other one. Everyone has his friends.

Don't handle your goods as though they were rags and put things back any old way and then call your salesmen down for doing the same thing. Try and set them an example.



Lot 125 Apron Overall  
\$7.50 per doz.

Lot 275 Overall Coat  
\$7.75 per doz.

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

Lot 124 Apron Overall  
\$5.00 per doz.

Lot 274 Overall Coat  
\$5.50 per doz.

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

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

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

**\$30.00**



will buy a ROYAL GEM Lighting Plant complete. It will produce 1,500 candle power light at the cost of 1c per hour. Can be installed in two hours. No more trouble than gas. Will last a lifetime. A child can operate it. 3 single fixtures of 500 candle power each will light a store 20x70 as bright as day. Complete Piping, Fixtures, Glassware, Mantles, ready to put up only

\$30.00.

Agents wanted.

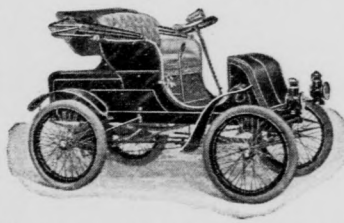
Royal Gas Co.,

199 West Monroe Street, Chicago, Ill.

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

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

3 1/2% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.  
Grand Rapids, Michigan

**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.

**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.

**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.

**SOME PEOPLE NEVER PROGRESS**



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

Our free trial plan enables anyone to thoroughly try the machine before buying.

Let us take the matter up with you.

Fox Typewriter Co., Ltd.

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

We are headquarters for

**Tank Heaters and Feed Cutters**

Write for list and prices.

**Brown & Sehler**

Grand Rapids, Mich.

## Shoes and Rubbers

The Best Book Is the Book of Experience.

The manager of the shoe department was in a reminiscent mood. He had just been investigating the qualifications of some dozen or more applicants for positions as salesmen in his department, and had finally selected three men who seemed likely to give satisfaction. "One of those men will do, I am sure," he said, "but the other two are doubtful. Oh, yes, they are as good as the average run of men, but what I am on the lookout for is the man who can sell goods, the fellow who is something more than a machine for exhibiting goods and making out a sales slip after a customer has made a choice. One of my men came to me the other day and asked me if I knew of any book on the art of salesmanship. He is anxious to improve himself as a salesman, he said. I said to him, 'My dear man, no book that has ever been written or that ever will be written can give you the ability to sell shoes or any other thing. You must learn the theory as you learn the practice, that is, as you go along. The best book that you can get lies open before you. You know who are the best salesmen in this department. Watch their work. Study their customers, and form your own estimate of them. Then watch the way that the salesmen handle them. Notice whether they sell them or not, and if not, try to find out why. You can learn more in this department every day in the course of your work, by using your eyes and ears and your mind than you could learn from the most complete book ever written. Do not neglect your work, but note what goes on about you and think it over at night. You can learn as much from your own failures and an observation of what goes on about you as you could ever hope to learn from the brightest book that could be written by the brightest man in the shoe business.'

"I was telling the young man nothing more than what is true in my own experience. When I got a job (I didn't 'accept a position') in a country shoe store in my native town, I determined to go up to the head of the ladder, and I well remember the day when the proprietor and clerk of the store were so busy that they had to call upon me to wait on a customer for the first time. By that time I knew the location of the stock pretty well and had my own idea as to what were the best goods at the different prices. My first customer was a pleasant, middle-aged man, who called for a certain size in a three-dollar shoe that he was in the habit of buying. It happened that this day he wished to try another style of shoe, so I got down two or three different styles, and as he hesitated about making a choice, I proceeded to tell him about the merits of the different makes. He listened, and looked, and looked, and listened, and I talked on. At last he said very politely that the shoes were all right, but he was afraid that he had no more time that afternoon, and he went out. My employer had been keeping one eye on me during the proceedings, and when I had put up the shoes came over and looked at me for a minute. Then he said, 'Young man, never talk too much. You make sales by saying the right thing at the right time, not by beginning to tell all you know and keeping at it.' I never forgot the lesson.

"Another time, later on, a woman

came in who did not know what she wanted. I pulled down shoe after shoe, until I had a dozen different styles spread out about her. At last she said that they were all so nice that she did not know which to take, and she guessed she would not take any that day. She went out. That experience taught me never to allow a customer to confuse herself by seeing too many styles at the same time. If I had to show many different styles to make a sale, I made it a point to get some of them back into the boxes before I took others out, so that the sight of so many would not be confusing. I learned from this experience and the other I mentioned that a salesman must have his own opinion of the goods that he is selling, and must be able to put his judgment at the service of a customer, but must know just the precise moment when he can say the word that will straighten things out. I learned to study people as I was selling them and when I saw the customer hesitating and reaching the point where advice would be acceptable, I expressed my opinion in a few words up to the point. Unsought advice is always unacceptable. But advice may be sought by the glance of the eye as well as by direct question, and the salesman who can read faces will know by the customer's expression when to speak.

"One day an old man came into the store—a poorly dressed, tramp-like old fellow—who had on a pair of cheap old-style shoes. Our best salesman stepped forward to wait on him and, to my surprise, instead of selling him a pair of cheap shoes, sent him away with a pair of new health-fitting shoes that were selling at fancy prices. 'Did you sell that old tramp those six-dollar shoes?' I said in surprise. He laughed. 'That old tramp, my boy, is one of the richest men in the town. He would not spend five dollars for style or looks in shoes to save his soul, but those old shoes that he has been wearing have hurt his feet, as I saw when I took off his shoe. They had educated him up to appreciating



### A Safe Place for your money.

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

immediately and easily when you want to use it.

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

Our financial responsibility is

**\$1,960,000**

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

**3% interest**

Your dealings with us are perfectly confidential.

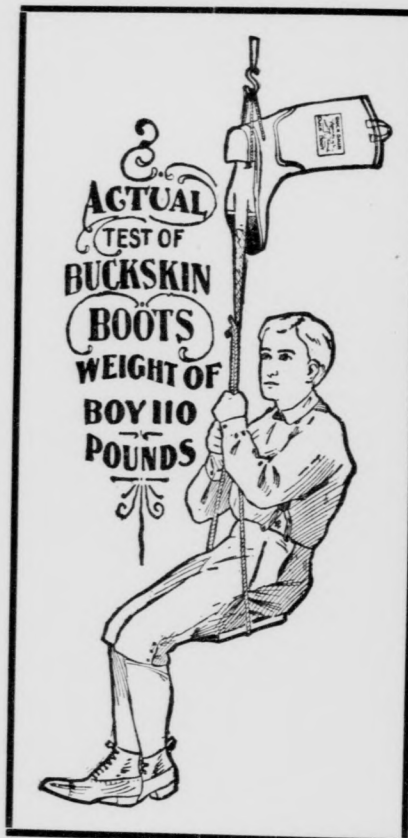
**"Banking by Mail"**

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

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



# Buckskin Rubbers



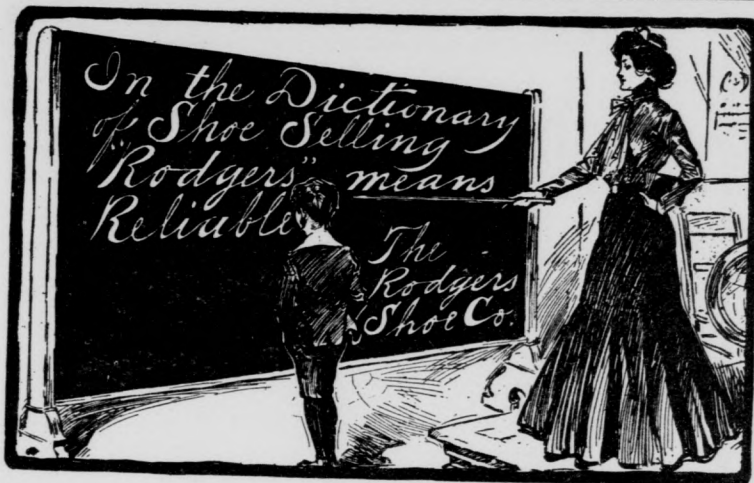
The Buckskin Rubber Boots and Shoes are made of only the purest rubber. They are sold to only one dealer in a town. They are advertised in all the farm papers. Consumers call for them. You can make more clear profit than on any other line of rubbers. They will outwear any other rubbers two to one. Do you want to secure this line for your town? Remember the capacity of the factory is limited. My agents are now on the road. Address all communications to

## Milton Reeder

Selling Agent for Michigan

Grand Rapids, Mich.

Manufactured by Monarch Rubber Co., St. Louis, Mo.



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.

shoes that would be merciful to his corns, and so I brought out our new health shoe, showed him how it would ease his walking and give him comfort and he bought a pair. You can depend on it that a man of that kind will spend money when he sees how it will benefit him.' That experience taught me to be careful of judging by appearances alone, and also that a knowledge of people and their peculiarities is essential to successful salesmanship. After that experience I made it a point to post myself on the people of our town and vicinity. And later on I gained the trade of a whole family because I happened to know a stranger who came into the store one day. He had been pointed out to me as a recently elected official in an outlying district, and I won his heart by congratulating him on his election. He was coming to town to live and I made him our customer.

"One day a lady came into the store to buy a pair of shoes, and after looking at them said that they were selling the same thing cheaper at a rival's farther down the street. I happened to have some inside knowledge of our rival's methods, and as he had played us some mean tricks, I proceeded to tell my customer some very spicy things about the other man. She bought the shoes, but she did not come back, and I wondered why the store had lost a regular customer. At last I learned indirectly that she said that we seemed to have such a knowledge of the tricks of the shoe business that she was afraid we would be tempted some day to try them on her, as she could not imagine how people so well informed on how to cheat customers could resist the temptation to do it themselves. Since then I have either spoken well of rivals or kept my mouth shut.

"I found out very early in my career that a clerk must be a character reader and that he can only learn to know men by noting their little ways and marking their little habits. A man's companions, his conversation, his interests, and other things peculiar to him are indicators that reveal what he is. I can tell a man's character not alone by his face, but by his hand or his foot. That is, all three furnish me with information that I use in an estimate of his character. Tell you how I do it? I do not know myself. How does an experienced shoe salesman know what size shoe a man wears by merely glancing at his foot? By practice in fitting, until it becomes a second nature for him to size up a foot with his eye. It is the same way with character reading. Meet men, note the traits of this one and that one

and the other, compare them and think over your experiences with them, and bye and bye you will get a kind of feeling about people and a sense of how you ought to handle them that you can not for the life of you put in words. If a man has a mind with which to think over what he sees and if he uses it, he will acquire a sort of sixth sense in handling men. Most clerks have minds, but they have never learned to see the thing under their nose until their attention is called to it. That is why they do not rise."—Apparel Gazette.

A Saturday Night Sale.

It is the case, almost universally, in the small towns that Saturday night is one of the busiest times that the store has. The class of goods sold on Saturday night is mostly from the popular line and not the fine stock. For this reason why not have some specials to offer to the working men, the mechanics and their families when they come in on Saturday night to do their trading?

You can get a good work shoe to sell at a close price as a Saturday night special.

An Iowa merchant tried this scheme and got a good appearing, good wearing shoe that cost him a dollar and ten cents a pair. He advertised it as a Saturday night special at a dollar and forty cents. The shoes sold well, and as soon as they got to going good the clerks made them their Saturday night pet and would show them at every chance they got. The shoes made a good impression and when the people wanted better goods they came back to this store for them.

In a general store where the clerks are supposed to sell goods in all departments of the store it is quite important that each clerk should at least make the effort to know the shoe stock.

In dry goods a clerk can just go up to the shelving and run his eye over the stock and see just what he is after, but in the shoe stock it is different. The boxes that hold men's shoes are all the same size and color and if he does not know in just what part of the stock the shoe is he will either have to call some one who knows the stock or tear it all to pieces in his efforts.

If the store is crowded with customers, the clerk who knows the shoe stock is most liable to be busy in some other part of the store, and so the boxes have to be taken out of the shelves until the shoe wanted is found. During a rush is a poor time to have the stock torn up, and there are plenty of customers who do not like to wait while the search is being made. Another thing, too, it makes the customers lose faith in the clerks' ability to wait on them.

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  
sell our

All Solid Shoes

They are warranted to wear.  
Made by

Walden Shoe Co.

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

## COMPETENT HELP.

## Difficulty Which Confronts Some of Our Shoe Stores.

A prominent New York shoe man recently commented to the writer on the scarcity of good retail store help, and the difficulty that a great many were experiencing in procuring competent clerks. He told of three prominent shoe houses and department stores in New York that are in need of help at the present time.

What is the cause of this scarcity? This is an important question, and one that is not taken into consideration by those who are looking for competent shoe men. It is a question of money with a good many of them, as they are not willing to pay for the competent kind. In other words, when they get a man of ability and integrity they do not offer him sufficient compensation to keep him. The buyer or dealer who has such a man in his employ does not realize that a man of ability can not be kept down, but is bound to rise. He has his friends who are willing to look out for him, and the first opportunity that presents itself he takes it, and goes.

Then you begin to realize you have lost a good man, due to the fact that the other fellow has made him a better offer from the salary standpoint. It was a salary that you no doubt could easily have offered to pay yourself, but had neglected to because you thought he had been with you so long he would not leave and if he did you could easily procure another man for the same, or less money.

That is just where the majority of business men fall down. They do not feel inclined to give a man, say a couple of dollars more a week, when they see he is a hustler. Hustlers are scarce, we admit, and that is all the more reason why employers, when they find a man with ability to study conditions or advance new and original ideas which would eventually mark him as one capable of leading instead of following, should show their appreciation of such an one by advancing him. If he sees you appreciate him, which he can not help but know by the mere fact that you advance him, he will work all the harder and be more contented.

He will not be looking for something different on the outside, but will stay right with you and work all the harder. Is it not to your advantage to appreciate such a man? Suppose we look at the other side of the question and ask: Why do some men, who have been given an opportunity to prove their worth, in a great many cases fail to make good? This is easily answered: Simply because they make it a rule to do no work they can possibly get out of. That is why a great majority fail to rise. The people who are always thinking of closing time and pay day are in a big majority, and we regret to say.

The writer had occasion to visit one of the large department stores recently, and while waiting to engage the buyer's attention, a customer came in and asked to be fitted to a pair of shoes. "What kind of shoes?" asked the clerk. "Congress," was the customer's reply. "We have no canvas shoes at this time of the year," was the clerk's answer. "I want congress shoes, not canvas," again said the patron. "What kind of leather?" was the clerk's next question. "Oh, I don't know; something soft," rejoined the customer. The clerk then mentioned the several leathers, and it is needless to say that the customer was

still in the dark as to what he wanted, and the clerk again said, "Which leather do you want?" "Oh! I don't know; show them to me," said the customer. "What size?" questioned the clerk. He was given the size and brought out only one kind. The customer did not like it. The clerk immediately started a vigorous conversation in defense of the shoe, not making any attempt to show other styles or indicate that he cared whether the customer bought or not, and what was the consequence? The customer went out, of course.

Had this clerk asked the customer to be seated, taken off his shoe and gone to work and fitted him, he could undoubtedly have sold him the first pair of shoes in less time than it took him to argue with the customer. This same clerk still wonders why he can not procure a position as buyer. It is this sort of a fellow who thinks himself not only capable of buying and filling the position with more satisfaction than the experienced man, but he also feels that he can improve on his methods and ways of doing business.

This kind of men are walking the streets to-day looking for positions as buyers, when in reality they are hardly adapted for stock boys at \$2 a week. We make a suggestion to such clerks: If they wish to succeed and merit consideration at the hands of their employers, learn how to sell shoes and how to properly handle customers. Shoe houses to-day in New York are looking for a certain kind of help only—those who know how to pay the same degree of courtesy alike to rich and poor; to the woman buying a pair of rubbers the same deference paid a lady purchasing a \$6 shoe. For such clerks positions are waiting, not only in New York, but in many other large cities.

Bear in mind that your children's faults and failings may have been inherited from you and be patient and gentle, but firm, in overcoming them.

### Things We Sell

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

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

You ought to sell

### LILY WHITE

"The flour the best cooks use"

**VALLEY CITY MILLING CO.,**  
Grand Rapids, Mich.

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

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

If you have money to invest read The M. B. Martin Co.'s advertisement on page 22.

## Consider Bostons

Boston Rubbers have been manufactured for fifty years. We have sold them for over a quarter of a century.

Do not buy your Rubbers for the next season's sale until you have seen our salesmen's samples.

Bostons excel in style, durability and good fitting qualities.



Rindge, Kalmbach, Logie  
& Co., Ltd.

Grand Rapids, Michigan

**Mayer's**  
**School Shoes**

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

## "Do It Now"

Send us your orders at once for

### Hood and Old Colony Rubbers

We will take care of you.

**The L. A. Dudley Rubber Co.**  
Battle Creek, Mich.

**How to Make Shoe Polish a Valuable Asset.**

The writer has had several people speak to him lately about shoe polishes of the various kinds degenerating, and the question is asked, What is the cause of it? Well, there are two important reasons that might be mentioned. First, it is possible that the buyer did not properly anticipate his demand and bought in much larger quantities than he should have, or perhaps it was the extra inducement of a better discount which prompted him to buy.

Still another reason suggests itself to us, which might prove just as fatal as the one above mentioned. It is the fact of buying in smaller quantities and failing to properly display it. Do you, when buying a stock of dressings, place it on your shelves in front of that which has been carried for a considerable length of time? If you do, you are making one grand mistake. The best way to avoid this is to clear the shelves entirely when the new stock comes in, and place the fresh supply in the fixture or shelves, and then the old stock in front where you can sell it first, thereby permitting each customer to secure a bottle of dressing or paste which you are certain is strictly fresh. You will in this way overcome any chance of these dressings deteriorating while in your stock. If any of our readers had two or three cases of dressings, and he does not know just how long he has had them on hand, the best thing for him to do is to get them out of his department or store before they thicken.

It does not pay to buy a lot of new dressings no matter what the discount or premium may be, if you can not dispose of them before they deteriorate. It is not surprising that many buyers and dealers are often undecided on the question of shoe dressings and polishes. There are hundreds of different kinds on the market, and each claims to be superior to the others, and the mere fact that a majority are advertised in magazines and various other periodicals will undoubtedly explain the demand for them. Under these conditions it is probably true that a great many dealers are carrying a larger assortment than is really necessary, and when we say, push the findings department to the front and make it pay, we do not mean that it is necessary to buy dressings in such quantities that they will spoil before you can get them off your hands. Try to properly anticipate your demands. You may think that the only way you can make money is to buy in big quantities so as to get the discount. This is a mistake. The profits of this department are underestimated. You can afford to give more room to it and the display of the various articles. Do not say that you can not sell findings in the small store, due to the fact that every one goes to the department store for such things. If the department stores can sell these things, why can not you?

Did you ever stop to think where the secret of their success lies? It would be worth your investigation. If your competitor has an extra good seller in the shoe line and is making a success of it you look into the matter, do you not and see if you can not get something that will fill the bill and sell just as well? And you, no doubt, will try pushing it in a similar if not a better way; but findings you imagine are of little consequence, and you do not bother to learn how it is that they are able to make such a success of these little things. Some of their success is attributed to the fact that in one of the most conspicuous places in the big stores you will find a very large counter devoted entirely to shoe findings, with all the various kinds of dressings attractively arranged to catch the eye and, in fact, all kinds of novelties and necessities in the way of footwear findings.

It will give one the idea that it is the place to buy laces, dressings, shoe forms, or whatever else might be needed. In other words, it will appeal to you as the headquarters for these things. Now, why can not you go back to your smaller place and so arrange your findings that they will be seen by all who enter your store? It is generally the things that people see that they buy, and this is the whole and only secret of the bigger fellows' success. Of course, the real profit comes from shoe selling and fortunes are not usually made in these little articles, so it is at least wise for the dealer not to sell polishes that will bring discredit to the leather. A shoe dealer selling an inferior polish or anything else in the findings line affects future sales, so we say display only the best.—Shoe Retailer.

**Oysters at Home in a Shoe.**  
From the Baltimore Sun.

E. Ross Bell has quite a curiosity in the shape of an old man's shoe, to the soles and sides of which twenty-seven oysters have attached themselves. The interior, too, is full of the bivalves, and when the shoe was found they were pressing through the hardened leather of the upper. The shoe was pulled from the bottom of the Potomac River near its mouth by oyster dredgers a few days ago and sent to Mr. Bell by one of his friends among the oyster inspectors. It is of the "brogan" type and a large size. A spot which indicates where the toe of the wearer touched it is now marked by a good-sized oyster.

**Waterproof Boots For a Boy.**

Mother—Have you any waterproof boots for a boy?

Salesman—We have waterproof boots, ma'am; but they are not for boys?

Mother—Why don't you have some for boys?

Salesman—When somebody has invented a boot that has no opening for the foot to get into it, we may hope for boys' waterproof boots, not before.

The best thing a merchant ever possessed is a good wife who is his chum.



**Men's and Women's Warm Shoes and Slippers**

Send us your sorting orders.

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

The Acme of Perfection for Lumbermen and Farmers

**Red Cross Protector**



Goodyear Glove Duck Rubber combinat on 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

**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



**Spring Rubbers**

Three Grades

GOLD SEALS THE BEST

**Goodyear Rubber Company**  
Milwaukee, Wis.

USE THE CELEBRATED

**Sweet Loma**

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

## Woman's World

Love and Business Should Not Be Antagonistic.

When a girl marries in this country it is generally after a more or less lengthy period of stormy wooing, in which the ardent suitor has led her to believe that he will spend the balance of his life on his knees burning incense before her, and telling her that she is the most beautiful, the most adorable, the most altogether perfect being heaven ever created. It would, of course, be impossible for this sultry state of feeling to go on perpetually, and the marriage ceremony may be said to be the thunderclap that clears the air and leaves everything nice and cool and dead calm.

No sooner is the bridal tour ended and the lover metamorphosed into the husband than he gets up off his knees and climbs up on a pedestal and expects his wife to turn incense burner. He ceases lovemaking with a suddenness that gives the bride a nasty jar. He is so preoccupied that he no longer even notices whether she wears his favorite color. He neglects to praise the little curl upon her forehead and she makes the awful discovery that as a fascinator she simply is not in it with the man from New York who wants to buy furniture or the man from Chicago who wants to sell lard.

Every woman is ineradicably jealous and the minute the bride finds that she has been relegated to a back seat in her husband's life she begins to scent a rival on the breeze. She sits down and sheds a few bitter tears and then half the time, if she is the average woman, she gets up, ties a heavy veil over her

face and hies away to a fortuneteller, where, for the price of a dollar, a greasy sybil tells her that "a blonde woman will cross her path and cause her trouble or to beware a dark woman who will come into her life," and the poor, foolish little wife goes home canvassing her list of acquaintances and, likely as not fitting the cap onto some perfectly innocent person.

It is true enough that a rival has come into the little bride's life, but not the Sadie or Maudie she fears, for with American men sentiment is a side issue and not the real pursuit of life. Nevertheless, the two have come to the very crisis of their fate, when a power as insidious and as deadly to their happiness as the wiles of any woman has begun to creep between their hearts and separate them. It is the husband's occupation. It is a siren that age can not wither, nor custom stale, nor habit tire of its infinite variety, and only too often it absorbs a man body and soul and mind. It occupies his waking hours and fills his dreams and leaves no place for the wife or home. In many and many a divorce suit if the real correspondent was named it would be business instead of some silly man or woman.

Foreigners are never weary of pointing out the peculiar domestic conditions that prevail in America. Pages and volumes have been written pitying the poor, hard-worked American husband, toiling in his office, while his wife flaunted about like a butterfly at Mackinac in the summer, and California in the winter, or journeyed about Europe and enriched Parisian milliners in the meantime. The American woman has been lambasted from one end of the

earth to the other as the least domestic, the most selfish and frivolous woman alive, and nobody has seemed to realize that these conditions are quite as much of the man's making as the woman's, and that often enough the woman who devotes herself madly to society or frantically to clubs is simply and pathetically trying to fill in the lonely hours that her husband's absorption in his business leaves her.

Statistics show that the ratio of domestic unhappiness is greater among the rich and the well-to-do than among the poor, and the explanation of it is to be found in the fact that the day laborer not only does not work as hard as the millionaire business man, but is less absorbed in his occupation. When the carpenters or the bricklayers or the teamsters finish their ten hours' work they go home to their families. With their overalls they divest themselves of all thought of their business. Their children climb upon their knees, they are interested in all of the wife's little budget of household news and neighborhood gossip, and the man gives to the woman the companionship for which she married him.

With the man absorbed in big business enterprises no such simple, happy family life prevails. Every nerve must be stretched to the breaking point to keep the pace with his competitors, ceaseless vigilance and absolute concentration of thought and interest must, he knows, be the price of his success. If he dallies but a year, a month, an hour, by the wayside, somebody who has not let his attention be distracted from the prize for a second will pass him, and so he has no time to listen to his wife, or be interested in his children. It is a

great game, an absorbing game, a game of never-dying interest he is playing, and the fury of the gambler and the ambition of the man are wrapped up in it and it pushes everything else out.

Such a man loves his wife and his children. Yes. There is not a doubt of it. He lavishes upon them the money that he makes. He wants them to be happy and richly dressed, and he will tell you that the reason that he slaves is to support them, but he deludes himself. The real reason is that he has given his innermost heart to business and she is a jealous mistress that resents a divided allegiance.

The woman's side of such a story is inevitably a sad one, unless happily for her, she is a doll stuffed with sawdust that can find sufficient amusement in dressing and undressing herself, and few American women are of that caliber. If a woman has any heart and sense she wants something more than clothes, she wants something more than a home that is nothing but a house and furniture. She wants the love and companionship of her husband and no amount of money or success can compensate her for them. In the very heyday of her husband's fame, when he was the most eloquent and admired pulpit orator of the land, Mrs. Henry Ward Beecher declared that the happiest days of her life were those in which her husband had been a starving and obscure preacher, so poor she had to wash his one shirt every Saturday that he might have a clean garment in which to preach on Sunday, and all during the brilliant term of President McKinley, when the adulation of the world was laid at his feet, Mrs. McKinley's one dream of happiness was to get

## "Best Way to Increase Your Cash Sales"



Would you care to consider a reliable, inexpensive system that would induce your customers to pay cash for their purchases?

The National Cash Register affords such a system, and its operation is explained in a handsome, illustrated book which we will send free to any merchant who will fill out and return to us the attached coupon.

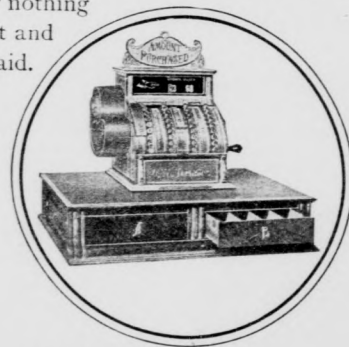
We can prove that the plan explained in this book has increased the cash sales of many storekeepers. Thousands of merchants are using this system. Many of them would not try to do business without it. It is very simple and costs practically nothing in the long run. If you are interested, detach the coupon, fill it out and return to us today. We will send the book by return mail, postage paid.

**NATIONAL CASH REGISTER CO.**  
Dayton, Ohio

"Increased My Trade from \$10 to \$15 Per Day"

I find that your Cash Register System has increased my trade from ten to fifteen dollars per day and if I could not duplicate the Register I now have I would not part with it for \$1,000.

D. E. BRUNOR,  
Druggist,  
New York.



Registers at prices from \$25 up.  
Second-hand registers always in stock.

A  
Fine  
Booklet  
posted free

NATIONAL CASH  
REGISTER CO.,  
DAYTON, OHIO.

Please send us a copy  
of your booklet, "Best  
Way to Increase Your  
Cash Sales" as per advertisement in the

MICHIGAN TRADESMAN.

Name \_\_\_\_\_

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

CUT OFF HERE

"William" back to Canton where she could have him all to herself.

This curious tragedy of the commonplace, in which business has pushed Cupid away from the hearth and out of the home, is having a strange illustration just now in New York, where a wealthy florist is suing his wife for a divorce, and she declares that it is her husband's devotion to business that has wrecked their happiness. The husband's plea is that if he neglected business it would go to ruin, and he further justifies himself by declaring that his wife is utterly unreasonable and ought to be satisfied because he gives her plenty of money. She had carte blanche at the milliner's and dressmaker's, she had a swell carriage and horses and servants in livery and was admired of all as she drove in the park. She dwelt in a fine house on a fashionable street and had a generous allowance for pin money. What more could a woman want?

But it seems that this woman wanted more—she craved affection and companionship, and in a letter that is filed with the divorce papers she utters a cry that will go to the heart of thousands of other lonely women: "You must realize," she writes to her husband, "that a little of the blame for this rests on you. You have been a slave to your business and have offered me nothing of what a woman looks for in the way of love and attention. Since we were married you have never spent any time at your home. You have been a kind, indulgent husband, giving me luxuries, but luxuries are not what make a woman happy. It is sympathy and companionship. I know you cared for me in your own way, but no sooner would you come in and have your dinner than out you would go, leaving me to pass the long, lonely, dreary evenings the best way I could. It was no life for a woman."

And so this woman who was not perhaps very wise, or very strong, and was foolish enough to prefer love to money, grew weary of driving endlessly about in her fine carriage and staring at the servants who must have pitied her—and she found companionship in forbidden paths, and the outraged husband demands divorce and blames her for the ruined home.

Fortunately, this is an extreme case. Most women find refuge in their children or philanthropy or clubs or society, but before a man blames his wife for running off after fads, let him ask himself if he has not forced her to take refuge in them.

Men will say, and justly, that back of every happy home there must be a successful business, and that the wife who is jealous of it is killing the goose that lays the golden egg. That is also true, but there is moderation in all things and love and business should not be antagonistic, but partners. They should share equally and when either one gets the upper hand in a man's life, something is out of balance that will throw the whole machinery out of gear. The man who goes mooning about like love-struck calf, who writes love letters when he ought to be hunting for trade and who can not go on business trips without dragging his wife along is too sentimental an idiot to live, but the man who neglects his wife for his business, who turns his life into nothing but a money machine is a fool who trades off a priceless jewel for a counterfeit dollar with which he can buy nothing when he wants to get back his lost happiness.

Women do not want money so much

as they get the credit of doing. They take it when they can get nothing else, for at bottom women are shrewd philosophers, but many and many a wife would gladly exchange her diamonds and horses and carriages for a little more of her husband's society, and a dead moral certainty that she could raise as intense a heart throb in him as the price of gas stock does.

As for the woman, inasmuch as she is bound always to have a rival in her husband's affection, the wise wife is the one who makes friends with the object of her jealousy. Thus, like the Mormon wives, they share the husband's heart between them and keep out interlopers. There is no other tie between people stronger than a community of interest or hobbies or common knowledge, and the woman who never wearies of discussing the price of green groceries, who can scheme and plan by the hour for the enlarging of the butcher shop or the store or who can absorb herself in her husband's law cases or magazine work or whatever it is, has turned defeat into victory, for she has taken a hand in the game herself instead of merely standing by and looking on. Such a woman is never jealous of her husband's business, nor complains that he gives too much time to it. On the contrary, she eggs him on, but they dwell together in peace and harmony.

The fault of the age is that we measure everything by the Almighty Dollar, even affection, and it is time that every married man should pause and ask himself if in the very intensity of the love of his wife that makes him want to give her every luxury, he is not robbing her of that which makes all that money can buy mere dross. Love, sympathy, companionship—these are three eternal needs of a woman's soul, and having them from her husband, the poorest woman alive is rich, and lacking them, the richest woman is poor, indeed.

Dorothy Dix.

Her Plan.

"I've been two weeks trying to coax my husband to give me \$50 to buy a new dress," complained Mrs. Gauzzan to Mrs. Wiffles.  
"I never do that."  
"What do you do?"  
"I have my new dress charged and leave my husband to fight it out with the collector."

38 HIGHEST AWARDS in Europe and America

Walter Baker & Co.'s



TRADE-MARK

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

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

Walter Baker & Co. Ltd.

DORCHESTER, MASS.  
Established 1780

Oscar Kroppf  
E. Clinton Adams  
L. C. Bob. Wann

Our Travelers

In Your Section

Wm. P. Baille  
Geo. F. Smith  
Will E. Robertson

Are out and sending in orders for our new line of English and Domestic Dinner Ware. Many patterns controlled by us exclusively. Wait for them or write us. ❁ ❁ ❁ ❁ ❁

Geo. H. Wheelock & Co.

113 and 115 W. Washington St.

South Bend, Indiana

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.

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

## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Jan. 17—Appearances indicate that the turn of the consumer is at hand. We have stories of lower butter and eggs with huge supplies at Philadelphia, lower meat at Chicago and, best of all, lower coal in this vicinity.

Coffee is sagging. Prices tend toward a lower basis. The bear interests have been making a strenuous campaign, being steady sellers. The Brazil crop continues to be reported as large, some well-posted authorities claiming that their advices indicate a yield of the growing crop amounting to 14,000,000 or 15,000,000 bags, and that the weather is highly favorable. While neither jobbers nor roasters have been taking more than enough to supply current wants, the condition is upon the whole a little more active, prices being now so low that no hesitancy is felt in taking a little ahead. White 5 $\frac{1}{4}$ c remains the current quotation for Rio No. 7, it is some what shaky—in fact, 1-16c lower might safely be named as the selling price in some cases. From July 1, 1922, to January 15, 1923, the receipts at Rio and Santos aggregated 8,586,000 bags, against 10,897,000 bags for the same time last year. In store and afloat there are 2,705,724 bags, against 2,425,804 bags at the same time last year. In mild grades the demand has been very quiet, but as there is little stock offering the market closes about steady. Nothing to note of interest in East India grades.

Country green and Pingsuey teas have been in good demand and are taken quickly at full quotations. The whole tea market, in fact, is in pretty good shape and importers are seemingly content with the outlook. Sales have been reported recently that aggregate some 12,000 packages and at full rates.

Prices in sugar are steadily maintained, but the volume of business for the week has been at the minimum. Of new business, in fact, there has been a total absence and the little that was done in the way of old contracts is hardly worth mentioning. Both sides seem to be just now waiting for the effect of the Cuban reciprocity bill. Raw sugars have shown a little decline.

Would-be buyers of desirable grocery grades of rice seem to think prevailing rates too high to warrant their buying ahead of daily wants and the market is dragging. Offerings are light and the situation certainly is in favor of the seller. Choice to head, 5 $\frac{1}{4}$ @6 $\frac{1}{2}$ c; Domestic Japan, 4 $\frac{1}{2}$ @4 $\frac{1}{2}$ c.

In spices, pepper, it is said, is getting into the control of practically one party, who will be able to make his own price. The market is firm all around and rather in favor of the seller.

Open-kettle molasses is very firm and supplies seem to be taken as quickly as put on offer, the range being from 32@40c. Syrups are steady, with most of the demand being for better grades. Good to prime, 18@23c.

It has been a very quiet week in almost all sorts of canned goods and the market is simply waiting. Some future Maryland tomatoes have been contracted for at 77 $\frac{1}{2}$ c f. o. b. factory, but this is rather above buyers' ideas generally, who seem to think 75c about the right price. Corn shows little change. Supplies are in firm hands and buyers will likely see no lower rates for some time. Salmon has had a quiet week and inclines to a little lower basis, although it would hardly be safe to change the figures as yet.

No change has taken place in dried fruits and the week is decidedly quiet. Prices are quite well sustained, however, and this is the only encouraging thing to be said. Seeded raisins are slightly higher owing to the advance on the coast—that is, for choice 1-lb. cartons.

Lemons are a little lower. Foreign are from \$2@2.50 per box. Californians, \$2@2.75, latter for extra fancy 300s. Oranges, California navels, \$2.50@3.50.

Seedlings, \$2@2.25; Sicily, \$2@2.50; Floridas, \$2.25@4.25.

Best Western creamery butter, 28c; seconds to firsts, 24@27c. The market is about steady, although grades other than the best are showing some accumulation and perhaps lack the strength of a week ago. Imitation creamery, 18 $\frac{1}{2}$ @22c; fresh factory, 17@20 $\frac{1}{2}$ c.

The cheese market is firm at prices prevailing a week ago. Full cream, 14 $\frac{1}{4}$ @14 $\frac{1}{2}$ c. There is little doing in an export way and that little is in cheaper grades—anything "cheap" enough is hard to find.

Western fresh gathered eggs, loss off, are well held at 21c. At market the range is from 22@28@29c. The market generally is steady.

### What She Wanted.

The Widow—I want a man to do odd jobs about the house, run on errands, one that never answers back, and is always ready to do my bidding.

Applicant—You're looking for a husband, ma'am.

## An Unusual Opportunity

FOR

Safe - - Sure - - Profitable

### Investment

IN A COMPANY HAVING

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

All stock fully paid and non-assessable

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

**\$2.50 Per Share**  
Par Value \$10 Each

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

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

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

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

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

For prospectus and other information address

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

## EGGS WANTED

We want several thousand cases eggs for storage, and when you have any to offer write for prices or call us up by phone if we fail to quote you.

### Butter

We can handle all you send us.

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

## POTATOES

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

### H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417  
Bell Main 66

304 & 305 Clark Building,  
Opposite Union Depot

SHIP YOUR

## BUTTER AND EGGS

—TO—

### 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.

## WE ARE HEADQUARTERS

for California Navel Oranges and Lemons, Sweet Potatoes, Cranberries, Nuts, Figs and Dates  
Onions, Apples and Potatoes.

**The Vinkemulder Company,**

14-16 Ottawa Street

Grand Rapids, Michigan

We buy Potatoes in carlots. What have you to offer for prompt shipment?



**Keeping Down the Dust.**

How to keep down the dust in the store while the floor is getting its daily sweeping is a problem that confronts many a storekeeper. There are several methods that have been tried and found to present obstacles that were harder to contend with than the dust. One of these is the practice of oiling the floor, but everyone who has tried it finds that it has more drawbacks than advantages. An oiled floor may look all right for a week or so after the oil has been put on, but then as it collects the dust that would otherwise have been swept out, it takes on a rather dingy hue that gets blacker all the time.

This black floor naturally makes the store a good deal darker than it would otherwise be and the black floor makes the place look more like a warehouse than a store.

This dirt that is collected by the oil sticks to the floor and is not swept out with the paper and other sweepings.

Then the trouble begins when some lady comes into your store with a light colored dress on and sits down on one of the stools in front of the counter, her dress spreads out on the oily floor and is immediately begrimed. Even although she does not find the spots on her dress until she gets home it is not hard for her to remember where she got them, and when she does the chances are she will avoid that place in the future.

The oil has a tendency to rot the leather of the shoes of people who have to stand on it all day, which naturally is a point against it in the estimation of the clerks.

Some people sprinkle the floor with water before sweeping, but when the dust is thick it gets muddy and spots the floor up.

The only successful way to keep down the dust is to use wet sawdust before sweeping. Of course, you can not expect the wet sawdust method to work well on a floor that has not been scrubbed for a year. Even in a new store where the boards look white and clean there is bound to be a lot of dust that the wet sawdust will not lay. Start out right by giving the floor a good rinsing. If a good portion of lye water rubbed in with brooms and mopped up clean is used on a floor that has been oiled it will take most of the oil out of the boards and brighten up the store wonderfully. Then the wet sawdust can be used and it will fill its mission properly.—Dry Goodsman.

**The Peanut King of Old Virginia.**

The humble little peanut has made this man rich and given him a title—the Peanut King. The man was named Pembroke D. Gwaltney. He went away from a corner of Virginia, that gave him birth, to bore spikes from Federal guns captured by Stonewall Jackson. That occupation, however laudable, ended with Lee's surrender at Richmond. Back to the little corner of Virginia, then, came the Confederate armorer to rejoice in a wise and prudent wife. The bundles of "shinplasters" he had received as army pay and sent home she had invested in land. There it was—a fine Virginia farm—to begin with.

Smithfield, Va., of 1,500 souls, is on Pagan Creek (and very Christian nevertheless), a branch of the James River, thirty miles from Norfolk. By the genius of the Peanut King it is the opulent center of a thriving and lucrative industry—the greatest peanut fields of the world. The business of growing

them was started by Gwaltney soon after the war. He prevailed on all the farmers around about to plant them. Then he built a packing factory and bought their product. A thousand bags a day, cleaned and sorted, is the output of the factory. The income from the business is a million dollars a year. Rivals he has had, but they have not lasted, they did not know the arts of the peanut business so well. His son, Pembroke, Jr., followed in his father's footsteps and owns a general store at Smithfield. A story illustrates the old gentleman's business acumen: Young Pembroke bought several large lots of peanuts one season with the intention of holding them for the usual rise to realize a profit. The rise came slowly that year, the young man was almost discouraged and his father hearing that he was anxious to sell for fear that he would lose not only profit but principal on the peanuts, bought the stock at the market price and thus relieved the younger man of a great anxiety. Several months afterward Mr. Gwaltney said:

"Pembroke, you made a pretty neat profit on those peanuts you sold to me, I believe?"

"Yes, I sold without loss," said the prudent young man, not knowing what turn the colloquy might take and not willing to commit himself to a large profit.

"As a matter of curiosity tell me how you came out?" said the older man. The young man reluctantly acknowledged, apparently fearing that he might be called on to divide, that he had realized a profit of \$3,000. To his great astonishment his father said:

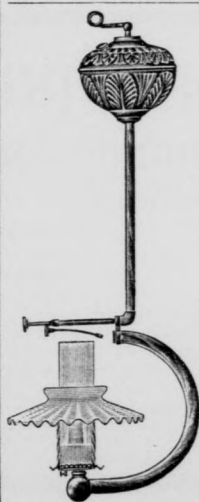
"Pembroke, you are a successful merchant, but I made \$5,000 more on that same lot of peanuts."

Smithfield is noted for its export packed hams as well as for its peanuts and the controlling genius of the world in the latter product. When Admiral Evans returned from Kiel he said of Emperor William's wonderful general knowledge:

"He knows even the flavor of the Smithfield ham."

For many years before her death the hams that supplied Queen Victoria's table at Windsor Castle were packed at Smithfield. The little town is very proud of its hams, of its peanuts and of its leading citizen, the Peanut King, whose children and grandchildren, a populous family, are adding to the welfare and wealth of the State.

"Yes, sir, I'm a self-made man. I began life a barefooted boy!" The other man: "Well, as far as I can make out, I wasn't born with shoes on, either."



The  
"CROWN"  
Incandescent  
Gasoline Lights

Latest and most  
perfect on the  
market.

Write for catalogue  
and prices—

The Whiteman  
Mfg. Co.  
CANTON, OHIO.

**DON'T SHIP US**

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.

**Michigan Maple Sugar Association, Ltd.**

PRODUCERS OF

**High Grade  
Maple Sugar and Syrup**

119 Monroe Street,

Grand Rapids, Mich.

**Pure Maple Sugar**

30 lb. Pails Maple Drops, per lb. .... 15 c  
50 to 60 drops per pound.  
30 lb. Pails std. Fancy Moulds,  
per lb. .... 15 c  
20 to 30 moulds to pound.  
100 lb. Cases, 26 oz. bars, per lb. .... 9 3/4 c  
60 lb. Cases, 26 oz. bars, per lb. .... 10 c  
100 lb. Cases, 13 oz. bars, per lb. .... 10 c  
60 lb. Cases, 13 oz. bars, per lb. .... 10 1/4 c

**Pure Maple Syrup**

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

Mail Orders Solicited. Goods Guaranteed.

**Butter**

I always  
want it.

**E. F. Dudley**

Owosso, Mich.



**Hay and  
Straw  
Wanted  
Quick**

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

## Butter and Eggs

Observations by a Gotham Egg Man.

Although the quantity of storage eggs carried over January 1st in this market was unusually large, the chances of a satisfactory clearance during the balance of the winter have been improved considerably by the condition of the weather lately prevailing in the interior. Receipts in this market have been running very light for several weeks past and while there has lately been some indication of a little more stock coming from the South there seems little prospect that we can get any important enlargement of supply this month.

January receipts vary widely from year to year as is shown in the following table of receipts for previous years, in which we give also the average price of prime Western on loss off basis:

January, 1902, 111,569 cs., average price 31c.

January, 1901, 161,199 cs., average price 22.2c.

January, 1900, 198,261 cs., average price 21.5c.

January, 1899, 114,246 cs., average price 20.8c.

January, 1898, 114,845 cs., average price 21c.

January, 1897, 126,617 cs., average price 17c.

January, 1896, 141,200 cs., average price 19½c.

With our receipts averaging less than 25,000 cases a week during the past three weeks it now looks as if the arrivals for the current month can be very little, if any, more than last year, and if we estimate the consumption at 50,000 cases a week, say 225,000 cases for the month, it would appear that we might expect a satisfactory reduction of refrigerator eggs here by February 1st, although it will probably be well along in February before they can be exhausted. At the beginning of the month there were several thousand cases of accumulated fresh gathered eggs on store.

\* \* \*

As the market is so largely dependent upon the South for supplies of fresh eggs during this part of the year Southern shippers would do well to study the needs of the trade and make an effort to meet the requirements of the better class of buyers. Southern eggs are, on the average, better packed than they were some years ago, but there is still much room for improvement and they still, as a rule, occupy a place distinctly below that of Western eggs. This is chiefly because of their smaller average size and the poor cases so generally used in the South. Nothing is more important than the first impression of a buyer when showing eggs for sale. A clean, neat case well packed, gives an idea of careful work at the start, and although fine packing will not serve to sell poor eggs, it is a great help in selling good and fancy qualities. Many of the Southern eggs arrive in dark colored, poorly made cases, often arriving with the covers spilt in half a dozen pieces, no flats, the excelsior sticking out all over the top and bottom and the sides badly warped and often broken. Such eggs give an idea of shiftlessness and create a bad impression. Frequently receivers have to spend considerable time nailing them up and making them halfway presentable, but even then they look patched up and the breakage is often serious. Southern shippers will gain materially if they will put their eggs up so that their origin can not be at once surmised from their appearance. Some

of them do so, and find it pays, but a large majority do not. The cases should be new, made of white wood, well matched and well made. Strawboard flats should be used over the top layer and under the bottom layer and the packing should be neatly placed and not allowed to stick out under the cover. It should also be remembered that small and dirty eggs are worth more when packed separately than when mixed with full sized and clean eggs; it will pay to grade the goods before shipping. There is no reason why Southern eggs, at this season, should not take a leading place in the market if they are properly graded and packed in first-class fashion.—N. Y. Produce Review.

### Why She Gave Up Her Job.

A Kalamazoo girl who recently started to teach a Sunday school class has given it up as a bad job. "I am not built that way," she said, in explaining to several friends why she had thrown up the sponge and retired from the ring. "It's all due to my temper, which is by no means angelic—and it requires an angelic disposition to lead a Sunday school class of small boys in the way they should go. There was one young imp named Paul, who was the limit. If I ever get to heaven and meet Paul, one or the other of us will have to quit. He had annoyed me from the first, but the end came that Sunday when the lesson was about turning your other cheek if your enemy smites you. Just in what I thought was the most interesting part of the lesson, and when I could almost smell the halo singeing my hair, Master Paul surreptitiously pulled out all my hairpins and down it came all about my shoulders. Forgetting all about the lesson, I turned and slapped him in the face. Then I threw up the job."

All things come to those who get tired of waiting and hustle.

## POULTRY

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.



### The Imperial Gas Lamp

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

The Imperial Gas Lamp Co.  
210 Kinzie Street, Chicago

## Ceresota

is tested before it is branded. We have for the exclusive use of our own mills a perfectly equipped bakery, and we carefully test the baking qualities of every day's product. This enables us to guarantee the quality every time.

Northwestern Consolidated  
Milling Co.,  
Minneapolis, Minn.

Judson Grocer Company,  
Distributors for  
Western Michigan

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

Branches at Allegan, Bellevue and Homer

Cold Storage

References: Dun or Bradstreet or your own Banker

## Cold Storage Eggs

Why pay 25 per cent. more for fresh when you can get just as good by using our April stock? Give us an order and be convinced. We store Fruit, Butter, Eggs, Poultry and Meats. Liberal advances on produce stored with us, where desired. Rates reasonable. Write for information.

Grand Rapids Cold Storage  
& Sanitary Milk Co.

Grand Rapids, Michigan

## Hyde, Wheeler Company

41 North Market Street and 41 Clinton Street

BOSTON

Strictly Commission Merchants

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

### POULTRY AND EGGS

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

## 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

Established 1864

**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.**

W. R. James has taken the Michigan agency for the cheese cutter manufactured by the Dayton Computing Scale Co.

Albert Smith has removed to this city from Marshall to open a Western Michigan agency for the Marshall Furnace Co.

Ypsilanti Argus: Jos. H. Command will represent Crowley Bros., wholesale dry goods dealers of Detroit, making Ypsilanti and other Michigan towns.

M. C. Huggett, Secretary and Treasurer of the Wm. Connor Co., is making his maiden trip as a traveling salesman and meeting with flattering success.

Owosso Press: L. D. Wilson has resigned his position with D. M. Christian to take a place as traveling salesman for F. Saunders & Co., wholesale grocers at Port Huron.

P. F. Ostema, who has covered Western Michigan the past three years for Walsh, Boyle & Co., wholesale grocers of Chicago, proposes to remove from Holland to Grand Rapids in the spring.

Cornelius Crawford (Hazeltime & Perkins Drug Co.) was as happy last Saturday as he would have been had his favorite horse won five straight heats. All on account of his being made granddad for the first time.

Lewis Cass Bradford, who has been traveling in Minnesota and Northern Dakota the past year in the interest of the Central City Soap Co., has been transferred to Western Michigan, which will comprise his territory hereafter.

Fred J. Peabody, L. F. Baker and Fred J. Davenport have formed a co-partnership under the style of the F. J. Davenport Co. to engage in the business of manufacturers' agents. The office of the firm will be at 510 and 512 Wm. Alden Smith building. Messrs. Peabody and Baker will retain their present positions and not take an active part in the new business.

Kalamazoo Gazette: Will L. Smith left last night for Chicago. For several days he has been in Kalamazoo en route home from an extended business trip in Eastern cities made in the interests of the Shakespeare reel. Mr. Smith was formerly a traveling representative of the American Playing Card Co. Recently he has established a sales agency with headquarters in Chicago. American playing cards are his chief line, with the Shakespeare reel and several other side lines. Two men are on the road in his interests.

Lansing Republican: The meeting of the Board of Directors of the Michigan Knights of the Grip on Friday evening afforded the local officers of the organization an opportunity to deal out hospitality with a lavish hand. At 7 o'clock Mr. and Mrs. H. C. Klockslem and Mr. and Mrs. H. E. Bradner entertained the State officers and resident ex-State officers at a seven course dinner at the Boat Club. Covers were laid for twenty-three. The tables were decorated with narcissus and red carnations, and both menu and service were all that could be desired. At the close of the

dinner the guests assembled at the residence of Mr. and Mrs. Klockslem for the remainder of the evening. The out-of-town guests at dinner were Mr. and Mrs. Palmer, St. Johns; Mr. and Mrs. Sloan, Battle Creek; Mr. and Mrs. Randall, Bay City; Mr. and Mrs. Cook, Jackson, and Messrs. Schram and Howarn, Detroit, Brown of Saginaw and Hurd of Davidson.

**Out With the Old—In With the New.**

Saginaw, Jan. 19—The retiring Board of Directors of the Michigan Knights of the Grip held their final meeting at Lansing Friday evening, Jan. 16, all being present except Messrs. Koster and Jones.

The Secretary reported total receipts of \$4,908 since the Battle Creek convention—\$2,538 in the death fund and \$1,370 in the general fund.

The Treasurer reported the receipts of the money received by the Secretary and the payment of \$500 from the death fund and \$450 from the general fund, leaving a balance in his hands in the several funds, as follows:

Death fund.....\$1,759.00  
General fund..... 971.43  
Employment fund..... 66.24

The following bills were allowed:

J. W. Schram, salary.....\$ 78.66  
M. S. Brown, salary..... 195.40  
M. S. Brown, stamps, stationery, etc..... 18.85

Post F, Saginaw, for securing greatest number of active members in 1902..... 25.00

C. W. Hurd, Board meeting.... 5.66  
J. W. Schram, Board meeting.... 6.52  
M. S. Brown, Board meeting.... 5.75  
M. Howarn, Board meeting.... 6.52  
James Cook, Board meeting.... 4.48

The printing bill of Wm. K. McIntyre for \$51.25 was allowed.

M. Howarn was made a committee to interview John R. Wood, regarding discrepancies in Wood's Guide.

A vote of thanks was extended to Brothers Bradner and Klockslem and their wives for the hospitable manner in which they entertained the Board while in Lansing.

The Board then adjourned sine die. M. S. Brown, Sec'y.

Saginaw, Jan. 19—The newly-elected Board of Directors held a meeting at Lansing Saturday forenoon, Jan. 17, all the members being present except Manley Jones.

President Palmer announced the following standing committees:

Finance—M. Howarn, Detroit; Charles W. Hurd, Flint; James Cook, Jackson.

Printing—Manley Jones, Grand Rapids; C. W. Stone, Battle Creek; H. C. Klockslem, Lansing.

Railroad—J. P. Hammel, Lansing; George F. Owen, Grand Rapids; John W. Miles, Detroit.

Legislative—E. P. Waldron, St. Johns; Chas. H. Smith, Saginaw; J. J. Frost, Lansing.

Hotel—Geo. J. Heinzelman, Grand Rapids; C. J. Lewis, Flint; Chas. Hinman, Battle Creek.

Bus and Baggage—J. C. Sonnenberg, Saginaw; E. C. Fox, Portland; F. G. Hooper, Owosso.

Employment and Relief—M. S. Brown, Saginaw; Jno. P. Hemmeter, Detroit; M. C. Empey, Bay City.

Chaplain—Frank Gainard, Lansing. Sergeant-at-Arms—Samuel Shafer, Saginaw.

The President appointed the following committee to act on the revision of the constitution authorized at our last annual convention: N. B. Jones, Ann Arbor; A. F. Peake, Jackson; John W. Schram, Detroit.

The bond of H. E. Bradner as Treasurer was presented and accepted.

The bond of M. S. Brown as Secretary was presented and accepted.

The assessments of Brothers Madison, of Lapeer, and Charles Ballard, of Ionia, were ordered paid out of the employment fund for the year 1903.

It was decided to offer a prize of \$25 to the post securing the greatest percentage of active members during 1903.

The following resolution was unanimously adopted:

Resolved—That a vote of thanks be extended to retiring President John A. Weston; Treasurer J. W. Schram, Directors G. H. Randall and L. J. Koster for the able and efficient services rendered in the past year, making it possible to report 1902 the most successful in the history of the order. It was decided to hold the next Board meeting at Saginaw on the first Saturday of March.

The following bills were allowed: Charles W. Stone, Board meeting.....\$4.25  
B. D. Palmer, Board meeting..... 4.25  
M. S. Brown, Sec'y.

**Preparations For Fifth Annual Banquet.**

Preliminary preparations for the fifth annual banquet of the Grand Rapids Retail Grocers' Association, which will be held at the Warwick Hotel next Monday evening, are practically completed and the indications are that the attendance will be fully up to the standard established on previous occasions of this character. The menu which will be discussed is as follows:

Blue Points.  
Oysterettes. Vienna Rolls.  
Olives. Pickles. Celery.  
Sears Saitine Oyster Crackers.  
Sears Long Island Wafers.  
Cold.  
Turkey. Ham. Tongue.  
Lemon Ice.  
Filet of Beef with Mashed Potatoes.  
Fruit.  
Malaga Grapes. Apples. Oranges.  
Mixed Nuts.  
Strawberry Ice Cream.  
English Fruit Cake. Assorted Cakes.  
Gillies' Coffee.  
Cigars.

The musical programme, which will be furnished by the Furniture City Orchestra, will be as follows:

March, Welcome - - - Catlin  
Overture, Black Domino - - - Auber  
Operatic Selection, Martha - - - Flotow  
La Grace, Mexican Dance - - - Sangelar  
Medley on American airs - - - Moses  
Operatic Selection, King Dodo - - - Loder  
Popular Medley on songs of the day  
Gavotte, Brotherly Love - - - Mackie  
Brooks

At the conclusion of the repast, introductory remarks will be made by J. Geo. Lehman, followed by an address by President Fuller, who will turn the gasting over to Secretary Klap as toastmaster. The programme will include addresses by local and out-of-town grocers, including a talk by J. E. Williams, of Kendallville, Ind., ex-President of the National Retail Grocers' Association. It is expected that the usual number of surprises will be presented.

The committees having the matter in charge are as follows:

General Arrangements and Finance—L. John Witters, J. Geo. Lehman and Homer Klap.

Tickets—F. L. Merrill, John Lindermulder and Ralph Andre.

Reception—Ed. Wykcell, Chas. Sach, Chas. Winchester, M. Vanwestenbruggen, Wm. Andre, B. S. Harris, M. H. Barber, Gerrit Roessink, W. W. Impey, S. J. Turnall, Geo. Towers, John Ley, D. S. Gray, Chas. Oneday, Geo. Gane, L. M. Van Heulen, T. Van Keuken, F. R. Dodge, H. Daane, E. Bratt, Bert Petter, Wm. Vander Maas, Jacob Reyngold, Herman De Boer, E. D. Compton, J. Frank Gaskill.

Chelsea—Articles have been filed by A. R. Welch, T. I. Watson and Fred S. Welch on behalf of the Chelsea Manufacturing Co., Ltd., the capital stock of which is \$200,000, all paid in. The company will manufacture automobiles, one of the models being a strong fast car to be known as the "Welch touring motor." Orders have been placed for 100 machines already, the first of which will be completed in time for the automobile show in Chicago Feb. 14 to 20

**Recent Business Changes in Indiana.**  
Albion—M. C. Beck has purchased the interest of his partner in the drug business of Huston & Beck.

Bippus—Alexander & Shoemaker continue the hardware business of J. S. Alexander.

Bloomington—S. K. Rhorer, Jr., has purchased the notion stock of Aaron Strauss.

Bloomington—H. Swindler, baker, has sold out to T. B. Boyle.

Columbia City—Hemmick & Jones, dealers in hardware and implements, have dissolved partnership. The business is continued under the style of Jones & Jones.

Ft. Wayne—A. L. Johns & Co., wholesale and retail dealers in saddlery, have merged their business into a corporation with a capital stock of \$100,000 under the style of the A. L. Johns Co.

Kendallville—Conologue & Miller continue the grocery business of Conologue & Crothers.

Lebanon—Jackson & Mark, grocers, have discontinued partnership. The business is continued by Jackson Bros.

Linden—Snyder & Co. succeed Snyder & Murphy in the hardware business.

Poneto—F. Grove has purchased the interest of his partner in the grocery business of Grove & Grove.

**Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Jan. 19, President Fuller presided.

F. M. Strong and Wallace Payne were elected honorary members.

Daniel Marlatt, the veteran grocer at 115 Broadway, sent his regrets at being unable to attend the banquet on account of advanced age, and the Secretary was instructed to convey Mr. Marlatt to and from the banquet in a carriage, if he could attend under such circumstances.

It was decided to send \$10 to the National Retail Grocers' Association as per capita tax for 1902.

President Fuller reported the result of his trip to Jackson, where he took part in the formation of an association of food manufacturers for the protection of the trade. Accepted and placed on file.

Fred J. Ferguson was appointed a committee of one to induce Mr. S. M. Lemon to attend the fifth annual banquet.

There being no further business the meeting adjourned.

**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 H. HIRM, 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 HIRM, 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. 25 and 26.  
 Lansing, Nov. 3 and 4.

### Mich. State Pharmaceutical Association.

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

### How to Make Your Own Sarsaparilla.

The druggist who is on the alert to improve his opportunities may as well sell his own spring medicine to all those people who want to take a preparation of this kind. To be ready for this business when it comes, he should begin preparations now. There are many things to be done, whether the druggist is making the effort for the first time, or whether he is repeating former efforts with a desire for greater success. There are drugs and bottles to be bought, the preparation to make up, and the designing and printing of labels and wrappers. All this requires considerable time, not only in the planning of the work to be done, but also in carrying it out to a successful completion.

Much importance is attached to the same. It should be plain, easily read, easily pronounced, and easily remembered. Many names are used, but it seems to me that one with the word "Sarsaparilla" in it should be selected. People think that sarsaparilla is good for the blood, no matter if therapeutists to-day tell us that it is not. I call my spring medicine "Compound Extract of Sarsaparilla with Celery." There is a common belief abroad among the people that celery is good for the nerves. Many other names might be chosen, such as "Compound Sarsaparilla with Burdock," "Compound Syrup of Red Clover Blossoms," "Sarsaparilla with Iodide of Potassium," and so on. Each druggist can choose a name to please himself.

The preparation should contain a combination of good alteratives, tonics and laxatives. It should be cathartic enough to move the bowels a little. That will make it show results, and results of this kind are what the people want, especially at this time of the year. They will always feel better after taking a medicine of this kind; however, it must not be too cathartic. People differ so much in this respect that it is practically impossible to get any one combination of drugs to suit everybody. This is the formula that I have used for a number of years, and which has given good satisfaction:

Sarsaparilla root.....	20 ounces
Cascara sagrada bark.....	20 ounces
Burdock root.....	15 ounces
Red clover tops.....	15 ounces
Taraxacum root.....	20 ounces
Celery seed.....	16 ounces
Gentian root.....	15 ounces
Sassafras bark.....	20 ounces
Glycerin.....	80 fluidounces
Alcohol.....	120 fluidounces
Water, q. s. ad.....	800 fluidounces

We buy most of these drugs in a granulated condition, and they are thoroughly mixed in a large shallow pan with the menstruum, and then packed in a large percolator, the percolation

being allowed to proceed until the required amount is obtained.

I believe in using good drugs and making the preparation a good one; also in giving the people plenty for their money. We put ours up in large bottles with panels on all four sides. The bottles contain about nineteen fluidounces. We put them up in a straw-board carton, and put on a yellow wrapper printed in black ink. Our selling price is \$1 per bottle, or six bottles for \$5. The profit is very satisfactory. Any druggist can very easily estimate what his profit will be.

It is easy to make the preparation, but how can sales be made? is a question that is frequently asked by druggists who have not made the effort of making and selling a preparation of their own manufacture. I had printed for me ten thousand copies of a small, four-page paper by the same printer who printed my sarsaparilla labels and wrappers. Each page was about 9 by 12 inches. On the last page I advertised my sarsaparilla, devoting the entire page to that one thing. I had the printer set up a facsimile of the front of the outside wrapper and print it on the last page and underneath it was the following matter: "This is a copy of the front of the wrapper on Pepper's Sarsaparilla with Celery. It is a large bottle of good medicine. Larger and better and stronger than other Sarsaparillas, and the price is only \$1 a bottle, or six bottles for \$5. Get it at Pepper's Drug Store, Woodstock. Sent by express to any address upon receipt of the money."

These papers were distributed from house to house throughout the city, given across the counter, wrapped up in parcels leaving the store, and sent through the postoffice to people in the country for miles around. We wrap one of these papers around each bottle of sarsaparilla before it is put into the carton.

We also make window displays of the medicine as attractive as we can in the spring and advertise in the daily and weekly papers. We recommend it and talk about it personally to our customers and make a sale whenever we can.—**J. T. Pepper in Pharmaceutical Era.**

### The Drug Market.

Opium—Is steady. There are conflicting reports about the growing crop which is usual at this season of the year.  
 Morphine—Is unchanged.

Quinine—Is steady.

Cocaine—Is very firm and still tending higher.

Menthol—Is very firm and another advance is probable.

Rochelle Salts and Seidlitz Mixture—Are very firm at the advance.

Oil Tansy—Has advanced and is very firm.

Oil Anise—Is quiet and shows a fractional decline.

Gum Gamboge—Is in very light supply and has advanced about 25 per cent.

Gum Asafoetida—Is very firm and tending higher.

### That Was Different.

"Papa, you know you gave me a \$5 gold piece and a nickel the other day. Well, I made a mistake, and—"

"I knew you would, you blundering idiot! You paid out the gold piece for 5 cents!"

"No, I didn't. But I guess I passed the nickel on somebody for \$5, for I bought a whole lot of things with the money, and I've still got the gold piece."

"Oh, well, I wouldn't worry about it. We're all likely to make mistakes sometimes."

### Some Hot Soda Suggestions.

Old beef and clam bouillon are seldom good when left over, therefore they should only be purchased in quantities sufficient for the season, and you should be careful about using left-overs from last year; better throw them away, buy new, and have your drinks right. It will pay you in the end.

Druggists are often heard to complain that they do not do a good business, and do not know why. I tell you, you must make your hot drinks better and give a reasonable quantity. Do you expect a man to pay you five cents for a little mug of poor coffee when he can secure a large cup of good coffee at a restaurant for the same money? If you do you are very much mistaken. The time has come when druggists as a body must awaken to the fact that they can not expect to make the same percentage of profit on hot drinks that they do on cold ones, but must be contented with a little less on the single cup and look for the profit on the increase of sales.

It has been proved beyond any question of doubt that a large list of hot drinks is not necessary to a thriving business. One of the largest dispensers of hot soda for years only ran hot chocolate, coffee and beef tea, and just lately added claim bouillon and malted milk to his list, and most dispensers would find this quite sufficient for their use. There are some other drinks now on the market which can be handled at a profit, but they are not absolute necessities, although the demand for them is constantly on the increase.

To the small druggist who has reason to doubt the advisability of putting in hot soda and still wishes to try the experiment, I would say that a common nickel-plated copper bar urn can be purchased for \$3 or less, and \$3 more will buy all accessories needed outside of dispensing materials. With this outfit you can serve as nice a soda as a man with a hundred dollars invested in apparatus if you use equally as good material.

Do not try to use cold soda syrups in the preparation of hot soda, as they are invariably too sweet and do not have sufficient flavor.

The question often comes up, should syrups be kept hot? I do not hesitate to say no; have your syrups cool, but not on the ice. Heat dries them, evaporates them, and hastens them in souring, destroys their delicate aroma, and spoils their naturally exquisite flavor. Some there are who believe syrups should be kept hot, but as a rule they would have to confess they had never tried both methods.

Whipped cream is a necessity in most places and adds much to the appearance of the drink, although it does not add anything to its quality, which should always contain sweet cream to give the flavor in all formulas where the drink is to be topped off with whipped cream.

Hot soda still needs a generous amount of real good advertising, and it is to be hoped that the public can be induced to try a cup and find out how really good it is. **E. W. White.**

### They Do Not Know.

There is not so very much difference in the intelligence of people after all. The great man is not so great as folks think, and the dull man is not quite so stupid as he seems. The difference in our estimates of men lies in the fact that one man is able to get his goods into the show window and the other is not aware that he has either show window or goods. **Elbert Hubbard.**

### Six-Tenths Drunk.

"The testimony of a policeman in the police court the other day caused quite a bit of laughter," a member of the bar said to a couple of friends yesterday afternoon.

"A man was on trial for violating the temperance clause of vagrancy law, which means that he was charged with being an habitual drunkard.

"How drunk was this man when you arrested him?" the prosecuting attorney asked the officer when he was called on to testify against the man with appetite for firewater.

"'About six-tenths drunk, I guess,' the blue coat replied.

"How did you arrive at that conclusion?" he was asked.

"Well, I heard the judge say the other day that ten drinks would make a man drunk, and this man had taken about six drinks before I arrested him," the guardian of the peace answered in all seriousness."

### Hoped He Might Improve.

Husband (vituperatively)—I was an idiot when I married you, Mary.

Wife (quietly)—Yes Tom, I knew you were. But what could I do? You seemed my only chance and I thought then that you might improve a little with time.

### 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.

## Valentines

Write for catalogue and discount before placing your order.

Grand Rapids Stationery Co.

29 No. Ionia St.

GRAND RAPIDS, MICH.

## Do you sell Wall Papers?

If you have not ordered your Spring stock or if your stock needs sorting up,

Let us send our Samples, Prepaid express, for your inspection

We have a very fine assortment at the right prices. Drop us a card.

Heystek & Canfield Co.

Grand Rapids, Michigan

The Michigan Wall Paper Jobbers

WHOLESALE DRUG PRICE CURRENT

Advanced—Gum Gamboge. Declined—

Table listing various drugs and their prices, including categories like Acidum, Ammonia, Aniline, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Herba, Magnesia, Oleum, Potassium, Radix, Semen, Spiritus, Syrupus, Tinctures, and Oils.

Table listing various drugs and their prices, including categories like Menthol, Morphia, Myristica, Nux Vomica, Os Sepia, Pepsin Saac, Pils Liq, Selditz Mixture, Sinapis, Snuff, Soda, Soda et Potass Tari, Soda, Carb., Soda, Bi-Carb., Soda, Ash, Soda, Sulphas, Spts. Cologne, Spts. Ether Co., Spts. Myrcia Dom., Spts. Vini Rect. bbl, Spts. Vini Rect. 4 bbl, Spts. Vini Rect. 10 gal, Spts. Vini Rect. 5 gal, Strychnia, Crystal., Sulphur, Subl., Sulphur, Roll., Tamarinds, Quassa, Quassa, S. P. & W., Terebenth Venice., Theobroma., Vanilla, Zinc Sulph., Whale, winter, Lard, extra, Lard, No. 1, No. 1 Turp Coach, Extra Turp., Coach Body, No. 1 Turp Furn., Extra Turp Damar., and Jap. Dryer, No. 1 Turp.

Large advertisement for Hazeltine & Perkins Drug Co. featuring the word 'Drugs' in large stylized letters, and text: 'We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines. We are dealers in Paints, Oils and Varnishes. We have a full line of Staple Druggists' Sundries. We are the sole proprietors of Weatherly's Michigan Catarrh Remedy. We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day received. Send a trial order. Hazeltine & Perkins Drug Co. Grand Rapids, Mich.'

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, DECLINED. Items include Round Shore Herring, Whole Codfish, Bloaters, Peanuts, Popcorn.

Index to Markets By Columns

Index to Markets By Columns. Lists various goods and their prices, categorized by column letters A through Y.

MICA AXLE GREASE advertisement. Includes image of a can and text: 'MICA AXLE GREASE STANDARD OIL CO. MICA AXLE GREASE STANDARD OIL CO.' Price: 75¢ per tin box.

JAXON advertisement. Includes image of a can and text: 'JAXON BAKING POWDER'. Price: 75¢ per tin box.

ROYAL advertisement. Includes image of a can and text: 'ROYAL CONDENSED PEARL BLUING'. Price: 90¢ per 10c size.

JENNINGS advertisement. Includes image of a can and text: 'JENNINGS CONDENSED PEARL BLUING'. Price: 90¢ per 10c size.

CERA NUT FLAKES advertisement. Includes image of a can and text: 'CERA NUT FLAKES'. Price: 4.50 per case.

TRYABITA advertisement. Includes image of a can and text: 'TRYABITA'. Price: 2.70 per case.

Table 2: BRUSHES, SHOE, BUTTER COLOR, CANDLES, CANNED GOODS. Lists various items and their prices.

Table 3: CHEWING GUM, CHOCOLATE, CLEANER & POLISHER. Lists various items and their prices.

Table 4: COFFEE, CRACKERS. Lists various items and their prices.

Table 5: COFFEE, CRACKERS. Lists various items and their prices.

Table 3: Sardines, Tomatoes, CARBON OILS. Lists various items and their prices.

Table 4: COFFEE, CRACKERS. Lists various items and their prices.

Table 5: COFFEE, CRACKERS. Lists various items and their prices.

Table 6: COFFEE, CRACKERS. Lists various items and their prices.

Table 7: COFFEE, CRACKERS. Lists various items and their prices.

WHITE HOUSE COFFEE advertisement. Includes image of a can and text: 'WHITE HOUSE COFFEE'. Price: 1.10 per 2 lb. can.

Table 4: COFFEE, CRACKERS. Lists various items and their prices.

Table 5: COFFEE, CRACKERS. Lists various items and their prices.

Table 6: COFFEE, CRACKERS. Lists various items and their prices.

Table 7: COFFEE, CRACKERS. Lists various items and their prices.

Table 5: COFFEE, CRACKERS. Lists various items and their prices.

Table 6: COFFEE, CRACKERS. Lists various items and their prices.

Table 7: COFFEE, CRACKERS. Lists various items and their prices.

Table 8: COFFEE, CRACKERS. Lists various items and their prices.

Table 9: COFFEE, CRACKERS. Lists various items and their prices.

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Table with 2 columns: Item Name and Price. Includes Hominy (Flake, Pearl), Maccaroni and Vermicelli, Pearl Barley, Peas, Rolled Oats, Grits, and Sago.



Table with 2 columns: Item Name and Price. Includes East India, German, Tapioca, Fishing Tackle, Cotton Lines, Linen Lines, and Poles.

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

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

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

MALTED FOOD MALT-OLA. Includes various malted food products.

MEAT EXTRACTS. Includes Armour's, Liebig's, and other meat extracts.

FRESH MEATS. Includes Beef, Pork, and other fresh meat products.

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

Table with 2 columns: Item Name and Price. Includes Knox's Sparkling, Knox's Acidulated, and other gelatin products.

Table with 2 columns: Item Name and Price. Includes Grain Bags, Wheat, and Winter Wheat Flour.

Table with 2 columns: Item Name and Price. Includes Patents, Second Patent, and other flour products.

Table with 2 columns: Item Name and Price. Includes Spring Wheat Flour, Pillsbury's Best, and other flour products.

Table with 2 columns: Item Name and Price. Includes Judson Grocer Co.'s Brand, Ceresota, and other flour products.

Table with 2 columns: Item Name and Price. Includes Worden Grocer Co.'s Brand, Laurel, and other flour products.

Table with 2 columns: Item Name and Price. Includes Meal, Feed and Millstuffs, and other food products.

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

Table with 2 columns: Item Name and Price. Includes Herbs, Indigo, and Jelly.

Table with 2 columns: Item Name and Price. Includes Licorice, Lye, and Eagle Brand.

Table with 2 columns: Item Name and Price. Includes Malted Food, Meat Extracts, and Fresh Meats.

Table with 2 columns: Item Name and Price. Includes Molasses, Fancy Open Kettle, and Mustard.

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

8

Table with 2 columns: Item Name and Price. Includes Olives, Pickles, and Playing Cards.

Table with 2 columns: Item Name and Price. Includes Polishes, Metal Polish, and Search Bar Polish.

Table with 2 columns: Item Name and Price. Includes Potash, Provisions, and Barreled Pork.

Table with 2 columns: Item Name and Price. Includes Dry Salt Meats, Smoked Meats, and Lard.

Table with 2 columns: Item Name and Price. Includes Compound, Pure, and other lard products.

Table with 2 columns: Item Name and Price. Includes Sausages, Bologna, and other meat products.

Table with 2 columns: Item Name and Price. Includes Beef, Rump, and other meat products.

Table with 2 columns: Item Name and Price. Includes Tripe, Kits, and other meat products.

Table with 2 columns: Item Name and Price. Includes Casings, Pork, and other meat products.

Table with 2 columns: Item Name and Price. Includes Uncolored Butterine, Solid, and other butter products.

Table with 2 columns: Item Name and Price. Includes Corned Beef, Potted Ham, and other meat products.

Table with 2 columns: Item Name and Price. Includes Mustard, Horse Radish, and other food products.

Table with 2 columns: Item Name and Price. Includes Bayle's Celery, and other food products.

Table with 2 columns: Item Name and Price. Includes various food products and their prices.

9

Table with 2 columns: Item Name and Price. Includes Rice, Domestic, and Carolina head.

Sutton's Table Rice. Includes an image of a rice bag and text: 'Sutton's Table Rice, 40 to the bale'.

Table with 2 columns: Item Name and Price. Includes Imported, Japan, and Java fancy head.

Imported Japan Rice. Includes an image of a rice bag and text: 'Imported Japan Rice'.

Table with 2 columns: Item Name and Price. Includes Salad Dressing, Durkee's, and Snider's.

Table with 2 columns: Item Name and Price. Includes Saleratus, Church's Arm and Hammer, and Dwight's Cow.

Table with 2 columns: Item Name and Price. Includes Diamond Crystal, Table, and Lump.

Table with 2 columns: Item Name and Price. Includes Common Grades, 100 3 lb. sacks, and 28 10 lb. sacks.

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

Table with 2 columns: Item Name and Price. Includes Ashton, Higgins, and Solar Rock.

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

10

Table with 2 columns: Item Name and Price. Includes Herring, Holland white hoops, and Norwegian.

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

Table with 2 columns: Item Name and Price. Includes Mackerel, Mess 100 lbs., and Mess 50 lbs.

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

Table with 2 columns: Item Name and Price. Includes Seeds, Anise, Canary, and Cardamon.

Table with 2 columns: Item Name and Price. Includes Shoe Blacking, Handy Box, and Bixby's Royal Polish.

Wonder Soap. Includes an image of a soap box and text: 'Wonder Soap'.

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

Table with 2 columns: Item Name and Price. Includes Jax, Ducky Diamond, and Jap Rose.

Table with 2 columns: Item Name and Price. Includes Sapon, White Russian, and Satinet.

Table with 2 columns: Item Name and Price. Includes Soda, Granulated, and Kegs.

Table with 2 columns: Item Name and Price. Includes Snuff, Scotch, and Maccaboy.

Table with 2 columns: Item Name and Price. Includes Spices, Allspice, and Cassia.

Table with 2 columns: Item Name and Price. Includes Whole Spices, Allspice, and Cassia.

11

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

Table with 2 columns: Item Name and Price. Includes Common Gloss, 1-lb. packages, and 3-lb. packages.

Table with 2 columns: Item Name and Price. Includes Common Corn, 20 1-lb. packages, and 40 1-lb. packages.

Table with 2 columns: Item Name and Price. Includes Syrup, Corn, and Barrels.

J.L. Prescott & Co. Manufacturers. Includes an image of an enamel tin and text: 'ENAMELINE'.

Table with 2 columns: Item Name and Price. Includes Sugar, Domino, and Cut Leaf.

Table with 2 columns: Item Name and Price. Includes Table Sauces, Halford, large, and Halford, small.

Table with 2 columns: Item Name and Price. Includes Japan, Sundried, medium, and Sundried, choice.

Table with 2 columns: Item Name and Price. Includes Gunpowder, Moyne, medium, and Moyne, choice.

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

Table with 2 columns: Item Name and Price. Includes Oolong, Formosa, fancy, and Amoy, medium.

Table with 2 columns: Item Name and Price. Includes English Breakfast, Choice, and Fancy.

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

S&W. Includes an image of a logo and text: 'S&W'.

12

Table with 2 columns: Item Name and Price. Includes Lubetsky Bros. brands, Fine Cut, Plug, Smoking, and TWINE.

13

Table with 2 columns: Item Name and Price. Includes Fancets, Mop Sticks, Pails, Toothpicks, Traps, Wash Boards, Window Cleaners, Wood Bowls, and WRAPPING PAPER.

14

Table with 2 columns: Item Name and Price. Includes CANDIES, Stick Candy, Mixed Candy, Fancy-In Pails, and Fancy-In 5 lb. Boxes.

More Business



and an increase in net profit without investing extra capital or increasing store expenses.

We have just issued a booklet "More Business" which outlines in detail the methods of retail merchants who have accomplished all these things...

"More Business" is not built on the theories of men who are unfamiliar with the inner works of the retail business, but is plain comprehensive facts gathered and compiled from the known results of methods employed by retail merchants...

In fact, "More Business" is a review of what you can do if you desire to be progressive and are open to conviction.

"More Business" is sent free to merchants who write for our January catalogue.

Ask for catalogue No. J451 and booklet No. J3018.

BUTLER BROTHERS, Chicago

We Sell at Wholesale Only

Plate Glass Display Jar



for Preserves, Pickles, Fruit, Butter and Cheese. Just what you are looking for. It will increase your sales wonderfully in these lines and save time.

The Kneeland Crystal Creamery Co.,

For Sale by Worden Grocer Co., Grand Rapids.

72 Concord St., Lansing, Mich.

There's No Use Trying



There is no use trying to drive a square peg into a round hole any more than there is in trying to sell crackers of inferior quality.

E. J. Kruce & Co., Detroit, Michigan

Table with 2 columns: Item Name and Price. Includes VINEGAR, WASHING POWDER, WICKING, WOODENWARE, BUTTER PLATES, CHURNS, CLOTHES PINS, and EGG CRATES.

Table with 2 columns: Item Name and Price. Includes FRESH FISH, OYSTERS, HIDES AND PELTS, and TALLOW.

Table with 2 columns: Item Name and Price. Includes FRUITS, BANANAS, FOREIGN DRIED FRUITS, NUTS, PEANUTS, and COCONUTS.



**A Woman Carver.**

There is a woman in Milwaukee sixty-two years old who carves toys by hand in large numbers and in a most unique and delicate fashion. It is a work of love with her, but her friends hope that she may so instruct at least a few younger women that her art may not die with her.

She is Mrs. John T. Schermerhorn, and both she and her husband are natives of Schenectady, N. Y. The wonderful things that she carves out of all sorts of materials are intended chiefly for the children of poor soldiers of the Union army that fought in 1861. One year she built forty houses, no two alike, with furniture and people inside, and each house was a little story in itself.

Her husband, who is a machinist at the Allis works, made a miniature fire engine, complete in all parts, which can throw a five-sixty-fourths stream twenty-eight feet and take water the full length of suction, using its own steam.

This year Mrs. Schermerhorn has made for the children twenty-five doll children and each sits in a luxurious little chair before a gayly painted wooden desk, with a book spread out before it. The teacher in a long dress sits before a more imposing desk, on which are slate, books, pen and ink, a lamp and a vase of flowers. It is a girls' school. It is exhibited on a table in Mrs. Schermerhorn's workshop, and on the other end of the table there are as many more dolls, each one sitting in a cunning little sleigh.

It is difficult to realize that one woman's hands can do such work. The little desks are perfectly fashioned, the lids put on with wee brass hinges and open and close easily. The chairs are made of square-meshed wire used for milling purposes, which when gilded or painted makes a fine imitation of wicker-work. She cuts the wire with sharp shears, bends it with pinchers, and fastens it with fine wire. The seats are made from cigar boxes, cushioned with plush, and the chairs are bound with gimp and the back of each ornamented with a scarf or tidy. No two are alike and no two dolls are alike.

The little sleighs are equally artistic. The runners are made of stout wire gilded and the upper parts are fashioned from the same wire that is used for the chairs. Each sleigh is lined and painted and has its edges bound with cord, making a luxurious vehicle for the doll who rides in it.

It is said that men in the local toy trade are very desirous that Mrs. Schermerhorn should start a toy factory and have offered to furnish the capital for it. But, so far, she has refused to make a regular business of her labor of love.

Many parents need training as much as does the boy they presume to regulate. Clubs for mothers should be supplemented by clubs for fathers.

If you have money to invest read The M. B. Martin Co.'s advertisement on page 22.

**Cheaper Than a Candle**

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



**Grocerymen**

Have you heard of

**Snyder's Cereal Coffee Compound**

If not investigate and find out its merits. To your interest. Send for a trial order. Twenty-four packages in a case. Once tried, always used. Goods sold on approval. Protects both yourself and customers.

Nice tasty display cards and advertising matter free. Free package on receipt of postal card. Give us a trial.

**Snyder Cereal Coffee Co.,**

302-4 Grand River Ave., Detroit, Mich.



**OUR New Deal FOR THE Retailer**

This Deal is subject to withdrawal at any time without further notice.

**Absolutely Free of all Charges One Handsome Giant Nail Puller**

to any dealer placing an order for a 5 whole case deal of EAGLE BRANDS POWDERED LYE.

**HOW OBTAINED**

Place your order through your jobber for 5 whole cases (either one or assorted sizes) Eagle Brands Powdered Lye. With the 5 case shipment one whole case Eagle Lye will come shipped FREE. Freight paid to nearest R. R. Station. Retailer will please send to the factory jobber's bill showing purchase thus made, which will be returned to the retailer with our handsome GIANT NAIL PULLER, all charges paid.

Eagle Lye Works, Milwaukee, Wisconsin

**WHOLESALE OYSTERS**

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

DETTENTHALER MARKET, Grand Rapids, Mich.

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

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

AGAINST THE TRUST. See Quotations in Price Current.

**Use Tradesman Coupons**

**YOUR MONEY'S WORTH**

Is what YOU GET when you buy

**"ONE" POUND POCKET RICE**

100-Is Mother's rice 53/4

100-Is Sutton's table rice 7 1/4 (FANCIEST CAROLINA)

Recipes in Four Languages on each pocket.

**DISTRIBUTERS:**

- John A. Tolman Co. .... } Chicago
- McNell & Higgins Co. .... } Chicago
- W. M. Hoyt Co. .... } Peoria
- Jobst, Bethard & Co. .... } Bloomington
- Humphreys & Co. .... } Springfield
- Jno. W. Bunn & Co. .... } Decatur
- Mueller, Platt & Wheeland Co. .... } Danville
- Webster Grocery Co. .... } Danville
- Fayton, Palmer Co. .... } Danville
- Danville Wholesale Gro. Co. .... } Quincy
- Segers & Co. .... } Quincy
- Quincy Grocery Co. .... } Calro
- Wood & Bennett. .... } Calro
- Rockford Wholesale Gro. Co. .... } Rockford
- S. Hamill Co. .... } Keokuk, Iowa
- T. M. Gobble Co. .... } Clinton
- Biken-Winzer Grocery Co. .... } Burlington
- J. M. Gobble & Co. .... } Muscatine
- Morton L. Marks Co. .... } Davenport
- J. H. Merrill & Co. .... } Ottumwa
- ..... } Creston
- ..... } Red Oak
- B. Desenberg & Co. .... } Kalamazoo
- ..... } Menominee
- Carpenter-Cook Co. .... } Ishpeming
- Musselman Grocer Co. .... } Grand Rapids
- Musselman Grocer Co. .... } Sault Ste Marie
- Gustin-Cook-Buckley .... } Bay City
- Geo. W. Stout & Co. .... } Indianapolis
- J. C. Perry & Co. .... } Frankfort
- R. P. Shanklin .... } Dayton
- Weakley & Workman Co. .... } Dayton
- Wright, Clarkson Mer. Co. .... } Duluth

Orme & Sutton Rice Co.

Chicago

New Orleans

**The Boys Behind the Counter.**

Prattville—C. L. Klingensmith has accepted a position with L. A. Goodrich, the Hillsdale druggist, and will close out his business here and go to Hillsdale in about two weeks to begin his labors.

Big Rapids—Morris & Crane have a new clerk in the person of Ross Fraser, an experienced dry goods salesman from Lucknow, Ont.

St. Johns—P. N. Cardozo, who has had charge of the Alderton Mercantile Co.'s store for the past few months, has gone to Bay City to take charge of a dry goods and carpet company.

Charlotte—Herbert A. Miller, who was entrusted with the management of the Foster grocery store, and who skipped out with the proprietor's overcoat and all the money in the store, pleaded guilty in justice court and was given eighty-five days in the Detroit House of Correction.

**Certainly Very Scarce.**

Miss Alice Roosevelt spent a good part of last summer at Dark Harbor, an island on the coast of Maine. The cats of Maine, with their long, soft, thick fur, like the fur of the Angora, pleased her. She resolved to buy one of them.

Accordingly, perceiving one day a beautiful kitten in a farm garden on the Megunticook road, Miss Roosevelt got out of her carriage, accosted the farmer and asked what he would sell the kitten for.

The farmer studied her face closely for a moment. Then he said:

"The price o' this yere cat is \$20."

Miss Roosevelt, with good reason, was amazed.

"What!" she said, "are Maine cats so scarce as that?"

"No," said the farmer, "but Alice Roosevelt are."

Ithaca—F. W. Brown, who has been a large dealer in poultry, eggs and butter at this place, has merged his business into a stock company under the style of the Central Michigan Produce Co., with headquarters at Alma. The new company has a capital stock of \$100,000 and is officered as follows: A. W. Wright, President; C. M. Heald, Detroit, Vice-President; L. A. Sharp, Secretary and Treasurer. The other members of the new concern are E. F. Rosebrock, New York; G. S. Young, J. H. Lancashire and F. W. Brown. A cold storage warehouse will be erected at once, which will be used in connection with the creamery business. Mr. Brown will retain the management here until the new buildings are completed at Alma.

Reading—J. W. Chapman, who recently purchased the interest of A. R. Chapman and H. F. Doty in the Reading Robe & Tanning Co., thereby obtaining a controlling interest in the business, has sold a part interest to Arthur A. Berry, who has acted in the capacity of book-keeper for the company for the past two years. The new regime is as follows: J. W. Chapman, President; Arthur A. Berry, Secretary and Manager, and M. I. Meigs, Treasurer. Mr. Chapman will go to Florida in a short time for an extended sojourn.

Detroit—The American Oar Co. has been organized with a capital stock of \$10,000. The company proposes to manufacture a steel bladed oar, for all purposes, and work will be commenced at the factory on Junction avenue at once.

Mt. Pleasant—The Mt. Pleasant Sugar Co. has increased its capital stock from \$10,000 to \$400,000.

The third annual banquet of the Kalamazoo Retail Grocers' Association will be held Thursday, Jan. 29. H. R. Van Bochove is chairman of the committee in charge, which is a pretty good indication of what is coming.

Adrian—The capital stock of the Bond Steel Post Co. has been increased from \$40,000 to \$100,000.

# 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.**

**DO YOU WANT IT? A DRUG STORE** doing business of \$5,000 a year, with only \$1,500 invested. In Northern Michigan town of 10,000. A bargain. Address No. 25, care Michigan Tradesman 25

**CAN BE PURCHASED FOR CASH ONLY.** Hardware store, inventory \$3,000; in good business town of 2,000 population; two railroads and water transportation; did \$15,000 business last year; best farming country in Northern Michigan; present owner desires to devote his time to promoting local enterprises. Address Hardware, care Michigan Tradesman. 24

**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 W. J. Dancer, Administrator, Stockbridge, Mich. 21

**FOR SALE—THE LARGEST WALL PAPER, paint and picture frame business in Sault Ste. Marie.** Invoices about \$7,000 and does a business of \$25,000 yearly. Reason for selling, ill health of owner. Address A. M. Mathews (Co. Sault Ste. Marie, Mich. 23

**FOR SALE—NICE FRESH DRUG STOCK** in good country town; only drug store; an expected loss of health. Write for particulars to No. 22, care Michigan Tradesman. 22

**WANTED—EVERY READER OF THE Michigan Tradesman** to use our Handy Self Inking Pocket Name Stamp. Two lines 50 cents. American Novelty Works, Kokomo, Ind. 20

**FOR SALE—WHOLE INTEREST IN DEPT.** store; rare bargain; good reason for selling. Address B, Lock Box 548, Rock Falls Ill. 19

**A RARE CHANCE FOR INVESTORS.** A Michigan Lumber Co. owning large tract of pine and building its mills, will sell some shares of its capital stock cheap. H. K. Johnson, 86 LaSalle St., Chicago, Ill. 18

**FOR SALE—A SMALL STOCK OF** watches, jewelry and clocks; also bench and some tools; good chance for jeweler; plenty of repair work; will rent on window in drug store. Address No. 17, care Michigan Tradesman. 17

**FOR SALE OR EXCHANGE FOR GOOD farm—**a stock of general merchandise in a good farming locality. No competition. Dee Carrier, Colonville, Clare Co., Mich. 16

**WANTED—TO ARRANGE WITH MANU-**facturers for the manufacture of a patented article which will be in demand by railroad and boat lines. Address H, Box 114, So. Boardman, Mich. 13

**FOR SALE AT ONCE—A GENERAL STOCK** of merchandise located in one of the best business towns in Northern Indiana; the best location and room in the town. Write at once for particulars. S. A. Moss & Sons, Angola, Ind. 12

**FOR SALE—ONE NEW DELIVERY WAGON** suitable for grocery or laundry. Address, Lock Box 48, Shepherd, Mich. 11

**FOR RENT—SPLENDID OPENING FOR A** department store at Seneca, county seat of Nemaha county, Kansas. A suitable brick building, now vacant, at one of the two main business corners for sale or rent. Two cellars, each 20x60, connected by a large door; two store rooms, each 20x60, connected by large archway; brick addition, 20x45, connected by very large archway, practically a continuation of the store room; another addition, 20x30, and a shed 20x25. Has counters and shelving; \$50.00 a month rent by the year or longer. Eight rooms up stairs rent for \$20.00 a month. No incumbrance. Price \$9,000.00. Three large stores recently destroyed there by fire. Investigate by communicating direct there with the owner, S. K. Woodworth. 10

**FOR SALE—FURNITURE, UNDERTAKING** and shoe stock, inventory \$2,000. Will rent or sell store building. Sales mostly cash. Only furniture and undertaking line in town. Will sell on easy terms. Address David Watson, Millersburg, Mich. 9

**STOCK GENERAL MERCHANDISE,** in good village, for sale; \$4,000 invested; earned over 30 per cent. last year. Address No. 8, care Michigan Tradesman. 8

**FOR RENT—BEST LOCATION FOR GROC-**ery stock in a rapidly growing city in Eastern Michigan. Stand has been occupied by a successful grocer for several years. Rent, reasonable. Address No. 7, care Michigan Tradesman. 7

**BAKERY FOR SALE—OWING TO ILL-** health of my wife I wish to sell bakery restaurant; good trade; fine town. Address Box 661, Grand Ledge, Mich. 5

**FOR SALE—CLEAN STOCK CROCKERY,** china and bazaar goods; about \$3,500; good location; well established. Address C. H. Mandeville, Ionia, Mich. 4

**FOR SALE—GROCERY STOCK, INVOICED** \$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 & Jean, Grand Rapids, Mich. 984

**FOR SALE—AT A BARGAIN—\$1,500 CLOTH-**ing, or would exchange for a stock of shoes. Address No. 9-6, care Michigan Tradesman. 988

**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 MER-**chandise in booming town of Constantine. Box 353, Constantine, Mich. 985

**75 CENTS ON THE \$1 BUYS A NEW YORK** rack store; stock in good shape; stock and furniture and fixtures inventory about \$2,300. G. B. Webber, Muskegon, Mich. 988

**FOR SALE OR TRADE—CHOICE 80, ONE** and one-half miles from town; no improvements. Address 321½ Lake, Petoskey, Mich. 996

**FOR SALE—GENERAL MERCHANDISE** stock, invoicing about \$3,000; annual sales this year, \$11,000; situated in county; postoffice in connection; surrounded by excellent farming country. Address No. 1, care Michigan Tradesman. 1

**DRUG STOCK FOR SALE, WITH A GOOD** discount; in Northern Indiana, twenty miles from Michigan State line; stock invoices 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. 894, care Michigan Tradesman. 994

**FOR SALE—DRUG STORE GRAND** Rapids; good business; good reason. Address No. 983, care Michigan Tradesman. 983

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

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

**FOR SALE—STOCK OF DRUGS AND FIX-**tures invoicing about \$2,000; in a prosperous Michigan city of 6,000; competition slight; full prices. Terms 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. Stehn, Allegan, Mich., and get particulars regarding his dry goods business. 988

**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, Freepport, Mich. 975

**WE CAN SELL YOUR REAL ESTATE OR** business wherever located; we incorporate and float stock companies; write us. Horatio Gilbert & Co., 325 Ellicott sq., Buffalo. 974

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

**FOR RENT—FIRST AND SECOND FLOORS** of brick store in hustling 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 \$3,600 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, 22x90; basement under all; cheap rent. Best of reasons for selling. Address No. 968, care Michigan Tradesman. 968

**FOR SALE—HARDWARE BUSINESS;** stock invoices \$7,400; prosperous manufacturing and farming center; stock clean; profitable proposition. Hardware, 55 Stephenson St., Freepport, Ill. 982

**FOR SALE—GENERAL STOCK OF \$2,500** IN a small booming town; cleared \$2,000 last year; can reduce stock to suit purchaser. Ill health reason for selling. Address No. 953, care Michigan Tradesman. 953

**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, Tloga, Tex. 964

**IF YOU WANT A SMALL STOCK OF NEW** clothing in a good town at 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

**WANTED—SMALL JOB PRINTING OUT-**fit. 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

**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.) Cow peas and soja beans for seed. Hall & Pearsall, Inx., Wilmington, N. C. 957

**FOR SALE—DRUG STOCK AND FIX-**tures, invoicing 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. 913

**FOR SALE—\$3,000 GENERAL STOCK AND** \$2,500 store building, located in village near Grand Rapids. Fairbanks scales. Good paying business, mostly cash. Reason for selling, owner has other business. Address No. 838, care Michigan Tradesman. 838

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

**FOR SALE—FIRST-CLASS, EXCLUSIVE** millinery business in Grand Rapids; object for selling, parties leaving the city. Address Millner, care Michigan Tradesman. 807

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

**MISCELLANEOUS**

**WANTED—FIRST-CLASS TINSMITH FOR** general shop; furnace and outside work; wages, \$2.25 per day for year around; booze fighters need not apply. Antrim Hardware Co., Elk Rapids, Mich. 21

**WANTED—AN EXPERIENCED TRAVEL-**ing man wants position. Address Box 415, Grand Rapids. 16

**WANTED—ONE OR TWO FIRST-CLASS** experienced traveling salesmen to call on the grocery and drug trade. Address, giving references, Dunkley Company, Kalamazoo, Mich. 6

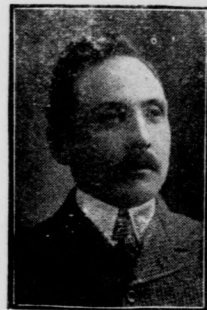
**WANTED AT ONCE—A REGISTERED** pharmacist, young man preferred. Send references and state salary. Address No. 6, care Michigan Tradesman. 6

**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

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

**"THE O'NEILL SALES"**

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



C. C. O'Neill &amp; Co.

**SPECIAL SALESMEN & ACTIONEERS**  
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.

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.

Cheap as Dirt, Almost  
50,000  
DUPLICATE ORDER SLIPS

Only 25 Cents per Thousand\*

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

THE SIMPLE ACCOUNT FILE CO.  
500 Whittlesey St., Fremont, Ohio



REMEMBER  
Malt-Ola

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

Lansing Pure Food Co., Ltd.  
Lansing, Michigan

Every Cake



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

Fleischmann & Co.,  
Detroit Office, 111 W. Larned St.  
Grand Rapids Office, 29 Crescent Ave.

JAMO

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

Telfer Coffee Co.  
Detroit, Mich.

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 FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

Jan. 21, 1903.

MR. MERCHANT,

DEAR SIR:

Send us your order for VALENTINES.

We have a most complete line of  
Lace, Box Novelties and Comics.

Don't forget to save your Fire-  
works order until you have seen our  
line and heard our prices.

Yours Truly,

THE FRANK B. TAYLOR COMPANY.

# 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.

# H. Leonard & Sons

GRAND RAPIDS, MICHIGAN

Manufacturers  
and Manufacturers' Agents

FOR

White and Decorated Crockery and China.  
"Leonard Cleanable" and "Champion" Re-  
frigerators.

"Insurance" Gasoline Stoves.

Children's Carriages.

Screen Doors, Window Screens, Hammocks.

Glassware, Grocers' Sundries, Notions, Sil-  
verware.

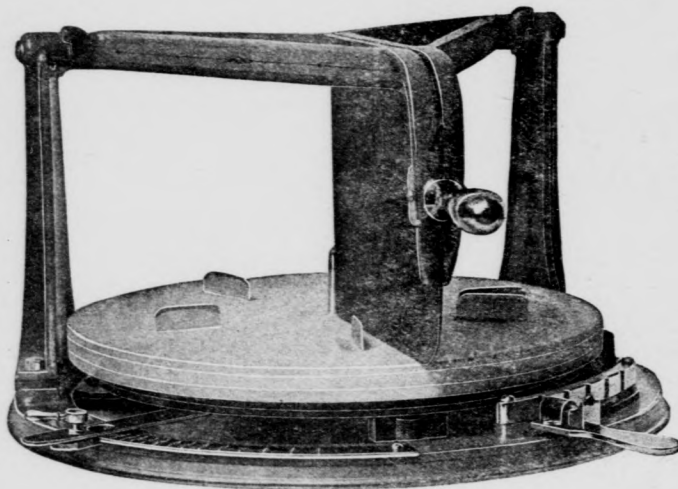
Full line of House Furnishing Goods, etc.

Low Prices

Prompt Service

Ask for Catalogue

# The Templeton Cheese Cutter



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,

A. D. CRAIGUE."

Sold on easy monthly payments. Write for particulars.

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.

COMPUTING SCALE COMPANY

MANUFACTURERS

DAYTON, OHIO, U. S. A.