

"Well Bought Is Half Sold"

If you buy
BEACON FALLS

You can demonstrate the truth of this maxim. They are, FIRST OF ALL, GOOD RUBBERS, and then GOOD SELLERS because they have so many TALKING POINTS—extension heels, cap toes, etc.—points that appeal to the buyer and ensure a long profit to the seller. On Leather Tops we lead the procession. By all means wait for the "Beacon Falls Man" or write us for samples, PREPAID.

The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

BRANCH STORES

CHICAGO—207 Monroe Street.

NEW YORK—106 Duane Street.

BOSTON—177-181 Congress Street.

Always look for this



mark on your rubbers.

Roasted and
packed in
1 and 2 lb.
air-tight
tin cans only.
Comes either
whole or
ground.



Western Distributing Agents

Judson Grocer
Company,
Grand Rapids
B. Desenberg & Co.
Kalamazoo
Symons Bros. & Co.
Saginaw
Meisel & Goeschel,
Bay City
C. Elliott & Co.,
Detroit
Jackson Grocer Co.,
Jackson
Fielbach & Co.,
Toledo

DWINELL-WRIGHT CO.'S WHITE HOUSE COFFEE

THE MORE YOU SELL OF IT THE MORE YOU WILL WANT TO

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

3½% interest paid on Savings certificates of deposit.

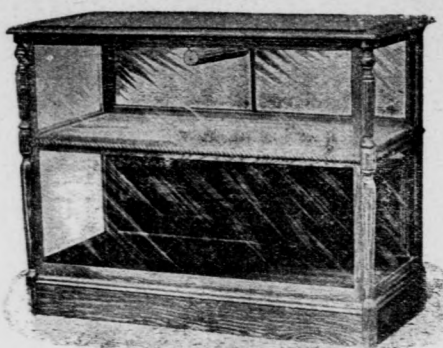
The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.
Grand Rapids, Michigan

Grand Rapids Fixtures Co.

One of our
Leaders
in
Cigar
Cases

Write us
for
Catalogue
and
Prices



No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Shipped
Knocked
Down

Takes
First Class
Freight
Rate

Walsh-DeRoo Buckwheat Flour

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

Put up in 5 lb., 10 lb. and ½ bbl. paper sacks, 125 lb. grain bags and bbls.

Write us, please, for prices.

Walsh-DeRoo Milling Co.
HOLLAND, MICH.

Start the New Year Right

By stocking up with

Tryabita Food

the pepsin celery wheat flake.

Also

Tryabita Hulled Corn

Both are trade winners.

Manufactured by

Tryabita Food Company, Ltd., Battle Creek



ESTIMATES

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

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

The Supirior 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.

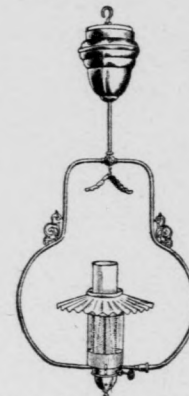
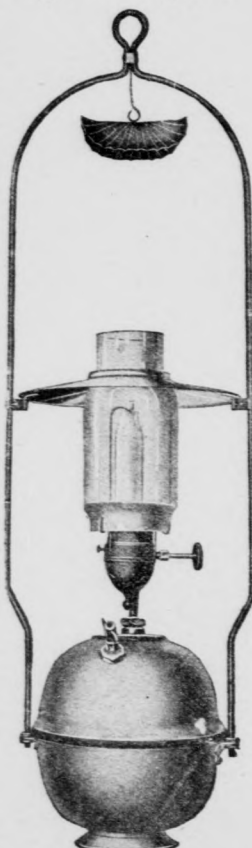
Gentlemen: In your wireless telegram you did not state how many "Ann Arbor" Arc lamps your store will require. If it is not more than 60 ft. long two will be sufficient to make it as light as day. Kindly send us copy of your order so that we will make no error in shipment.

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

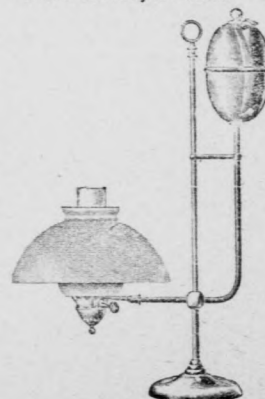
Dic. H. H. S.
N. G. R.

Yours very truly,

SUPERIOR MFG. CO.



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



MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 28, 1903.

Number 1010

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
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.

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.

IMPORTANT FEATURES.

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Trade Changes Too Late to Classify.

Kent City—Fred Roman has sold his grocery stock to M. Bromon.

Lester—Fred Krum has purchased the grocery stock of E. Forney.

Saginaw—Miss A. M. Rogers has purchased the millinery stock of Josephine & Co.

Ypsilanti—The Ypsilanti Reed Furniture Co. has doubled its capital stock from \$25,000.

Detroit—Schulte & Kaiser, grocers, have dissolved partnership, Willebald Schulte succeeding.

Fenwick—R. A. Chapman has purchased the general merchandise stock of S. Harmon Rinker.

Manistique—Duell & Nessman continue the grocery and crockery business of Parker & Nessman.

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCrone, Manager.

Experience and Ability Essential

One-mine propositions, "home" companies, and inexperienced management by gentlemen of high standing as business men in their own locality but having absolutely no experience in mining matters, have done as much to bring mining investments into ill repute as the thousands of stock-selling schemes which in past years have been presented to confiding investors; the investing public, however, are now coming to realize that legitimate mining is a business in itself, requiring peculiar ability and years of experience to successfully realize the acknowledged large profits the industry furnishes under proper management and supervision. Any information pertaining to our companies, furnished on application.

CURRIE & FORSYTH, Managers

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

Oxford—A. P. Glaspie has sold his clothing, men's furnishing and shoe stock to Haddrill Bros.

Mt. Pleasant—The Mt. Pleasant Body Works has increased its capital stock from \$20,000 to \$50,000.

North Branch—Finkle & McKenzie continue the general merchandise business of Geo. H. Finkle.

Detroit—Berman, Friedberg & Co. succeed Berman, Wine & Co. in the wholesale clothing business.

Monroe—A. Mitchell, dealer in books, has taken his son into partnership under the style of A. Mitchell & Son.

Algonac—The Algonac Hardware Co. succeeds Clarence J. Lemmon in the hardware and plumbing business.

Lowell—Arthur McMahon has purchased the interest of his brother in the grocery business of McMahon Bros.

Battle Creek—The capital stock of the American Steam Pump Co. has been increased from 400,000 to \$500,000.

Lansing—The Beilfuss Motor Co., manufacturer of gas engines, has increased its capital stock from \$4,500 to \$15,000.

Hillman—Richard Bates continues the hardware and implement business formerly conducted under the style of Wing & Bates.

Manistique—Anderson & Norvall, grocers, have dissolved partnership. The business is continued by Anderson & Parker.

Reed City—Curtis Bros., dealers in produce and grain, have dissolved partnership. The business is continued by Wm. Curtis.

Findley—Willard Walter, dealer in grain and coal at this place, has purchased the general merchandise stock of A. Sargeant.

Sanford—Edward A. Lane has engaged in the general merchandise business, having purchased the stock of Wm. H. Peck.

Albion—M. A. Randall, hardware dealer at Cheboygan, has leased a store building and will shortly open a hardware store at this place.

Detroit—Geo. E. Roberts has purchased the interest of his partner in the dry goods, furnishing and notion business of Roberts & Wiley.

Fairfax—S. R. Wagner has sold his general merchandise stock at this place to W. W. Terry and engaged in the dry goods and boot and shoe business at Cambria.

Jackson—W. C. Starr and Robert Campbell, of this place, and Allen P. Ford, of Chicago, have organized the Starr Hardware Co. with a capital stock of \$15,000.

Owosso—The Owosso Outfitting Co. succeeds Arthur Thompson in the second-hand store business and will occupy the Thompson stand, thus consolidating the two stocks.

Detroit—The Federal Paint & Oil Co. has been organized with a capital stock of \$50,000, held by E. A. Hall, 500 shares; J. E. Harris, 500 shares; Rachael W. Harris, 4,000 shares.

Ogden Center—Lutes & Becker, general merchandise dealers, have dissolved partnership. G. L. Lutes has

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

Muskegon—John and Joseph A. Wolters have sold their feed store at 100 Third street to George and Dirk Wolffs and will locate in Fremont, where they have purchased the Crescent flouring mill from H. A. Brown.

Crystal Falls—The Crystal Falls Mercantile Co. has been established by Ernest Peterson, Carmelita Waters and Byron C. Waters, the latter of whom holds the entire number of shares except two. The capital stock is \$5,000.

Jackson—Charles E. Barnard has sold his interest in the hardware stock of Barnard & Starr to the Starr Hardware Co. Mr. Barnard has been engaged in business for eighteen years and will for the present take a much needed rest.

Warren Village—The Warren Creamery Co. has been organized to engage in the creamery business here. The capital stock is \$4,600, held by Tom Reddich, 130 shares; J. M. Stanley, 10 shares, and Mary A. Wilson, 10 shares.

Ithaca—H. B. Crane, who for some time was associated with C. L. Altenberg in the jewelry business at this place, but for the past few months located at Mt. Pleasant, has purchased the jewelry stock of Altenberg & Ringle.

Eaton Rapids—W. B. Garrison is closing out his bazaar stock and will retire from trade on account of poor health. The Eaton Rapids Co-Operative Association has purchased the building occupied by Mr. Garrison and will take possession March 1.

Benton Harbor—A new enterprise has been established here under the style of the Freestone Pickle Co. The authorized capital stock is \$50,000 and is held by the following persons: Wm. Freestone, 2,500 shares; Wilbert D. Freestone, 2,499 shares, and Geo. Wm. Larkworthy, 1 share.

Elk Rapids—C. E. Mahan has resigned his position with the Elk Rapids Iron Co., to take effect March 1, when he will assume the management of the Rapid City Cedar Co., which will operate at a point five miles east of Kalkaska. The company already owns 400 acres of cedar timber and has an option on 1,200 acres additional. Railroad ties and telegraph poles will also be handled.

Will H. Pipp, general salesman for the Columbia Enameling and Stamping Co., of Terre Haute, Ind., now covers twenty-four states and forty jobbing points. He is accompanied on all of his trips by his brother, Henry L. Pipp, who looks after the trade of the scheme department. J. W. Sleight, who travels for the same company, calls on the retail trade and the jobbers in the small towns.

The capital stock of the Grand Rapids Veneer Works has been increased from \$200,000 to \$425,000.

Wm. Jenkinson has purchased the grocery stock of Broene Bros. at 857 Jefferson avenue.

Tradesman Coupons

FOOD PRESERVATIVES.

Should Prevent Bacteria and Be Perfectly Harmless.
Written for the Tradesman.

In a nation so advanced as the American, the question of food preservatives is an important one, and that should alike be discussed by manufacturer, jobber, retailer and consumer. It has been customary in the past to consider all treatment and additions to food products, for the purpose of keeping or preserving them until ready for bodily consumption, as injurious to the quality of the foods and also as making them unfit for digestion and assimilation by the human body, and laws have been enacted, more or less ridiculous, to regulate or simply prohibit the use of preservatives, giving merely some political appointee a pretense for his "useful" existence. At the present time, however, the subject of food preservatives has been taken up in an earnest manner by many able investigators, notably Doctors Vaughan of Ann Arbor and Wiley of Washington.

It is my object to present to the readers of the Michigan Tradesman a concise and intelligent review of the various articles used as preservatives:

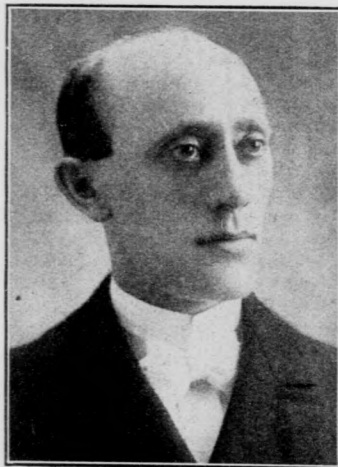
In order that food may be properly digested and utilized, it is not only necessary that it have some value as a food, but also that it be palatable—a most important point not to be overlooked, since many diseases can be traced to the neglect of the same. The stomach has an intelligence of its own and readily makes known its wants on this account. Food in general is eagerly sought by all living things. The millions, yes, billions and trillions, of unknown, invisible and greedy animalculi—microbes, as we call them, or, more properly, bacteria—contest our rights of digestion at every step. These bacteria are found everywhere—in all climates, in every mouthful of air we inhale, in every drop of water that quenches our thirst. These bacteria digest the food in their own peculiar way, and in so doing many of them develop poisonous products, harmful to the human organism. If, then, food partially predigested by bacteria finds its way into our stomach our health is constantly menaced and endangered.

Now a food preservative should be something that will prevent the existence of these bacteria and at the same time be perfectly harmless to the human being. Nature herself in many ways provides her living creatures with preservatives against obnoxious competitors and conditions. The presence of essential oils in many plants living in tropical, semi-tropical or marshy regions seems to justify this conclusion, since essential oils are generally very good preservatives. Oil of peppermint, from the plant of the same name, is a worthy example. Small quantities of this oil, evenly distributed, will prevent fermentation. Oil of spearmint is another instance. Oil of calamus, from the root growing in the low Mississippi swamps, may also be mentioned. Spices in general are good preservatives, like cloves, pimento, cassia, thyme, etc.; these all contain essential oils. Vanillin, from the vanilla bean, has also some value as a preservative. But one of the best known food preservatives we possess is alcohol. To the extent of not less than 15 per cent. it preserves our saccharine wines from fermenting into vinegar.

We also use the method of excluding the bacteria by first boiling the food,

to kill the bacteria already present, and then hermetically sealing the containers. This method is much used in the canning industry. By exposure to a low temperature—that is, freezing—we are also able to prevent the life of bacteria. Cold storage is extensively used by packers. Eggs are kept by painting them with an airtight coating of silicate of potassium and then putting them into cold storage.

One of the best food preservatives is sugar. A syrup made by dissolving eight pounds of sugar in a half gallon of hot water is excellent for fruits. Fruit syrups made with this strength of sugar keep exceedingly well, but less than six pounds of sugar to one-half gallon of liquid is not satisfactory. Salt is one of the best preservatives known. Most of the so-called preservatives in the market contain from 10 per cent. to 75 per cent. of salt. Codfish is air-dried and salted in enormous quantities on the western coast of Norway. Smoking, as in the case of smoked hams, is valuable, because the smoke contains certain substances, as creosote, etc.,



that act as preservatives. One of the most modern preservatives is saccharine, which is made on a large scale from toluol, a substance found in coal tar. One part to 500 parts of liquid is the proportion used in fruit juices, fountain syrups, etc. Saccharine is exceedingly sweet and is used as a substitute for sugar in certain diseases. Many writers claim that pure saccharine is perfectly harmless. It is impossible to go through life at the present time without somewhere getting a taste of saccharine. The writer has found it by analysis in wines, lemon pie, chocolate, sweetened medicines, soda water syrups and ice cream. We spoke about salt. This article is extremely necessary to all animals. When eaten part is converted into hydrochloric acid in the stomach, which in normal condition should contain about one-half per cent. of this acid. Hydrochloric acid is an excellent food preservative. Without its presence food would putrefy and poison us, as is noticed in many diseases. Sulphur furnishes, when burning, a gas called sulphur dioxide. This gas, when passed into a solution of sal soda in water, gives us sodium sulphite, an excellent preservative and used largely by packers of meat. Sodium sulphite and other compounds of sulphur have been carefully studied in their action upon digestion. The majority of investigators find it absolutely harmless, but, improperly used, it may discolor the cans and dissolve minute quantities of metal

which may cause poisoning. Otherwise sulphur is a normal constituent of the human body. Borax has come into use as a preservative for meats. Doctor Vaughan of Ann Arbor found no harmful effects from its use. Nitre is occasionally met with at the present time. One of the most modern preservatives is formaldehyde, a gas made extensively from wood alcohol. It is readily soluble in water, so that you generally buy a 40 per cent. solution from the manufacturer. One part of formaldehyde will preserve 2,000,000 of an animal food product. Evidence has been offered that in this dilution it is harmless. Otherwise, when concentrated, we find it to be a pungent, irritating gas, used for embalming and hardening anatomical sections. In surgery formaldehyde is used as an antiseptic, and recently a physician in New York used it as an injection in a case of blood poisoning with favorable results. Salicylic acid is well known and is a constituent of oil of wintergreen. Both the oil and the acid are used. The chemist, however, makes the acid from carbolic acid, which in turn is obtained from coal tar. One part of salicylic acid will keep 2,000 parts of food. Legislation has generally been directed against its use. Conflicting opinions exist as to its effect upon the human system. Finally, benzoic acid has come to the front as a preservative. In animals subsisting on a vegetable diet benzoic acid is constantly formed from the food during digestion. It is eliminated in a more compound form. Formerly benzoic acid was obtained from the gum, benzoe, a well-known ingredient of incense, but to day the chemist makes it from naphthalene, popularly called tar camphor. It is considered harmless as a preservative.

Thus we find that a food preservative is not necessarily harmful to digestion since even Nature herself produces a preservative in the stomach when food is introduced. It is the abuse and not the use of preservatives that should be regulated by law; and for this purpose reliable evidence by able investigators should be utilized, while mere hasty conclusions should be disregarded.

Louis Hogrefe.

An Era of Good Sense and Comfortable Living.

Ailing, complaining, whining women are not fashionable. It is not good form to ask, "How are you feeling to-day?" It is no longer interesting to faint or to pose as delicate. The modern woman is equal to most things and afraid of almost nothing, even drafts. She is interested in anything rather than her own symptoms. She prefers riding, driving, golfing and ping-pong to fancy work.

The woman who gets up late so that her day will not be too long belongs to the dark ages—the ages before writing and art and automobiling and golfing and economics and nature study, etc., made her days fall too short.

It is the fashion to get up early now and be out on your shopping or marketing by 10 o'clock.

Society has discovered that other themes are as interesting and more profitable than picking one's friends to pieces.

This has been called the age of universal laxity, and again of universal luxury. However that may be, it is certainly the age of comfort. And comfort has ushered in simplicity.

This may be due to the fact that we have grown used to things.

Do you remember our overlaid dinner tables of the past?

The twelve or fifteen-course dinner has gone out—six courses is the correct thing. And not more than two kinds of wine.

How often have you dined out and found yourself dodging a high floral centerpiece, gorgeous if you please, beautiful anywhere, but hiding a beautiful woman who may be your vis-a-vis? It stood like a wall between you and the other end of the table—a barrier to all informality.

The chroniclers of 1903, if they do their duty, will declare that the decorations of the dinner table are low, so that guests are given an uninterrupted view of one another.

There are candelabra, but they are set at the corners of the table; there is a centerpiece, but it is not higher than a man's waistcoat or a woman's décolleté gown.

It is to be hoped that they will also mention the fact that the bewildering mass of silver and glass that has been known to load the dinner tables of the luxurious is now infinitely less bewildering.

It does not seem more than a year ago that one sat studying an array of forks—two pronged forks, curved forks, big forks, little forks—and knives of every sort to match. We grew scarlet with embarrassment trying to find out which sort fitted which dish. We studied our neighbor furtively.

And, oh, how frequently we came out wrong in the end, with the fish knife for the roast, or the salad fork for the punch!

This embarrassing situation is banished. It is out of fashion for madame to empty her safe onto the dinner table. Even her collection of forks is brought out unobtrusively, one or two at a time, and slid in at the side of the plate as the courses follow one another.

Then the array of glasses that used to be set before us, six or eight grouped around our plate, so that we did not dare move our elbows! And we thought nothing of sipping fine sherry, old burgundy, rich hock, champagne, claret, sauterne, at one dinner. And, oh, how we regretted it! but noblesse oblige, so does fashion.

Our host had provided it out of his fine old cellar, and we had not the heart to refuse, although we had not the stomach to digest.

In 1903 it is the fashion to dine with one kind of wine; possibly two, not more.

We may sip Apollinaris at a banquet and not be decried as an invalid.

We may toast with a glass of club soda and whisky, and have neither qualms that night nor the next day.

One kind of wine through dinner is a blessed fashion of this era of luxury and simplicity.

Mrs. Cornelius Vanderbilt, Jr., is a notable example of the modern hostess. She has made entertaining a science. She attracts to her house the cleverest people and invariably draws out, as a good hostess should, what is best in them. She attracts the best singers, the finest pianists, the ablest wits and best table talkers, and whatever other talent may add to the pleasure of her guests.

These changes we have quoted are important. They mean healthier minds, healthier bodies, kinder hostesses. They mean more comforts.

Possibly much of this is due to the healthful influence of the athletic, outdoor woman.

Cora Stowell.

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

Around the State

Movements of Merchants.

Berrien Springs—R. C. Bell has engaged in the meat business.

Leslie—A. Hall, of Detroit, has purchased the bakery of H. Crane.

Port Huron—L. A. McCarthar has opened a grocery store at the North End.

Detroit—Wallace & Bohn have purchased the drug stock of John A. Van Loon.

Allendale—Edward Scanlon has sold his general merchandise stock to George Robston.

Alpena—The Star Co., Limited, succeeds the Cheney Shoe Co. in the retail shoe business.

Battle Creek—David Moss has purchased the crockery and notion stock of John D. Wilson.

Alma—Pulfrey & Co. have sold their grocery stock to W. L. Scranton & Co., formerly of Corunna.

Parma—L. H. Godfrey and Lloyd Van Valin have purchased the hardware stock of J. R. Godfrey.

Ashley—D. W. C. Tiffany & Co. have sold their hardware and furniture stock to Charles A. Pratt.

Ann Arbor—L. T. Freeman has purchased the grocery business of Stimson & Co., at 914 South State street.

Eaton Rapids—H. Kositchek & Bros. are closing out their clothing and furnishing goods stock at this place.

Battle Creek—H. R. Chown, who has been conducting a hardware store at Greenland, has moved his stock to this city.

Reed City—A new furniture store has been opened in the store building of Stoddard Bros., with N. A. Stoddard as proprietor.

Lansing—C. J. Rouser has contracted with Hugh Lyons & Co. to equip his drug store with new shelving and modern fixtures.

Pontiac—At the annual meeting of the Howland Manufacturing Co. it was decided to increase the capital stock from \$50,000 to \$60,000.

Imlay City—John McKillen has sold his bakery and grocery stock to Samuel Burk, who will continue the business at the same location.

Muskegon—P. E. Zuidema has opened a feed store in connection with his grocery at the corner of Sixth street and Washington avenue.

Kalamazoo—J. A. Phillips, formerly engaged in the grocery business, has opened a bazaar and variety stock at 152 South Burdick street.

Detroit—The Summerfield-Hecht Co., dealer in furniture, carpets and stoves, has been incorporated under the style of Summerfield & Hecht.

Greenland—L. Lansing has moved his stock of hardware and furniture from Mass City to the store building recently vacated by H. R. Chown.

Manton—Judd Seaman has purchased the grocery and crockery stock of Burns & Westbrook and will continue the business at the same location.

Chelsea—Hoag & Holmes, dealers in hardware, furniture, crockery and bazaar goods, have dissolved partnership. The business is continued by Holmes & Walker.

Allegan—The meat market of Wiley & McAlpine will hereafter be conducted by H. C. McAlpine, Mr. Wiley having removed to his farm in Trowbridge township.

Detroit—The capital stock of the McKaig Foundry Co. has been increased from \$5,000 to \$10,000 and the name of

the company changed to the Michigan Column Co.

Petoskey—John C. Clark, of the Clark Shoe Co., has purchased a half interest in the general merchandise stock of Armour T. Cope, at Carp Lake. Mr. Clark will continue to reside here.

South Haven—Barrett & Barrett have offered to settle with their creditors at 50 cents on the dollar. The creditors have not yet accepted, but it is thought that they will do so in order to save further litigation.

Baldwin—The O. K. Cummings House Furnishing Co. has sold its stock at Newaygo and will engage in the same line of business at this place about Feb. 10. Mr. Cummings will also continue his undertaking business here.

Walton Junction—M. D. Crane has sold a half interest in his general merchandise stock to Henry W. Fraser, and has also purchased a half interest in the Exchange Hotel owned by Mr. Fraser. The new style is Crane & Fraser.

Mt. Pleasant—The Minto-Bell Co., composed of W. E. Bell, of Union City, and C. W. Minto, of Durand, has embarked in the clothing, furnishing goods and shoe business and will locate in the block vacated by the Isbell Hardware Co.

Petoskey—Bump & Co. succeed the hardware firm of Bump & Waldron, the interest of Mr. Waldron having been purchased by George Bump and Sidney S. Bump. Sidney Bump will be the managing partner of the new business.

Berrien Springs—Frank Ford has exchanged his hardware stock, new building on Main street and other valuable considerations for a farm in Marshall county, Ind., owned by Mr. Calbeck, who will continue the hardware business here.

Alpena—A. Rudolph & Co. is the style of a new clothing and furnishing goods business established at this place. Mr. Rudolph has for some time been a clerk in the employ of I. Cohen. His partner will not take an active part in the business.

Onaway—The Marks-Barnett Co., Limited, dealer in dry goods, clothing, boots and shoes and furniture, has dissolved partnership. The business will hereafter be conducted under the style of the Marks-DeCarrie Co., Limited, with Oliver DeCarrie, of Alpena, in charge.

Grand Haven—John M. Cook, who has been engaged in the grocery business for the past eighteen years, has sold his stock to his son, Richard Cook, who will continue the business with two clerks, Louis Streng and Cornelius Donker, as a copartnership under the style of the Cook Mercantile Co.

Ann Arbor—L. T. Freeman, formerly engaged in the grocery business at Chelsea, has purchased the Stimson grocery at 314 State street. Geo. Stimson, who has been conducting the business for the estate of the late J. D. Stimson, will remain with Mr. Freeman for some time. The store building will be remodeled and an addition erected.

Detroit—Charles B. Ward has been adjudicated a bankrupt on his own petition. His liabilities are \$16,183.97 and his assets are \$6,335, consisting of real estate, on which there are mortgages. Mr. Ward was in business here for thirty years, lately as a bicycle dealer. He has also been interested in real estate, and suffered when the slump came in that market.

Lake Linden—The general dealers, grocers, meat market proprietors, hard-

ware dealers and merchants in exclusive lines, such as jewelry and shoes, have all signed the agreement calling for the adoption of early hours for four nights of each week, namely, Monday, Tuesday, Thursday and Friday. On these evenings the several stores will close their doors and relieve the clerks at 6 o'clock, while on Wednesday evenings the closing hours will be 8 o'clock and on Saturday evenings 9 o'clock.

Manufacturing Matters.

Saginaw—The Lufkin Rule Co. has increased its capital stock from \$100,000 to \$200,000.

Onkama—John Koeglan has engaged in the grocery business here, purchasing his stock of F. Firzloff & Son, of Manistee.

Detroit—Henry A. Berns continues the manufacture of tables formerly conducted under the style of Burhop, Berns & Co.

Corunna—The United States Robe Co. has declared a dividend of 10 per cent. The prospects are favorable for a large output this season.

Athens—The Star Manufacturing Co., Limited, has been organized, with a capital stock of \$60,000. Woolen boots, gloves and mittens will be manufactured.

Chelsea—The Chelsea Manufacturing Co., manufacturers of metal novelties and specialties, is succeeded by a limited copartnership under the style of the Chelsea Manufacturing Co., Limited.

Capac—W. J. Forrest, cigar manufacturer, has taken a partner in the person of A. L. McMeans, of Rocky Ford, Cal. A number of changes have been made in the factory, greatly improving its appearance.

Zeeland—J. Grebel, Secretary for the Vander Meer-Timmer Lumber Co., has sold his interest in the business to Lambertus Schipper and will engage in business at Grandville. Miss Bertha Tolsma succeeds him as acting Secretary.

Detroit—Articles of incorporation will be filed in a few days by the Cadillac Cabinet Co., capital \$100,000, to manufacture fancy cabinetware, music cabinets, ladies' desks, ladies' toilet tables, shaving cabinets and articles of a similar character. The promoters of the enterprise are the officials of the Wolverine Manufacturing Co., whose remarkable success in the latter concern has often been commented upon.

Ann Arbor—The stockholders of the Ann Arbor Organ Co. have decided to increase the capital stock from \$51,000 to \$75,000 and will sell the new stock to the present stockholders at par. The new capital stock will be used to develop the business and increase the output. The number of organs manufactured last year was six times the number turned out in 1896, when Mr. Hen-

derson took charge of the management. The business of 1902 showed an increase of 20 per cent. over that of 1901. During the past year a new boiler house and new boilers have been added to the plant. During the coming year a new system of dry-kilns will be put in.

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

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



**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.



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 Grocery Market.

Sugars—The raw sugar market is quiet but unchanged. There is very little interest manifested in raw sugars just at the present time. Refiners are apparently well supplied for the present and are holding off purchases, waiting further developments. The same can be said of the refined market. Although there is very little demand, purchases being almost entirely for immediate wants, the market remains firm, with the prospect of a renewed activity shortly.

Canned Goods—The canned goods market continues rather quiet, although there is a little interest in some lines. As a rule, prices are firmly held and no changes of note are reported. There is some future business being done, particularly in corn, which is selling quite freely. Spot tomatoes are unchanged in price and are meeting with fair demand. Some Michigan packers who did not sell any futures have still a few on hand, which they are holding for full prices. The spring trade on this article is usually good and dealers are looking forward to an increased business in this line. Corn continues in moderate demand at unchanged prices. This article is in good position and trade is on the increase. The demand for peas continues fair, with light stocks and full prices realized on all sales. Peaches are still quiet, with no apparent improvement in demand. They can not always stay this way, however, and something is expected to develop shortly. Stocks are only moderate and would soon be exhausted with any increased demand. 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. There is no surplus of stocks, as the small as well as the large sizes have been in good demand, which has reduced stocks considerably. Holders are firm in their views and are holding up for full prices. Seeded raisins show no changes in price here, but the general tone of the market is firmer, caused by an advance on the coast. Stocks here are quite liberal, however, and no immediate advance is looked for, at any rate not until the present stocks are considerably reduced. No lower prices are thought possible on account of the small stocks on hand on the coast to last the remainder of the season. Apricots are in fair demand, with prices firmly held and the prospect of higher prices soon. Peaches are quiet, but firmly held and meeting with light demand. Stocks of these goods are light. Figs are quiet, with rather heavy stocks on hand and a somewhat weaker tendency. The demand for evaporated apples shows no material change, being fair for the goods both in 50 pound boxes and 1 pound packages. Just at present the weather is unfavorable for the sale of these goods, but with the return of colder weather, a better demand is looked for.

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—The molasses market is firm, with good demand. Offerings are rather limited, but dealers' supplies are light and what stock is offered is quickly taken up at full prices. Holders are very firm in their views and no concessions in price are made. Corn syrup is very firmly held, with no immediate prospect of shipment as the refineries are at least three weeks oversold, and even after the goods are shipped the railroads are making such poor time that shipments are very badly delayed.

Fish—Trade in fish is good, with a very firm market on almost all grades. More interest is being taken in this line now, as a more active business is expected soon. Dealers' stocks are small and they will have to make large purchases to supply their regular consuming trade. There is quite a little trade on halibut in packages, and mackerel and codfish are both in good demand.

Nuts—The situation in this line is still very quiet and the continued inactivity has depressed prices on some line. Brazil nuts are quoted $\frac{1}{4}$ c lower on both medium and large. Filberts are particularly dull. Almonds are in small request, but prices remain unchanged. For walnuts the demand is quiet, but as the supplies on hand are not large, there does not seem any disposition to force goods at lower prices. Peanuts are in fair demand with prices unchanged.

Rollod Oats—The rolled oats market is very firm, with the probability of an advance very soon. Business has been very good in this line and the mills are badly oversold.

The Produce Market.

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

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.

Butter—Receipts of dairy are increasing and stocks are accumulating. Local handlers pay 14@15c for packing stock, 16@17c for choice and 18@19c for fancy. Factory creamery sustained a drop of 2c at Elgin Monday, in consequence of which local handlers have reduced their selling prices to 25c for choice and 26c for fancy.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—17c per doz. for home grown; 75c per doz. for California.

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, $4\frac{3}{4}$ c; 1 lb. package, 7c.

Eggs—Receipts of fresh are improving in quality and increasing in quantity, in consequence of which the price has dropped to 19@21c for case count, 21@23c for candled. Refrigerator eggs have fallen heavily as a natural result of the decline in fresh and prospect of further increase in supplies. There are many remaining to be sold and trade has been so dull that actual values have been hard to arrive at. Holders who have been anxious to close out have been willing to accept 18c for their best spring goods and 17 $\frac{1}{2}$ c for very good qualities, and poorer lots have been offered lower; even at those prices the demand has been slow and uncertain. Some holders, banking on the possibility of a later cut off in fresh, have withdrawn fine marks from sale at present. Lined are still in considerable supply, greatly neglected and values are nominal.

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.

Grape Fruit—\$4.25 per case for California; \$5.25 per case for Florida.

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 now equal to the demand.

Maple Sugar—10 $\frac{1}{4}$ c 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 for fancy and \$2.75 for choice; California Seedlings, \$2.25.

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 $\frac{1}{2}$ @15c; Belgian bares, 8@9c. Ducks, geese and broilers are scarce and in active demand.

Radishes—25c per doz. for bothouse.

Spanish Onions—\$1.50 per crate.

Spinach—90c per bu.

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

Turnips—40c per bu.

Hides, Pelts, Furs, Tallow and Wool.

Hides are well sold ahead by dealers in Chicago market and they are now squeezing values down. Stocks are lighter than one year ago. Eastern tanners are not free buyers at prices asked, and values are likely to go lower.

Pelts are closely picked up by one or two large pullers. There is no accumulation and the demand is good. Values have been somewhat advanced.

Furs were well sustained in value at London sales the past week.

The tallow market continues strong, with little trading. Prime and edible are in good demand for small amount offering. Soapers' stocks are well cleaned up as offered.

Wools are in fair demand at slightly higher values, with supplies none too large for the demand. The outlook is for higher values. Wm. T. Hess.

Samuel M. Vinton has exchanged his residence property at South Grand Rapids, known as the Ward place, for the three-story Spraker building, at Lowell, and will remove to that place and engage in the grocery business. Mr. Vinton was engaged in the grocery business at Leetsville for several years.

I. C. Levi is effecting a settlement with his creditors on the basis of 25 cents on the dollar. At a meeting of the Eastern creditors, held in New York

City, Mr. Levi made a frank statement of his condition, after which the creditors present voted unanimously to accept the compromise proposed. It is stated that every creditor who has been approached by Mr. Levi up to this time has signed the agreement.

Wiens' Dustless Hygienic Sweeper



Oil flow regulated at will.

Nickel Plated Oil Reservoir.

Will keep your

Stock and Store Clean

It kills the dust while you sweep the floor. Send us \$2.00 for a Fiber Dustless Sweeper or \$3.50 for a pure Bristle Dustless Sweeper. Best made. Express charges prepaid by us. All our sweepers guaranteed. Money back if not satisfied. Order one now. Agents wanted quick.

The A. R. Weins Dustless Brush Company,

227-229 Cedar Street, Milwaukee, Wis.

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.



BURNS AIR

92 Per Cent AIR
8 Per Cent GAS

300 GAS SYSTEMS IN CHICAGO

GUARANTEED BY 10 DAYS TRIAL

Salesmen and Representatives Wanted

in unoccupied territory.

EXCLUSIVE AGENCIES GIVEN.

Write for Catalogue and Sample Outfit

CONSOLIDATED GAS AND ELECTRIC COMPANY

115 Michigan Street, Chicago, Ill., U. S. A.

FIFTH ANNUAL BANQUET

Of the Grand Rapids Retail Grocers' Association.

The fifth annual banquet of the Grand Rapids Retail Grocers' Association, which was held at the Warwick Hotel Monday evening, was fully up to the standard of former events of a similar character held under the auspices of that organization. The dining room was handsomely trimmed with the national colors, presenting a very fine appearance. John J. Witters led the "grand march" to the dining room shortly after 8 o'clock, after which a comprehensive invocation was pronounced by Rev. Paul P. Cheff. After the singing of the first stanza of "America," the banqueters took seats and discussed the excellent menu with apparent relish. At the conclusion of the repast, J. Geo. Lehman called the gathering to order with a few well-chosen words, giving his reasons for gracing the banquet with his presence and introducing President Fuller, who made one of his characteristic addresses. He, in turn, introduced Homer Klap as the master of ceremonies. The toastmaster called upon Daniel Viergever to act as special policeman during the evening, to ensure order and enforce the payment of the fines levied on a few individuals who came under the displeasure of the manager. O. G. Clement presented a toy whistle solo, which was well received. Geo. W. Thayer told of the early days in the grocery trade of Grand Rapids. H. J. Schaberg, Secretary of the Kalamazoo Retail Grocers' Association, criticised the action of the State Dairy and Food Commissioner in taking the stand he did on lemon extract. Fred J. Ferguson responded to the topic of The Ladies in the following manner:

I will admit that my subject, "The Ladies," is a great subject to talk about, but I would rather talk to them than about them, and I hope before we have another annual feast the boys will see to it that the ladies are invited to join us on that festive occasion. I think it would increase our membership and bring out a larger attendance at our meetings, for you all know that the ladies like to attend these social functions and, looking forward to being invited, they would urge their husbands to become members and to attend the meetings regularly.

I think the grocer comes in closer touch in his business with the ladies than any other class of business men. In dealing with them he finds some very pleasant ladies and also a few cranks, and when the cranks have their day the grocer feels if he could get a job managing Mayor Palmer's municipal coal yard he would sell out for 50 cents on the dollar, but the next day's dealing with the pleasant ladies is such a pleasure that he would not trade his business for Homer Klap's chances of being alderman of the ninth ward. Another class of ladies we have to deal with is the traveling saleslady and if they were all of the same type as Mrs. Allen the boys on the road would have to take to the woods. Mrs. Allen was in my store a short time ago and said she wished she could be with us at the banquet and hear the speeches. She says of the retail grocers that they "will average as high, if not higher, morally, than any other class of business men she ever met," and I thanked her, on behalf of the trade, for the compliment.

One peculiar feature of the trade is that, no matter how well liked the grocers may be by the ladies, they will shake them for the buckster in the summer time, and I will say right here that if our friend, G. H. DeGraff, was mayor it would not be so. He would issue no permits and the license would be \$50 instead of \$25. So I will say to the grocers present who are not members, become such and under the leadership of

ex-Alderman 'De Graff go "before the License Committee of the Council this spring 300 strong, instead of ten or twelve, and they will listen, because it means votes. This is a serious question, brother grocers; think it over and join us in a good cause for you as well as for us, and stop knocking.

There are a few grocers who are special favorites with the ladies in a business way: Fred Fuller, our President, whose patent right smile to the ladies brings many a dollar his way. Geo. Lehman, the ladies say, can not be beat at a church social, but sits in the front row on account of his head. B. S. Harris for honesty and fair dealing can not be beat and the ladies of the South End swear by him. For managing a pie contest at the grocers' picnic Homer Klap has no equal. Bill Andre would stand in with the ladies if he could go out and beat some one with his grey colt. By the way, did you hear of William having a horse race on New Year's day? He had a policeman riding with him—what for, I do not know, unless he thought it ladies' day at races and brought him along to keep order. They raced four heats—Bill lost every time; the last heat the other fellow gave Bill one block the start of him, raced to him and passed him and when he finished at the end of the third block Bill's horse was doing kutchee kutchee in the middle of the second block and the policeman looked as though he would like to fine Bill \$5.35 or give him ninety days on the rock pile for making a bluff that he had a trotter. The moral to this is, William, do not think every other horse you see is an old cow.

We know in this age of the new woman the ladies are displacing the men in all avenues of business and labor, but there are a few salesmen we know who will give the ladies a hard run for their money. There is Art. Fowle, of XX fame—much abused in price, but not in quality. It is good and you like to sell it, for it is so easy to grind. Art. is a jollier, you know. I think if Gov. Bliss would appoint

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

Jan. 27, 1903.

MR. MERCHANT,

DEAR SIR:

Perhaps you are one of the very few merchants who have not as yet learned how much more satisfactory it is to place your orders for Fancy China, Glassware and Dolls for the Holiday Trade in February and March, letting the factories make up for you just such lines as you can sell in your particular town, than to buy from stock in the fall. It's also cheaper to do this. We will save you from 10% up on the same lines by taking care of you in this way. Our 1903 samples are arriving daily, and by February 15th we will be ready to show these lines. By far the strongest lines we ever offered.

Think this proposition over and come in and see us.

Yours for more business,

THE FRANK B. TAYLOR COMPANY.

"Every IMPORT order taken in 1902 we delivered ON TIME."

Brunswick's Easybright

Instantaneous
Cleaner

Cleans Everything

Contains no acid, no lye, no grit.

Does not injure the hands.

Takes the place of "Floor Cleaners," "Washing Compounds," "Scouring Soap," "Metal Polishes," "Grease Removers."

Does the work of all with half the labor.

See prices in Price List.
Write for Free Sample.

Fred A. Connor
& Co.,

58 W. Congress St.,
Detroit, Mich.

Note page 28, column No. 3, Jobbers' list handling Brunswick's Easybright.



Roller Step Ladder

Some goods get old because you can not conveniently get at them.

A Roller Step Ladder puts you in easy reach of your stock.

Do not put it off, but write immediately for a catalogue and price list.

Hirth, Krause & Co.

Grand Rapids, Michigan

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

Art. Commissioner on the ladies' annex at the Soldiers' Home he could stop all dissatisfaction among the old ladies because their pensions were taken away. Manley Jones, with the Telfer Coffee Co., is well liked by the trade. Before being married he was a ladies' man, they say, but since he talks nothing but coffee, and his wife says she fears his mind will give way under the strain; but, gentlemen, he has the goods. Joe Trel, for the Lemon & Wheeler Co., stands well with the ladies and the funny part of it is they take him for a Jew—a great combination a Jew selling goods for the Irishman. That is not so. Joe is Dutch and a great sympathizer with the Boers. There is Deacon Patrich, who sells bread for Blake. He is a keen observer of people, both ladies and gentlemen. He has had experience with both. He has sold water to the ladies and bread to the grocers and comes out flat-footed in declaring that there are more cranks among the retail grocers than among the ladies, and I believe he is right; but there is a reason for it. Every grocer wants fresh bread and the Deacon would like to leave some stale.

Before ending my response I want to advise the clerks and delivery boys to be kind, courteous and accommodating to the ladies. Do not argue with them, for you can not win. I know by experience. Do not spend much time with the young ladies, as you might fall in love; and, by the way, do not think every time you have a stitch in your side or a crick in your back you are in love or you will have dreams and they may come true, and you will wake up to find yourself trying to support a wife with a millionaire's taste on a small salary; then you will lose your job. Baby will have to drink skim milk. Your wife won't be as pretty as you thought she was. House rent will be past due and you would give your wedding presents to a friend to kick you into the canal. When you get the real thing, you will know it. What some people think is love is only a deranged liver.

N. I. Tubbs, of Grand Haven, invited the Association to hold its next annual picnic in Grand Haven. Edward A. Rasch presented a couple of recitations. R. J. Cleland talked on and around organization, after which the event was brought to a close.

Music was furnished by the Furniture City orchestra and the Oriental trio. The affair passed off pleasantly and reflects credit on all who took part in the management.

Occasion For the Remarkable Advance in Oil.

From the Paint, Oil and Drug Review.

Advanced prices on refined and crude oil in this country have been occasion for unfavorable comment on the part of the daily press alleging that advantage of the coal strike has been taken to increase the price of oil. This is so far from true that it needs no refutation among those who are best acquainted with the oil situation as it is.

The ratio between runs and shipments is constantly decreasing, resulting in a net loss to stocks on hand that is alarming. With all the activity in seeking new production the exhaustion of present pipe line stocks is apparently a matter of only a short time, and the recent sharp upward movement of the crude, and consequently of the refined, markets is due to causes of supply and demand over which no one interest, nor all combined, has any control. The net decrease in stocks during November was 507,908 barrels, and it is evident that this drain, if kept up during the coming year as it has been in the past, will result in still further advances in the crude market without the necessity of any manipulation whatever.

Indiana oil-field men are jubilant over the increase in price of Indiana oil to the unprecedented figure of \$1.04 per barrel. The operators are confident that the top has not yet been reached. The November demand exceeded production by over 320,000 barrels and the total shipments from the two States—Indiana

and Ohio—for that month reached 2,443,046 barrels. The runs from the wells in the two States was but 2,112,122 barrels. Pennsylvania was drawn on in addition for 500,000 barrels.

Dog That Husks Corn.

A cornhusking dog is the latest novelty on the banks of the Wabash. This industrious and intelligent canine is the property of Jacob Diffenbaugh, who lives on the Stephens farm, near Andrews. It is a nine-months-old pup, and watched Mr. Diffenbaugh husk corn one day last week and then went in on his own hook, tearing the husks from the ears with more celerity than the average farm-hand. He was not careful in piling the corn and the husks, but he stripped the husks clean. The next day he followed Diffenbaugh and his man to the field and did several hours of efficient work. The dog apparently was delighted with his work.

Some men never lie verbally, although act one a dozen times a day, yet they believe that truthfulness is one of their virtues.

We are headquarters
for

Tank Heaters and Feed Cutters

Write for list and prices.

Brown & Sehler

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.



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

The reasons why you should sell

Columbia Food Delicacies

There is nothing so good as COLUMBIA.
"The Best is the Cheapest."

All the ingredients of COLUMBIA canned and bottled productions are of the best selected Stock.

"There is nothing too good for our stomachs."

The commissary department of the great trunk railway dining cars is stocked with COLUMBIA prepared foods and relishes.
"Bless me! this is pleasant, riding on a rail."

Every grocer should carry in stock COLUMBIA Catsup, Soups, Chili Sauce, Baked Beans, Salad Dressing, Plum Pudding, Potted Meats, Devilled Meats, French Pates, etc.

Manufactured by
The MULLEN-BLACKLEDGE CO.,
Indianapolis, Ind.

WORDEN GROCER COMPANY

Distributing Agents
Grand Rapids, Mich.,

WHOLESALE OYSTERS

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

DETTENTHALER MARKET, Grand Rapids, Mich.

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.

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



Devoted to the Best Interests of Business Men

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Grand Rapids

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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 28, 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 21, 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 twenty-fourth day of January, 1903.

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

GENERAL TRADE REVIEW.

The long indifference of the public to Wall Street affairs has become such a habit that it takes but little of political complication to bring business to a low ebb. Thus the Venezuela complications have been enough to prevent stock activity and to bring operations within easy manipulation of professional traders except that there is too much inherent strength to permit any material declines. It is noticeable that among the properties showing most strength copper is now often mentioned. Money is coming into the large centers in great abundance, so that its lack can no longer be accounted as preventing activity. The greater amount of trading is in low priced issues, indicating that the stronger properties are in the hands of investors who are satisfied with conditions as long as liberal dividends are forthcoming. Prices of securities of this character are already so high that there is hesitation in further advances by speculation.

If such prices were not already high there would be occasion for a more active advance in the fact that the railways are unable to handle the business offered. With plenty of money and universal activity, it would seem as though boom conditions could hardly be avoided, but it is fortunate that conservatism is still permitted to control. General business shows hardly an indication of the usual halt to follow the holidays—hardly a breath being taken before pushing ahead for the new season.

There is an activity in labor circles in some trades and localities which has a disquieting tendency, but not more than is to be expected under the favorable conditions. One feature of the labor disturbances worthy of note is that wars seem to be spreading between rival organizations. Thus the output of footwear from Eastern factories would undoubtedly break all records were it not that a fight between two unions

promises to cut down the results. In several other trades this remarkable condition is a factor of uncertainty.

It is often remarked and frequently proved that juries are prone to give verdicts for the plaintiff in negligence suits for damages against corporations. Whenever a person is injured by a railway company or any such corporation, it usually happens that an action is brought and then the attorneys endeavor to impress themselves and their client's case upon the sympathy of the twelve men who sit in the box. The lawyers for the defendant companies always make the claim that justice should be meted out between the parties without any reference to the fact that one is an individual and the other a corporation. A case occurred the other day in St. Louis where a jury seemed to discriminate between sympathy and justice and sought to meet the ends of both. A suit was brought against a street railway company for damages caused to the plaintiff, who was a crippled boy, but the plaintiff did not make a strong case, although in many ways he was entitled to sympathy. The jury brought in a verdict of "no cause for action" and then among themselves made up a purse which they presented to the plaintiff as an evidence of their substantial sympathy. It is perhaps not an example liable to be very generally followed. It is noticeable, however, as indicating that juries see and appreciate the distinction and that is more than they always do.

The Tradesman has positive information that "Col." John Bennett will succeed himself as Food Inspector under the new Dairy and Food Commissioner. This will be unwelcome information to the wholesale and retail grocery trade of his district, who have come to regard the gentleman from the Sawdust City with anything but the highest feelings of regard, due to his peculiar methods and his frequent lack of frankness and fairness in discharging the duties of his position. The Tradesman is assured that Governor Bliss will clip his wings and not permit him to make wholesale arrests on his own responsibility and without consulting the head of the department, as has been his custom during the past two years the department has been without a head. This will afford some relief, but, genial as the Colonel is socially, his bump of vindictiveness is too largely developed to enable him to make a safe and satisfactory inspector.

Magic cities are familiar in the West. Hundreds of prosperous places in Western States have literally sprung up in a night. Such occurrences are unlooked for in the East, but they are not impossible. Maine offers several instances of recent development. They are due to the utilizing of water power in regions that it was supposed would never be populated. Rumford Falls, in particular, has had a phenomenal growth. Where there was lately only a howling wilderness there is now a town of 6,000 or 7,000 inhabitants.

Marconi is not content to flash wireless messages across the Atlantic Ocean. He will soon direct his attention to the establishment of wireless communication between New York and San Francisco. After that is accomplished he will endeavor to send messages across the Pacific. Verily Marconi regards the world as his oyster.

EDUCATION OF THE COAL STRIKE.

Every controversy involving economic conditions is of value in that public attention is called to possibilities of change and to the effects of interference in the accepted status of things. For instance, the general manner of heating the dwellings of the American people has been the outgrowth of a natural transition from the growing scarcity of fire wood to that which most easily could be made to take its place. It was not a question whether the substitute was the best or the cheapest which could be found, but whether it was the most convenient to use in the present state of public education. The smoke objection to the use of bituminous coal kept it out of the large cities to a great extent, and where this was not so great a factor the natural tendency for the well-to-do to buy the best and most convenient went far to give the harder fuel its ascendancy. Then the natural tendency for manufacturers to assume certain fixed types gave character to the stoves and furnaces, and the man who would buy anything out of the accepted forms would be considered at least eccentric, even if he could find anything to meet his demand.

Another phase of educational effect is the canvass of the transportation problem and its effects upon the prices of the commodities transported. In ordinary times it has been accepted that a large profit should be made at the mines, another relatively larger in the transportation and then as much as the public could be made to pay at the last in the retail distribution, varying a dollar or so per ton between the summer and the winter schedule, thus making the poor pay the highest prices. Combinations in all these fields would spring up with more or less effect according to locality, so that the matter of fuel production and distribution had become one of the most extravagant features of our economic life in every city. Thus, aside from the more direct results of the strike and its investigations into the workings of unionism in the anthracite regions and the economic and industrial conditions obtaining there, these less direct questions are being brought under the public eye to an extent which promises the most widespread results.

One of the earliest questions to gain attention was that of firing in the use of other than the hard fuel. All are familiar with the discussion of the use of petroleum and its rapid adoption in such localities as its relative plentifulness and accessibility made desirable. Also the use of soft coal, coke and other forms of fuel early gained notice to a degree which will no doubt conduce to their permanent substitution in a vast number of cases.

One result of the agitation of no small significance is the turning of attention to the use of unusual forms of fuel. Most prominent among these is the use of the almost unlimited and universally-distributed stores of bog peat. Attention has been directed to the fact that many countries of Europe are depending upon this kind of fuel, either in its natural form or made into briquettes, to the practical exclusion of all others. Emigrants of those countries bring the knowledge of their use and manufacture here, but under ordinary conditions these are so taken up with wage-getting, as the opportunity offers, that the knowledge of such matters is soon lost sight of. Such will be found of service when the experimenter turns his attention to the subject. Space will

not suffice to go into the different directions in which fuel development must lead, but it is pertinent to say that when an effective and cheap rival of coal may be found within a few hours of every large city it will tend to modify the transportation problem.

Then the direct attention to the matter of transportation and distribution is likely to work no small consequences. The present local coal famines are calling for the minutest consideration of the question of responsibility for the suffering produced. In the great cities commissions are investigating to find out where the coal is apparently hiding; whether claims of car shortage are well founded; whether there are illegal combinations of producers and carriers or of carriers and distributors or either of these. Grand juries are indicting those found illegally interfering with the public welfare in this emergency. Altogether there is such an awakening of public interest as occurs seldom in economic history and the consequences in many directions are bound to be far reaching.

Drunkenness in England has become so general that a most stringent law against it has been enacted and went into effect January 1. Three convictions in a year make a man an habitual drunkard and he is published as such. After that anyone who serves him with drinks is liable to a fine, anyone who treats him is likewise liable, and if the man is found intoxicated at any time within three years a long term of imprisonment is inevitable. Another clause in the act provides ready means by which husbands may escape drunken wives and wives drunken husbands. Habitual drunkenness is now made a ground for legal separation. Many have already obtained relief from their marital ties through this section.

Postmaster General Payne says that the Postoffice Department is nearing the point where it will be self-supporting. Rural free delivery, when it becomes general, he declares, will not be a burden, but a source of increased revenue. General Payne thinks that a reduction of foreign postage from five to two cents would be a great advantage, and would add largely to the receipts. The present cost of sending foreign mail prevents anything like active correspondence among poor people who have relatives and friends on the other side, and American business houses can not send their circulars abroad without too great expense.

Secretary Hay says he was born in Indiana, brought up in Illinois, educated in Rhode Island; that he got his law in Springfield, his politics under Lincoln in Washington, his diplomacy in Europe, Asia and Africa; has a residence in New Hampshire and a desk in the District of Columbia; his father was born in the North and his mother in the South, while his grandfathers were of Scotch, English, German and French blood. "So," said Mr. Hay, in his address before the Ohio Society, "I seem to be nothing but just a plain American." It does not appear that this fact has proved anything of a handicap.

There is nothing new under the sun. Examination of a mummy over 2,000 years old shows that death must have been caused by appendicitis. So this disease is not to be included in the list of modern inventions.

Would a system of keeping your accounts that

Lessens Bookkeeping By One-Half

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

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

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

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

The Simple Account File Co.

500 Whittlesey Street,
Fremont, Ohio

Stock it Promptly!

—You will have enquiries for—

HAND SAPOLIO

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

Enoch Morgan's Sons Co.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

The Generator Used on The Imperial Gas Lamps

The "Imperial" Burner.

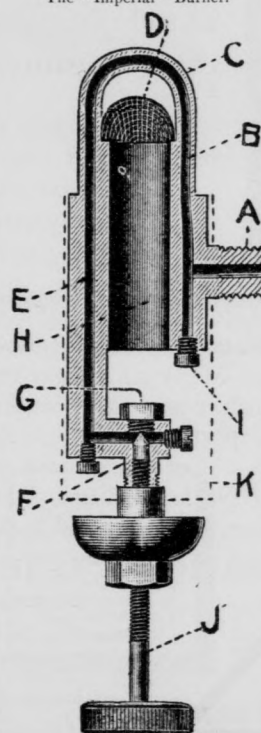
Perfect Generation

You will be satisfied that this is true if you read the

EXPLANATION

The gasoline enters the burner at the point indicated by the letter A and passes to the mixing chamber B. It is thoroughly warmed as it moves forward to the generating tube C, where it is subjected to the heat of the flame as it rises from the gauge D. The gasoline is also subjected to the reflected heat of the mantle. This gives the burner an immense reserve generating power and makes it impossible that any gasoline should pass this point in a liquid form. The gas passes from the generating tube through orifice E to the back burner F and is liberated at the needle tip G. After leaving the needle tip, gas passes through the air chamber H and is burned as it passes through gauge D.

Single Burner, 700
c. p.; double, 1,250.



Reliable Agents Wanted
in Every Locality.

Imperial Gas Lamp Co., 206 Kinzie St., Chicago, Ill.
SEND FOR CATALOGUE.



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

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



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.

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.

We make all styles of awnings for stores and residences. Send for prices and directions for measuring.

CHAS. A. COYE

11 and 9 Pearl Street

Grand Rapids, Michigan



If two-thirds of the five thousand employees of the U. S. Treasury Department should average a tardiness of ten minutes each day, it would mean an annual loss to the government of nearly twenty-seven years of service.

That is why the rules of the Department compel all employees to register their time of entering and leaving the building.

Systematic economy in small details makes great successes possible.

The daily savings of a National Cash Register may be small, but in the yearly aggregate they will amount to a considerable sum.

The testimony of thousands of merchants proves beyond the shadow of a doubt that a National Cash Register will soon pay for itself in money saved. Many successful business men claim that they owe their success to the machine by its stopping the little, but important leaks which they could not find without it. Let us tell you other reasons why you need a National Cash Register. Detach the coupon, fill it out and mail to us today.

A
Fine
Booklet
posted free

NATIONAL CASH
REGISTER CO.
DAYTON, OHIO.

GENTLEMEN: Please
send us printed matter,
prices and full informa-
tion as to why a merchant
should use a National Cash
Register, as per your "ad" in

MICHIGAN TRADESMAN.

Name _____

Mail address _____

NATIONAL CASH REGISTER CO.

Dayton, Ohio

"Not Cost Us One Cent"

It has brought about a system in our business that nothing else will do, and we consider that the register has not cost us one cent.

BROWN, SIMMONS & CO.

General Merchandise.

Function, Ark.



Only \$25 for this thoroughly practical detail-adding National Cash Register.

250 styles at higher prices.

Some styles of second-hand registers always in stock.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—A moderate amount of business has been done in ducks and brown osnaburgs and prices are steady. Bleached cottons show no change in the amount of business or prices in any grade, the market being in generally good shape and prices firm. Wide sheetings are well sold up and prices steady. Canton flannels and blankets are scarce and prices firm; a considerable more business would be accomplished in these if stocks could be found. Coarse colored cottons of all descriptions show the same condition that has existed for some time. A fair demand limited by the small quantity of goods obtainable keeps prices firm.

Prints and Gingham—The demand for regular lines of printed calicoes has been on a quiet basis for some time past. There is a steady and reasonable quantity of orders coming to hand, but buyers are doing little beyond filling in for immediate requirements, both of staples and fancies. Sellers control the market for indigo blues, mournings, reds and other staples and no stocks of size are to be found. Fancy calicoes receive an occasional reorder and they are in good condition. As a rule the market is quiet for printed dimities, organdies and other sheer fabrics and printed flannelettes are pretty well sold ahead. Woven patterned fabrics, both staples and fancies are firm.

Dress Goods—The developments of the week in connection with the new fall lines of dress goods have not been such as to clarify the situation to any substantial extent. The new lines have not yet been regularly opened, and it will be another week or more before the new lines will come out in earnest and with a show of completeness. Agents representing both domestic and foreign manufacturers have already garnered considerable business. The past week has witnessed the placing of a very fair volume of advance business, principally on staple fabrics. Such has been the business done by early buyers, prominent among whom are large Western jobbers, that certain well-known lines of staples are already in a well-sold position with a promise of an early covering of the entire production of a number of lines. The early buying has been done largely on such fabrics as venetians, broadcloths, sackings, tibets, chevots, etc. A question that is agitating the dress goods manufacturer to no small extent has relation to the status of fancy effects in heavyweights. That fancies are going to be a factor in the situation is generally admitted, but to what extent they will claim the buyer's support is a matter of uncertainty. There are those who refuse to believe that staple effects will fall below the proportion of business attracted by them in 1902 for fall and claim that the buyer has not been wholly satisfied with the manner in which the fancies bought last year have worked their way into consumption. The strong manner in which neat plaid effects, Scotch checks, French knot and mohair effects closed the last fall season is considered by certain sellers as holding out good promise for these and similar fabrics during the season just about to open. Whatever may prove to be the status of fancies, sellers look for careful, conservative buying operations on the part of their trade pending a demonstration of the attitude of the retail buyer thereto.

Underwear—The purchases of fleeced underwear since our last report have fallen off to some extent. Many buyers have bought all they needed, at least for the early part of the season, and are waiting further developments before increasing their lines. Perhaps if a weak spot could be found in the market where the agents were inclined to make concessions the jobbers would take advantage of it on speculative bases, but we fail to hear of any inducements in this direction recently. The cheaper lines are practically all sold up, but the higher grades have not yet reached that condition, as a rule, although they have secured enough business to place them well beyond the worrying condition. When the conditions of stocks and purchases are compared with the conditions that existed a year ago now and the developments that followed, there seems to be no need of worrying over the fleeced goods situation. There is positively no need of cutting prices for the prospects of this as well as other departments of the knit goods market were never better than to-day.

Hosiery—The last week has seen the receipt of good orders for hosiery that have been increasing and promise to increase during the balance of this week. Here, as in the underwear sections, buyers stated that they would come to town, and while quite a fair business has been accomplished on the road, it is expected that even more will be done in the city than usual. Salesmen report in many cases that their trips were more successful than for last fall, yet the buyers informed them that they are coming to town to make many of their purchases. There is some anxiety on the part of buyers to get their orders in early and avoid possible delay and confusion, such as existed in previous seasons.

Carpets—The carpet trade continues in excellent condition. Manufacturers, in general, are well sold up for weeks to come on all lines. What new business is coming in comes under the head of duplicates. The orders that are placed are where the wholesalers find that they are short on certain lines. The bulk of the season's business has already been placed and will keep the mills running generally until it becomes time to think of fall lines. The large Eastern mills have taken about all they can handle, and, in fact, have been in that position for some time. Even although their production has been pretty much sold up, they have in some cases given out the fact that an advance ranging from 2 to 5c per yard will go into effect at once. They do not expect much business at these rates and could not take such even if they desired to. This advance is quite usual at this season of the year and is done more for the purpose of affecting values next season than for the reason that conditions necessitate it.

Rugs—Rug weavers generally are exceedingly busy and bid fair to be so for many weeks to come, on both cheap and high-priced rugs. The large carpet-sized rugs in Wiltons, Axminsters and Brussels are in big request and some makers report that they have sufficient business in these alone to keep all hands busy. In Smyrnas there is a good business doing in the smaller rugs.

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

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

Ladies' Muslin Underwear



We now carry in stock a complete line of Ladies' Muslin Drawers, Muslin Corset Covers and Muslin Night Robes. We would advise you to carry a line of these goods, as the demand is growing stronger every day for ready made garments. Write for sample line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

Clothing

Prevailing Styles in Clothing at Chicago and New York.
Chicago.

Ready-to-wear evening clothes are growing in favor. Time was when a "hand-me-down" dress-suit was regarded with silent contempt. One who would buy such an article was looked upon as a trifle off color, that is, if he allowed the awful truth to leak out. Established custom shuddered at the very thought. Strange to say, however, the practice of renting a dress suit for an evening, although the subject of some interchange of pleasantries, was not regarded as an unpardonable crime. The idea became prevalent that a lucky possessor of such a dress suit was a legitimate prey for all others of his stature among his circle of acquaintances. The idea still prevails.

Chicago clothiers, for whom the sale of dress clothes is more of a side issue than an established business, are so much encouraged with the increase in sales of these garments, that more attention will be paid to them this year than before. Indeed, one store, at least, that has been the Mecca for men who strut about in artificial plumage at the rate of \$3 per night, has decided to go out of the business of renting dress suits. This concern believes it can sell more of them by so doing. While the bulk of business in that line is comparatively small, it has grown to such an extent that it seems to warrant special pushing.

The ready-to wear suit business benefits alike the producer and the consumer. At least this is the argument. The garments are turned out during comparatively dull seasons in trade, and in them is a good margin of profit for both the maker and the dealer. A ready-to-wear outfit will sell from \$35 to \$50 and the dealers say they can not be reproduced by the tailors for one-third more at the inside. There is where the consumer saves.

Those who handle the garments say the made-up dress suit is fitted in a very few minutes with such a degree of perfection that it can not be distinguished from the custom-made garment. What more can be desired? asks the merchant. The "spike-tail" has the bulk of Chicago sales in its favor, but the Tuxedo, or dinner coat, is a very good seller. Dealers say the purchase of the former is almost invariably followed by the sale of the latter. In fact, the increased sale of the dress suit, the making of which until recently was regarded as the one unquestioned prerogative of the custom tailor, is but one phase of the increased popularity of ready-to-wear clothing. The reported increase in the clothing trade may be explained to some degree by the general prosperous trade conditions. But the increased sale of high-priced clothing is an indication that the ready-to-wear dealers are making inroads into the business of the custom tailors.

More Chicago business men patronized the retail clothiers this season than ever before. These men, advised by friends, caught by the advertisements and determined to give the thing a trial, or however they may have been attracted, bought the ready-made garments and found them satisfactory. The average business man, once suited, is held as a customer, for business clothes at least. In overcoats more than suits, perhaps, this tendency is noticeable. It is not quite so difficult to fit a man with an overcoat as with a suit, and the

garment may be purchased from the clothier for one-third less. Given this proposition and the business man becomes a customer.

Chicago men have taken kindly to a Pongee silk muffler in white. The neck scarf is about a yard long and folds handily without the bulky appearance of the heavier materials. A muffler of this kind may be washed, and two of them furnish a working outfit.

New York.

Whatever the future trend of fashion may be in men's wear, a change, no matter how slight, will undoubtedly receive a cordial welcome, providing it indicates a break-away from the predominating funereal black which characterizes men's dress at present. In casting about among the best dressed for just a ray of color I learn from the leading custom shops that there is a most decided tendency to subdued, unobtrusive splashes of color in the clothing.

Browns have first place in the estimation of those who should know a thing or two about the direction of gentlemen's choice. Browns are certainly making a bid for recognition, and just a glimmer of hope in this direction is observable on the streets of New York. There are not so many brown overcoats as there are fabrics containing a tasteful mixture of the color, varying in shade from the golden to the dark seal. In suitings, these mixtures are rich and natty. They are the conversions of American mills as a knickerbocker adaptation of the heathery Scotch mixtures, at present so popular abroad.

In London there is a great deal of talk about the coming in of browns again, and here in New York we are just receiving an intimation of its probability.

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

Write for a Sample



Six Hangers and Closet Bar.



Showing Pants Only in Position.

That is easy and costs you nothing. Then judge for yourself.

The Peerless Combination Suit Hanger

holds the whole suit on one hanger; holds it right.

The Peerless Improved Closet Bar

holds six suits, each independent of the rest. We have sold thousands in the last few months. Sold in sets in paper boxes or in bulk by the dozen. Attractive advertising matter furnished. Sample free to dealers. Write to-day.

Hincher Mfg. Co., Burr Oak, Mich.

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 Alpaca, 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.

There is one thing certain about the tendency, however, and it is that brown has received more attention than usual in the new fabrics designed by American mills for the new year.

For the coming spring season, greys are said to be in the lead. White and black and its commixtures certainly would be the logical successors of black. In new goods greys predominate in unfinished worsteds, homespun and double-and-twist novelties. These spring clothes in natty greys are sedate enough for the most conservative individual.

With a view to forecasting the acceptableness of greys, leading clothiers introduced suits made up of the newest types of mixtures. They were put before their best customers to ascertain how well they would take, and the change met with such a welcome reception that naturally a very good opinion of grey is entertained for spring.

As indicating a style departure from these combinations of color—if white and black can properly be called colors—white and brown, with just a dash of color, was brought out at the same time, and for the new season we are going to have an attractive variety of double-and-twist and single-twist yarn fancies in fabrics on the knickerbocker and homespun order of fabrics.

The new design of sack coat will be less military in cut than formerly, more graceful in its proportions, to my way of thinking, and by far a more sightly garment for young men as well as those advanced in years. The coat collar will be narrow in width, as in the present style of cut, with small lapels, concave shoulders, square set but only lightly padded, just sufficient to give a graceful poise to the set of the garment on the wearer.

Vests will be cut high with small lapels. Trousers have lost their baggy, peg-top effect and fit more snugly about the hips and are shaped to conform to the anatomical proportions of the leg, medium in width to just below the calf and from there narrowing to the bottom.

Just how much grey is going to come into fashion may be judged by the fact that it predominates largely in other lines of men's wear. In shirts, grey grounds with black and also color stripes have already been taken to very gratefully by swagger young men as a decided change from white grounds. The new grey percales are very neat, although dark. Grey is also a dominant color in madras shirts, the grounds being in solid grey, the shades varying in strength from light to dark, and are enhanced by corded stripes and woven figures in light tones.

Grey in neckwear is a feature of the season before us. Efforts have been made to push heliotrope as a color change from prevailing vogue, but with somewhat indifferent success. Grey is consequently the most promising, for the reason that it admits of a great variety of treatment and combinations in patterning.

Last, although by no means the least, we are to have grey hosiery. Black still holds full sway, and the tans or leather shades will be of secondary importance, but greys are very much in evidence in half-hose, and their catchiness may be instrumental in making them the vogue. —Apparel Gazette.

The deep thinking and optimistic minds of the present, from out their glowing eyes, look up the pathway of evolution into a moneyless civilization, where there will be a better medium of exchange than lifeless gold and perishable paper.

Recent Business Changes in Indiana.

Evansville—Conrad Mueller has sold his grocery stock to John Mubbauer. Ft. Wayne—J. R. Heinrich has taken a partner in his drug business under the style of Heinrich & Fuelling.

Ft. Wayne—Chas. Kratsch has retired from the clothing and furnishing goods business of Kratsch Bros.

Indianapolis—Wm. H. Fox has purchased the interest of his partner in the grocery business of Fox & Steele.

Kokomo—Botorff & Duncan, grocers, have dissolved partnership. The business is continued by Chas. Duncan.

La Porte—John S. Minich has purchased the interest of his partner in the boot and shoe and grocery business of Minich & Mohr.

La Porte—Peterson & Son succeed Peterson & Lonn in the clothing and tailoring business.

Scottsburg—Everett Bros., general merchandise dealers, have dissolved partnership. The business is continued under the style of T. H. Everett & Son.

Shelbyville—Abraham Miller has discontinued the clothing business.

Attica—E. H. Marlott, grocer and meat dealer, has filed a petition in bankruptcy.

Evansville—H. E. Straub, dealer in hardware, has filed a petition in bankruptcy.

Shelbyville—Toner & Comstock have not discontinued their implement business, as stated last week.

The Way With Boys.

Farmer Korntop—Yes, I sot my boy to sawin' some wood to-day.

Farmer Medders—I'll send my boy over to help him ef ye want.

Farmer Korntop—No, don't ye. I want the job done in a hurry.

All of our garments are made to order and contain the United Garment Workers' "Made to Measure" label. We do not handle any ready made clothing.

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We guarantee perfect cut, style and fit, also that our garments will give perfect satisfaction in every respect and will build up an increasing and lasting trade for our agents.

We send sample outfits, express prepaid, to merchants and corporations running commissaries. If you want the best that's going write for our line and please mention this paper.

Now is the time to send in your application for our Spring Line

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.

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143 Jefferson Ave.

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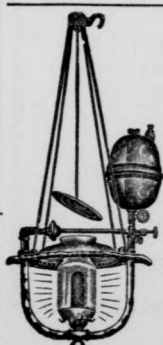


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Less Than 15 Cents a Month

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Shoplifting in the Clothing Store.

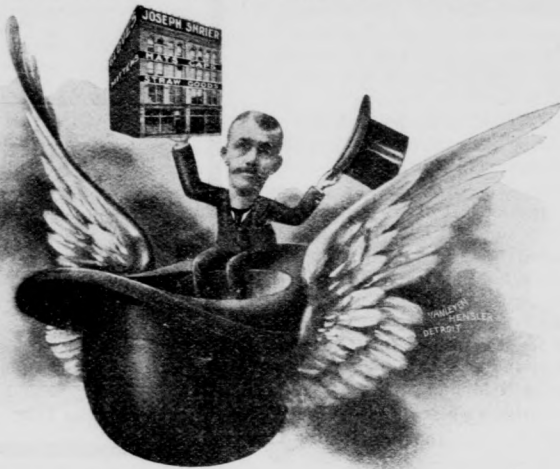
The article on this subject published a short time ago has elicited many reminiscences from men in the trade. In one New York town a storekeeper caught six shoplifters operating in his store during one week. One party, a woman, took a shirt valued at twenty-five cents and it cost fifty dollars to make a test case. The woman pleaded not guilty, although caught with the goods on her. One jury disagreed, but a second jury found her guilty. In another store in the same town five persons were caught in one day.

In the clothing department in one of the well-known metropolitan stores few people notice a well-dressed, retiring individual who stands idly about the rear of the department near the elevator. It is his business to see that no overcoats or suits travel down that way surreptitiously. It was so very easy for people to drift through the stock and drift into the elevator after having had clothing drift into their arms or on their backs in a mysterious manner that it was decided to do something to impede further progress of that nature.

A well-known man in silk hat and of a most distinguished bearing went into a large clothing store lately and requested to see an overcoat. After looking at some coats the clerk was obliged to turn around and leave him for a minute to wait on another customer. The man sauntered along to a pile of fine trousers and slipped a couple of pairs under his coat. It happened that the clerk by accident glanced in the mirror just as the theft was committed. He was so astonished that he could not believe his eyes, but as the man started to walk out he hurried back to him, noticing that two pairs of trousers were missing from the pile and that the man was somewhat more corpulent than when he came in. The manager was quietly summoned and the man was induced to walk to the back of the store. He blustered and threatened a suit for damages but finally allowed the trousers to be pulled from his clothing. Then he pleaded and begged to be allowed to go without arrest. Finally the manager of the store permitted him to depart after paying for the trousers, as he did not wish to incur the expense of prosecution.

But the worst form of shoplifting with which the merchant is obliged to contend is that of his own clerks. A clothier wondered where his goods were going to. Every week two or three pairs of trousers, an overcoat, or a suit were missing. It was utterly impossible to locate the means of loss. Finally the thing was revealed by accident. A new errand boy was sent out with a bundle of goods and took by accident instead a dress suit case that one of the clerks of the store used every few days to bring down some of his clothing for pressing in the busheling room—a privilege extended to the clerks by the house. The man at the door recognized the case at a glance, and playfully gave it a kick as he told the boy of the mistake he had made. To the surprise of every one the case, having a broken lock, opened up under the kick and dropped two new pairs of trousers on the floor. Explanations were in order. The clerk owning the case made a clean breast of his offenses and several hundred dollars' worth of clothing was recovered. It had been for so long a time the custom of the clerks to come in and out with packages that no one had seemed to think of the possibility of thefts being committed in that way. This little incident from real life illustrates the inducements to theft put in the way of clerks by a shiftless system of store management. Some men are led astray by the opportunities placed in their way and, although a man without enough moral fiber to resist temptation is pretty sure to fall sooner or later, it is a store manager's business to see that he has no direct temptations to steal.

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61 FILER STREET Telephone 143 MANISTEE, MICH.

A CLEAN SWEEP.

One of the Most Important Functions in the Store.

It is an adage of domestic currency that a woman with a dust cap and broom will rout the stoutest nerved man on earth. It is not so much the woman as it is the dust and turmoil she spreads like a cyclone.

At least, untrained ones do, and masculine broom wielders are no better. Any man who knows the average routine of office "cleaning" knows that the whole object of the janitor or janitress is apparently to get the dust off the floor, where it would not hurt anything, and to deposit it in an even layer over and in desks, tables, chairs, his office coat, etc. In the down town part of a city, where a thousand smoking chimneys are scattering soot and ashes, and a thousand horses are kicking up the street accumulations, the deposits of dust are something astonishing.

Even in smaller towns, the ordinary store accumulates a vast quantity, that will damage almost any kind of stock if not fought continually. You can not keep it out. The problem is to get it off the floor and out of the building, without having it settle on the goods. The following gives some useful hints:

Dampness in some form must be brought into play to keep the dust down. How shall this be done? The old-fashioned way is to sprinkle water on the floor. It is thrown about from a cup or a sponge, or distributed with a garden sprinkling pot. A very expert person might succeed with the pot in spreading the water quite evenly over the floor without making any very deep pools anywhere, but the average person does not.

Pools produce mud, which sweeping can not remove, and which, drying, becomes dust again. It is, in fact, almost impossible to dampen the floor by sprinkling so as to prevent raising dust without also making mud. This crude method, then, should never be used in any shop.

The material now often used is wet sawdust, but this is not always judiciously applied. Many cover the whole floor with a sprinkling of it. Part of it becomes dry before it is reached, while the whole forms an unwieldy mass to sweep and it is a waste of material. The better plan is to deposit a considerable quantity, well saturated and partially squeezed out, at the point or points in the shop where sweeping is to begin.

This mass should then be swept along like a regiment in line of battle, covering in its path every part of the floor. It will absorb the dust and carry it along, leaving the floor clean. If the shop or the different portions so swept are quite long it may be necessary to reinforce the moving mass once, or even twice, on the way, but the addition should be made (like the original deposit) in a lump at one point and not scattered or strewn over the whole floor. This method produces the cleanest floor and raises the least dust of all ways known to us.

A word about using the broom. It seems to be natural for a boy to push the broom in front of him, thus flinging the dust up into the air. We never saw a boy who had not been taught better who did not do this way. Now, if a broom is used for this purpose it should be drawn and not pushed, the handle of the utensil being pointed ahead and the broom part following. This makes cleaner sweeping, raises less dust and

does not destroy the broom. Of course, a bristle brush makes cleaner work than a bass broom. It is sometimes called a "hair broom."

It is needless to say that a rough floor can never be swept clean, and is expensive in its consumption of time, energy and brooms. If a landlord will not provide a smooth floor the tenant would best do it himself; it will be economical in the long run. Flooring boards should be of hardwood and sawed "boom-grain" up. So cut, they can not splinter and become rough or uneven.

Sweeping is one of the most important functions in the store. It is done every day or oftener, and should be performed under the best conditions possible. Dust is destruction to goods and losses thus entailed can and must be kept down.

Remember that a feather duster disperses, but does not remove the dust from the shop.

Overheard in a Gun Store.

Desperate-Looking Party—I want to buy a revolver.

Dealer—Yes, sir, here's the three latest styles; this plain, substantial arm is much used for self-defense; this silver-mounted one with pearl handle is used for shooting sweethearts, and this cheap, common affair is usually used to shoot wives. It is very popular just now.

Wise is the baldheaded individual who fully realizes that hair will never again grow on his cranium.



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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.

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One of the Choicest of Flaked Foods

Manufactured by a prosperous company; now in its second year. We could sell three carloads a day if we could make them. We must have additional buildings and offer a limited amount of treasury stock for this purpose. No uncertainty, no new undeveloped proposition; but a prosperous institution, running night and day. Come and look us over or write to us for terms.

NATIONAL PURE FOOD CO., LTD.
187 Canal Street
Grand Rapids, Michigan

Shoes and Rubbers

The Tragic Love Story of Mr. Augustus Sniper.

Augustus Sniper stood in his second-floor back bedroom surveying himself in a small looking glass. He was arrayed for conquest and contemplated himself with a smile of complacency.

His necktie was most correct, his coat was a marvel of tailoring, although somewhat aggressively new, as was also the rest of his attire down to his crimson socks, but here the newness suddenly ceased, for on his feet were a pair of the most disreputable old boots which have ever been worn since boots were invented.

That they had once been patent leather was apparent, but of their former elegance, their white stitching and pristine brilliancy, there was no sign. They had been patched, sewed, blacked, inked, scratched, battered, trodden down at the heels and kicked out at the toes to such a degree that a costermonger would have refused to convert them into a "flower for the dinner table," even accompanied by a shilling, when they had reached half the state of dilapidation in which Mr. Sniper wore them.

And why did he wear them? Among his friends his boots were a constant source of "envy, hatred and malice;" his toes were the most pointed, his fit the most perfect, his leather the most shiny and his fashion the newest. His lady friends talked of them, and one of them had even been known to refuse a man because "his boots were not to be mentioned in the same breath with Mr. Sniper's, and she had once seen him wear one that was patched."

But then no one ever saw him in the boots he wore in the privacy of his bedroom. Such toes as he showed to an admiring world were not compatible with the broad foot he unquestionably possessed, and the agony they made him suffer was only to be allayed by wearing those comfortable old friends in his moments of retirement from the stage of suburban society where he played no unimportant part in his own estimation. Having surveyed himself carefully, beginning at the top and only lamenting that the new fashion in ties precluded him from wearing a stick-pin, his glance at last rested on his crimson silk socks and the boots. As he eyed the latter he gave a chuckle and looked with pride toward a pair of irreproachable "patents" which stood on his chest of drawers in a state of immaculate brightness and glasslike hardness.

"It wouldn't do to forget to change them," he said, with a grin; "by Jove, what would the dear Katie say? Why, my chances would be clean gone directly. It was only the other day I heard her say to Jack McDonald that she thought a man who did not wear patent leathers was not fit to be spoken to, and a patch was perfectly inadmissible in a lady's drawingroom. And if she was to see these! Oh, it makes me all of a flutter to think of it. Now, I must be cool. What shall I do to calm myself? I know, I will read that book she lent me; it will do to open the conversation with." So he sat down in his easiest chair and began to read.

The book, however, was very exciting, and he never noticed the time until the clock struck four, the hour he should have been at his adored one's house. So, with an exclamation which one couldn't exactly say to a Sunday school class without having difficulties

with the superintendent, he hastily glanced at himself in the glass, picked up his carefully brushed hat and hurriedly left the house. Fortunately his destination, the house of Dr. Gunn, was not far off, and in six minutes he was standing on the doorstep waiting for the door to be opened that he might be ushered into the presence of his Katie, to whom he meant that very afternoon to offer his hand, his heart and—his boots.

He heard the welcome footsteps of the housemaid and his heart was beating high with expectation when, looking downward, he saw he had forgotten to change his boots.

There was no time to retreat, already the door was open and before he could collect his thoughts he found himself in the drawing room in the presence of his divinity and several other visitors of both sexes.

"Oh, I am so glad you have come, Mr. Sniper," said Katie, a pretty girl with sparkling dark eyes and a neat figure, as she hurried to meet him at the door. Then she lowered her voice to say: "Such a nuisance those people coming."

"Er—er—not at all—er—I assure you—I—" he stammered convulsively, too much unnerved by the discovery of the state of his feet to have the slightest idea of what she was saying, beyond a vague idea that she was apologizing for something.

So Augustus was left stranded by the door where he had entered, too much overcome by the paralyzing fear that someone would look at him and discover those boots to heed Katie's anger or to be aware in what way he had offended her.

However, he dared not remain in the open space and seeing an ottoman he determined to reach it or perish in the attempt. Happily it was near Mrs. Gunn, which afforded him excuse to go to it. Where he stood he felt as though he was on the edge of some fearful precipice, any moment some one might



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No. 236. Men's Boarded Calf, Heavy $\frac{1}{4}$ D. S., Brass Stand, Screw, French, Bals. \$1 50
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Each pair with a guarantee tag attached

The Rodgers Shoe Company, Toledo, Ohio
FACTORY, NORTHVILLE, MICH.

look around; there was nothing for it but a rush. He rushed. Happily he was able to pull himself up in time and avoid tumbling over Mrs. Gunn.

"How do you do my dear Mrs. Gunn?" he gasped shaking hands with her violently hoping thereby to draw her attention from the eccentric manner in which he had crossed the room.

"How do you do?" she answered coldly adding to herself "If it were not so early in the day I should say that man had been drinking. I hope he has no vicious habits. He comes here very often. I must drop a hint to Katie."

Here the conversation languished. Augustus remained wrapt in his own thoughts which were far from pleasant. At last he decided he would outstay every one, propose to Katie and then if accepted he would be asked to dinner and would make his escape under cover of the night but if refused, well it would not much matter then whether she saw the boots or not. He was suddenly aroused from these reflections by hearing Mrs. Gunn say: "Won't you sit down, Mr. Sniper?"

And awakening to the fact that he had been standing all the time in silence he seated himself on the ottoman. But he had put himself in the worst place in the room viz. next to the tea table. Presently Mrs. Gunn again spoke: "Ah, here is the tea. May I trouble you Mr. Sniper to take this cup of tea to Miss Neville? She is at the other side of the room near the window."

There was nothing for it but to go, so with a cup in one hand and a plate of cake in the other he started on his perilous journey. Behind the sofa around a fat old lady between a lady and gentleman in the midst of a flirtation, occasionally darting in a zigzag course from the edge of a curtain to a footstool and back again to the vast outlying flanges of some old dowager gingerly skirting the groups of laughing, chattering girls, he made his erratic way, taking advantage of every corner with the care of a Boer, and at last reached the farther end of the room, where sat Miss Neville in the bow window.

"At last," he said to himself, as he handed her the cake. "I have done it, but I would not go through that again for \$5,000." And he sat down beside Maggie Neville, determined nothing should move him from his haven.

"What a cosy place you have over here. I thought so directly I came in, so I got Mrs. Gunn to let me bring you your tea and come over here for a talk."

"Did you? I watched you crossing the

room, but I could not tell where you were going."

He turned warm at the bare idea of his being watched. Had she seen the boots?

"Did you—er—did you notice anything—er—peculiar about me?" he stammered.

"No," she said, wonderingly, "except perhaps your manner of walking. You did not look as if you were trying to get here."

"Oh, that is nothing—I often—er—do that. It is a way I have."

"Indeed."

This was not encouraging. Anything to turn the subject, so he rushed on: "But I assure you, Miss Neville, now I am here, I could wish for no greater happiness than to remain here forever. At least, that is to say, until you go away."

This was perfectly true.

"I will leave a little margin for your politeness, Mr. Sniper, and will not consider you bound by that," she said with a laugh, and then added dryly, "What would the others—what would Katie say if you sat here all the afternoon?"

"I do not care what they say. My present position is the only one to give me happiness. I would not exchange it for a throne," he said with fervor.

He was getting desperate. Anything to keep her attention from his boots, and all these speeches which she took to mean a sudden desire to get up a flirtation were no empty compliments, but terribly true expressions of his painful position.

Meanwhile Katie was watching him with great wrath. What did he mean by this behavior? She was not going to stand such treatment. He had not once looked at her, and now to see him flirting with that minx Maggie Neville was more than flesh and blood could put up with.

"Here is your tea," said young McDonald at this moment. "Can I bring you anything to eat, Miss Gunn?"

"Yes, please; I should like some cake," she answered, fixing Augustus, who still held the plate of cake, with her eye.

"Where the dickens can it have gone to?" he muttered some minutes later, after hunting high and low. "Well, I'm blessed if there isn't Sniper hugging it on his knee; I will go and interrupt him."

And he went in Sniper's direction. Poor Augustus saw him coming and moved a little closer to Miss Neville, hiding his feet under the edge of her gown, little thinking all this was per-

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Send us your
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28 and 30 South Ionia Street

ceived by Katie. "The wretch," she said to herself, and when Jack McDonald returned she flirted desperately with him, keeping one eye on Augustus, however. "Well, Mr. Sniper," said Miss Neville in answer to one of his pretty speeches; "since you say your pleasure is in serving me, will you be so kind as to bring me another cup of tea?"

Poor Augustus!

"Of course my greatest pleasure is to serve you, Miss Neville, but—er—when that service—er—necessitates my leaving you—er—being deprived of your society, I can not fly to accomplish your wish as I would otherwise do—" He had the cup in hand and was balancing it idiotically as he stammeringly sought an excuse for remaining where he was.

Just at this critical moment a friend passed at about the distance of a yard and a half. Here was his chance.

"Thomson," he said, reaching over to touch him and nearly overbalancing as he did so, "Miss Neville says, will you get her a cup of tea, please?"

Thomson, who had long worshipped Maggie Neville, flew off with alacrity on his errand.

"Really, Mr. Sniper, this is going too far," said Miss Neville in an offended tone; "if you did not wish to get my tea I would not have you do it for worlds, but I think you need not put speeches into my mouth."

"My dear Miss Neville—not wish to get your tea? I assure you—I—" And then a happy idea struck him. "The thing was, I knew that fellow wanted to come and join us—and—I—er—I—did not want him. See?"

Just then Thomson returned, carefully steering his way across the room with the desired cup of tea.

"Thank you, Mr. Thomson," she said with a gracious smile, "it is lucky you have come, as Mr. Sniper has declared he can no longer keep away from Miss Gunn, and I shall be left all alone."

Poor Augustus!

Thomson beamed, and there was nothing for it but for him to rise and give up his seat and make his way to Katie.

"Oh, that I had skirts!" he groaned. "Why was I not born a woman?"

By this time many of the guests had departed, and to cross the room was a matter of still greater difficulty than before. However, by making darts, when no one was looking, from cover to cover, he at length managed to place himself behind his beloved Katie's chair. She, however, took no notice of him, but continued chatting gaily with Jack McDonald. So there he stood (sitting was out of the question) in silence until the last guest had departed, and when Katie returned from bidding them good-bye at the door, he advanced and said: "I am so glad all those bores are gone."

"You have the advantage of me there," she said, haughtily.

He ignored this remark and continued:

"I have been waiting to speak to you all the afternoon, Miss Gunn—Katie—you know what I have come for—I want to tell you—"

"Please tell me nothing, Mr. Sniper. After your disgraceful behavior this afternoon nothing you can say will have any interest for me."

"But, Katie, listen to me—you know I love you, have always loved you from the first time I saw you, and I thought you did not dislike me."

"Sir, you force me to speak more plainly. In short, your language to me

in the state you are in, after your outrageous flirtation, is nothing short of an insult. A gentleman does not come to ask a lady to be his wife and begin by flirting with some one else, nor does he expect to be received in respectable houses when he can not even walk straight, nor does he," as her glance traveled downward, "come to pay suit in such boots."

Augustus fled. Poor Augustus!—Boston Journal.

Shoe Dealer Solved the Fuel Problem.

Coal has become such a precious article that one man in this city has found it to his advantage to heat his store with old shoes. Rufe Williams has been collecting old shoes for the last ten years and he has six wagonloads of them in his cellar. He kept collecting them, for he thought he would have use for them sometime. Many customers who come into shoe stores leave their old shoes and wear away their new ones. That is the way Mr. Williams got his shoes.

When cold weather came this month the natural gas supply went down so low in the shoe store that Mr. Williams began to cast about to see what he could do for more heat. He investigated the price of coal and found it pretty high. Then an idea struck him. He remembered his visit to a shoe factory where the immense building was entirely heated by scraps of leather from the shoes. He thought of his pile of old shoes in the cellar of his store and the fuel problem was solved.

The store is now very comfortable as far as the atmosphere is concerned. The shoes make an intense heat and there are enough of them to last the rest of the winter. Whenever it gets pretty cold in the room Mr. Williams opens the stove door and throws in a pair of cowhide boots. When only a small fire is needed he searches around in the box of shoes which he has brought up for the day and finds a pair of Cinderella slippers which have graced the small feet of some fair lady and throws them into the fire. He uses baby shoes in the morning when he wants to kindle the fire and then throws on overshoes to make it burn lively.

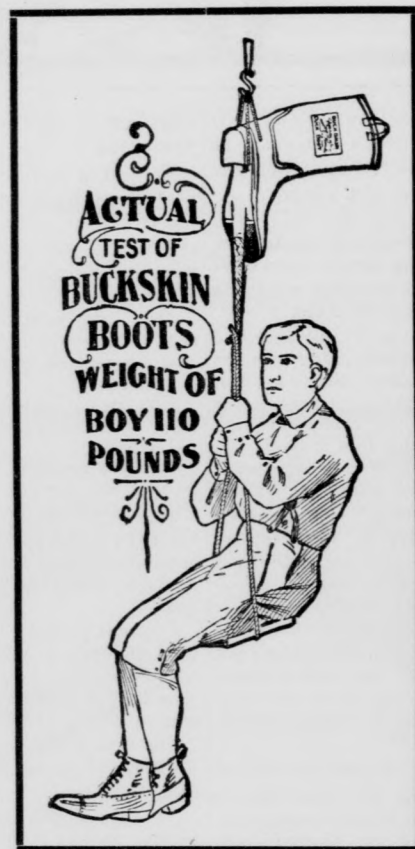
Mr. Williams says that if there is not too much cold weather he might be able to retail a few loads of old shoes to consumers at a few cents cheaper than coal costs per ton.—Anderson, Ind., Herald.

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.

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

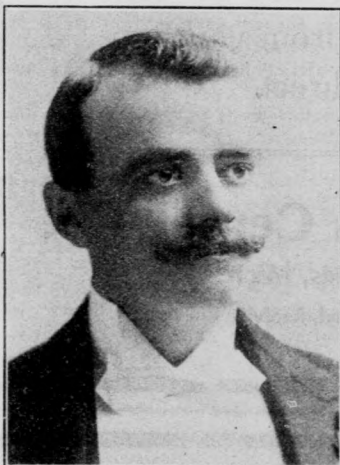
Grand Rapids, Mich.

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

SUCCESSFUL SALESMEN.

S. E. Barrett, Representing the Lacey Shoe Co.

Stephen Elden Barrett was born at Poughkeepsie, N. Y., March 17, 1864. His grandfather on his father's side was English. His grandmother on his father's side was Scotch. His grandmother on his mother's side was an own cousin of ex-Governor Wm. H. Seward, of New York who was Lincoln's great Secretary of State. When 2 years old his parents removed to Oswego, N. Y., where they remained until he was 16 years old, when they moved back to Poughkeepsie, and he pursued a commercial course at the Eastman Business College. He and his father then embarked in the livery business, which they continued four years, when he went to New York City and entered the employ of H. W. Shotwell & Co., wholesale grain and hay dealers, as city salesman. Two years later he left this position and accompanied his family



to Binghampton, where he and his father engaged in the meat business under the style of Barrett & Son. Four years later he entered upon a career as traveling salesman, representing the G. E. S. S. Medicine Co., of Elmira, N. Y., in Northern Pennsylvania. He not only called on the trade, but sampled the towns, contracted for advertising and wrote the advertisements. Three years later he engaged to travel for J. Richardson & Co., shoe manufacturers of Elmira, with whom he remained six years, covering Northern Pennsylvania and Western Michigan regularly, besides jumping to other fields at intervals. He then engaged to travel for the Pontiac Knitting Co., covering the trade of Southern Michigan and the Upper Peninsula with the regularity of clockwork for three years. On account of the change in the policy of the Pontiac company in placing its goods exclusively in the hands of jobbers, Mr. Barrett looked around for a new connection, and was gratified over receiving propositions from four houses. He finally decided to accept the offer received from the newly-organized Lacey Shoe Co., of Caro, to represent that house on the road, covering Southern Michigan and Northern Minnesota four times a year. In getting out the initial line of goods, he has been able to assist Manager Lacey very materially in point of style, design and workmanship, on account of the intimate knowledge of the business he acquired during the six years he was employed by Richardson & Co.

Mr. Barrett was married six years ago

to Miss Carrie Clark, of Clarkston, where they reside in their own home. His aged parents—he was an only child—reside in a beautiful home at Woodmere Heights, in the Catskills.

Besides being a member of the Michigan Knights of the Grip, Mr. Barrett is not a member of any fraternal association or secret society, having never aspired to being a "jiner."

Mr. Barrett has two hobbies—a good horse and a disposition to cut up a shoe to see what it is made of. He has become so expert in diagnosing shoes from their appearance that he can nearly always tell what is to be found in the shoe before it is dissected. He has not been without a good horse for many years, and during this time he has owned several animals which have achieved something more than a local reputation as roadsters.

Mr. Barrett attributes his success to his knowledge of the shoe business and to the fact that he never abuses the confidence of a customer. In common with traveling men generally, he has numerous opportunities to crowd goods on his customers, but he has made it an invariable rule never to force sales which are likely to react on him or induce his customers to purchase lines which are not adapted to their communities. This policy, persistently and consistently maintained at all times and under all circumstances, has enabled him to make and retain friends wherever he has traveled.

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

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

**Perfection Lighting
Company**

17 S. Division St., Grand Rapids

DEALER IN

**General
Lighting
Supplies**

AGENT FOR

Perfection Lighting System

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.

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.



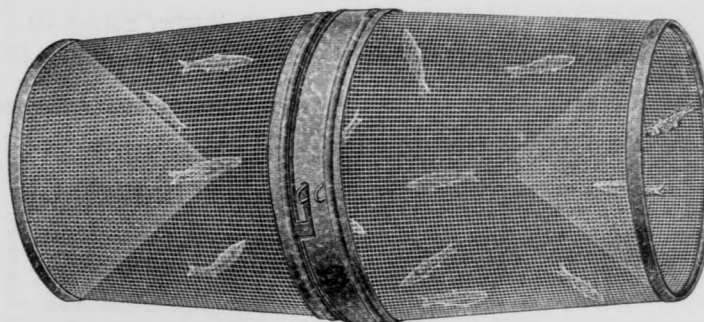
Spring Rubbers

Three Grades

GOLD SEALS THE BEST

Goodyear Rubber Company
Milwaukee, Wis.

"Sure Catch" Minnow Trap



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

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

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

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

Woman's World

Things to Be Avoided If Popularity Is Desired.

A school girl writes to me complaining that she is not popular and asking for some magic whereby she may win the affection of her mates. "I have no difficulty in making friends," she says, "but I can not keep them. Girls seem to like me at first, but in a little time I have the pain and mortification of seeing regard turn into indifference, then into coldness and neglect, and realize that another friendship has slipped from my grasp. What shall I do to make myself popular?"

It is a hard question to answer, little sister. To a degree kissing must always go by favor, and there will be certain women who, by no conscious effort, draw all hearts to them as irresistibly as sunflowers turn to the sun. It is something—nothing—a trick of manner or voice or speech or smile that attracts us, but nonetheless they go through a world where every eye brightens at their approach and every hand waves a welcome.

To have this power by nature is the gift of the gods, but if it has been denied you, there is comfort in the thought that it can be acquired by art. It is one of our mistakes to always speak of love as if it were an orchid that grew only under tropical conditions, amid the jungles of passion; whereas, it is a thoroughly acclimated domestic plant that flourishes in any kitchen garden if properly cultivated.

It is always easier to win love than it is to keep it. Anyone can charm for an hour or a day, but the real test of one's attractiveness and likeability comes when affection must stand the wear and tear of everyday use and the disillusionment of close companionship. This is the reason that so many people whom we like at first fail to wear well, and why, year by year, we find ourselves with a constantly narrowing circle of those in whom we take any real heart interest. It is one of the tragedies of life that we start out in youth with an army of friends, but one by one they drop away, until we are fortunate when we come to the last stage of the journey to find one faithful hand still clasping ours and one single comrade of all who started out so loyally with us still keeping step with us.

This is pathetic, but it is also self-preservation. With intelligent people, friendship becomes a process of elimination, and as we go along we rid ourselves of the unfit, just as we throw away a garment when it begins to chafe and bind.

It is a hard saying, but worthy of all acceptance, that those who have no friends do not deserve them. We all like to think, when we are neglected, that it is because we are not understood, and we console ourselves by reflecting what a good thing people are missing when they miss us, but the solemn truth is that our fellow creatures generally appraise us at our real face value and we get all to which we are entitled.

It is, therefore, up to you, little sister, if you can not keep the love you win, to resolve yourself into an investigating committee and ascertain what it is in your own nature that drives friends away. For be sure of this, that all the world is hungering and thirsting for love and sympathy and comradeship, and everyone you meet is waiting, trembling and eager to see if you can give them

the grip and password. There are, however, faults that are as antagonistic to friendship as an acid is to a sweet. What are yours?

Are you egotistical? The reason there is so little friendship in the world is because it has been talked to death. Most people's idea of a friend is one whom they are privileged to bore. Some small remnant of decency prevents them from afflicting the chance stranger whom they meet with a dull monologue upon their personal affairs, but they show no such mercy to their friends. If they have troubles they come and dump the whole burden of them down upon their friends. If they have success they hold their friends as unwilling auditors while they blow their own horns and brag about what wonders they are.

Friendship presupposes that another person is interested in your private affairs, but it is a narrow margin on which to trade, and most of us are always overdrawn our account. We care to know that our friends are well and prospering and we sympathize with them in their troubles, but we are self-centered creatures, and the thing of genuine heart importance to every one of us is what we are doing ourselves. If you want to bore people, talk about yourself. If you want to fascinate them, listen while they talk about themselves. This is the one rule in the world to which there is no exception. You often hear people say that when they lost their money they lost their friends. The real reason is that they became such nuisances bawling their loss of fortune that their friends fled from them to avoid having to listen over and over again to their tale of woe. Talk about yourself a little, little sister. It is your



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**Rubber and Steel Stamps
Seals, etc.**

Send for Catalogue and see what we offer.

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

Cere Kofa

Made from clean grains. No doctoring. Wholesome and nutritious. Best substitute for coffee made. Put up in cases containing 24 packages of 20 ounces each. Free sample if desired. Try it and be convinced. Order from your jobber or from us direct.

Grand Rapids Cereal Co.

Grand Rapids, Mich.

Mills Foot of Lyon Street, Ranville Building

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.

Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

Full Cream Caramels,

Marshmallows.

MADE ONLY BY

Straub Bros. & Amiotte, Traverse City, Mich.

right to take that much toll of friendship; but keep your troubles to yourself, brag lightly, and never forget that while other people's interest in you is only skin-deep, their absorption in themselves goes to the marrow of the bone.

Are you overly sensitive? This is a busy and a careless world, little sister, and if you spread your feelings all over the place you must expect to get them trodden upon. Not many people go deliberately out of their way to insult or wound one. We are not of enough importance for that. They are simply careless, and what you mistake for snubs is often only preoccupation—some grief or worry or unsettled problem that is lying heavy on another's heart and mind. Every now and then you meet a woman who says that she would like to have friends, but that she can not make the first advances. Why not? What intolerable insolence to put herself upon a pedestal and then expect people to come to her as pilgrims to Mecca, and if you will observe, my dear, there are not many people bound on pilgrimages these days. Do not think that the girls in your school mean to slight you because you are not invited to join all their clubs and societies. They may think you haughty and standoffish and be afraid to ask you. Never forget that self-consciousness is nothing but ingrowing vanity and that it will hurt you all of your life if you do not get rid of it. Be companionable. If you want friendship you must do as our Methodist friends say—put yourself in the attitude of receiving the blessing. Precious few of us are attractive enough to make people run after us. We must meet them halfway.

Are you bossy? When you have a friend do you think she ought to do your way, or are you willing occasionally to do hers? Of course you know best. We all do, but chief among the people we could do without are the friends who think that friendship gives them the right to boss us. It is the misfortune of of being a woman that one seldom has any real liberty. By the time a girl gets out from under her mother's thumb, she is under her husband's foot, and she has to ask permission to do things from the cradle to the grave. This makes us jealous of little liberties, and the thing that alienates friendship quicker than anything else is petty tyranny. If you want friends, do not try to make the other girls adopt your design for the class pin or the school colors, and when they will not do it, do not pick up your doll rags and go home and say you won't play any more. The ability to accept the report of the majority with a good grace will not only win you school friends, but insure you popularity through life, for every woman is on a still hunt for a woman friend who is broad-minded enough to let her live her own life in her own way.

Are you one of those who think that friendship gives one the liberty of speaking unpleasant truths? "Faithful are the wounds of a friend," saith the Good Book, and it might have added that they also leave permanent scars. Nobody ever forgave the person who pointed out their faults to them or told them the thing they did not want to hear. Many people make friendship the cloak under which they satisfy personal spite and envy by doing a little stabbing in the dark. This is peculiarly cowardly, because the wounded persons are so defenseless and off his guard. Do not delude yourself for one minute by the thought that any profession of affection

is going to salve over an insult. When you tell Lulu that she has a voice like a parrot and that people ridicule her for singing in public, do not expect her to believe that you did it in the sacred name of freindship and to save her mortification. When you tell Marie that her dress hasn't any style about it, and Susie that her hat shows that her mother trimmed it, do not expect them to believe that you did it for noble and altruistic purposes. They will not. They will believe you to be a little cat, and will dislike you to the end of their days.

We can depend upon our enemies, little sister, saying all the unpleasant things about us that it is necessary to hear. What we want of friendship is the praise that puts new heart into us, the kindly words that heal over the hurts the world has made, and there can be no possible use or excuse for saying unpleasant things to our acquaintances. If your friends must be stabbed by unkindly criticism and unpleasant truths, let another hand deal the blow. Not yours.

Are you monopolistic? Nothing is a more deadly enemy to friendship. It is natural to want to absorb all the affection, the time and attention of those we like, but it is unreasonable. Human nature is a many-sided instrument, with many strings, and no one hand, be it ever so clever, can hope to strike every chord in it. We find one person sympathetic in one way, another companionable in an entirely different way, and so our lives are rounded out with diverse interests. Yet there are people who are vain enough and selfish enough to resent their friends having any friend but themselves. Do not do this. Do not expect to monopolize the interest or the heart of any creature on earth, so shall you save yourself trouble and tribulation when you find out that you are merely an annex to another life, instead of being the main structure. Do not expect the girl you like to have no other friend but you. Do not make her apologize when she shares her chewing gum with another or goes to the matinee with her. Monopolistic friendship is a burden, and the afflicted party will shake it off at the first moment. Friendship and love can never be tied. They must be kept on a loose tether or else they will break from you and escape into greener pastures.

Everything in this world, little sister, is bought at a price; friendship and love are among the highest commodities, but they are worth paying for. How to get them I can not tell you, but having them, if you will take a grain of self-control, an ounce of forbearance, and a pound of self-reasonableness, you may make a cement that will hold them while life lasts, and that is warranted weather-proof and to stand in any climate.

Dorothy Dix.

A lawyer never mistakes the will for the deed.

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.

"Better than Chips"

Chocolate Sticks

Manufactured by

Putnam Factory National Candy Co.
Grand Rapids, Mich.

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. It is a silent salesman. It is dirt cheap as we are the largest makers of glass display jars in the world and bought the glass six years ago at a low price, so give you the benefit. Write for catalogue and price list or order half a dozen jars.



The Kneeland Crystal Creamery Co.,

For Sale by Worden Grocer Co., Grand Rapids.

72 Concord St., Lansing, Mich.

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

Our Travelers

In Your Section

Wm. P. Baile
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 FEW POINTERS

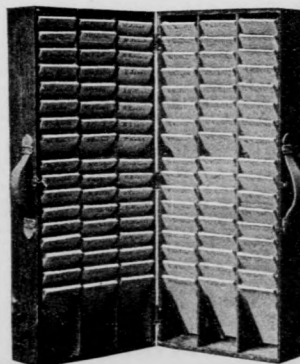
Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

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

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

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



The New York Market

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

New York, Jan. 24—Speculative coffee is down a peg and while the actual article is not quotably lower there is not as firm a feeling as existed last week, and dealers would not be greatly surprised to see a fractional decline. At the close Rio No. 7 is worth 5 $\frac{3}{4}$ @5 $\frac{1}{4}$ c. It would be folly to say that dealers are not at all interested in the condition of affairs just now in Venezuela. They are. And they are vitally interested. True, the "scene of action" is a good way from Brazil, but a little spark may kindle a big fire and coffee dealers are awaiting every dispatch with the keenest interest, if not anxiety. Germany seems to be trying to knock a chip from somebody's shoulder and it may be from that of Uncle Sam. In store and afloat there are 2,714,306 bags of coffee, against 2,426,962 bags at the same time last year. Jobbers, as a rule, report a fairly good week and some pretty good stocks have changed hands, most attention being paid to good roasting grades of Santos. Mild sorts have sold pretty well and prices are firmly adhered to. East Indies are without change.

Every day seems to give a more confident tone to the tea market and orders have come in with a gratifying rapidity. It would seem as though stocks had become pretty well reduced in the hands of the grocery trade throughout the country and dealers are now trying to make up for lost time. Offerings are not very large and quotations as recently made are very firmly sustained.

It is about the very dullest time of year in the sugar line. The trade are simply resting on their oars and neither buyer nor seller seems inclined to do much until the Cuban treaty is out of Congress. Raw sugars are dull and slightly lower.

Quotations are firm as to rice, but the volume of business is rather light. It seems likely that before new crop rice comes to market supplies of domestic will be very closely sold up. This is looking about a year ahead, to be sure, but sellers certainly have things on their side.

Spices are strong. Actual business is not especially active but holders will not give way a bit so far as shading prices is concerned. Supplies are not large, although there seems to be enough of everything to meet present requirements.

Open kettle molasses are firmly held, although the amount of business is hardly as large as last week. Good to prime centrifugal, 17@27c. Syrups show little, if any, change.

In canned goods the reduction in the price of cheap salmon by Armsby has been the chief topic this week. At the prices made by this concern it is said there is an actual loss of something like 50c per case. This is not very funny for the man who loses, and as yet it does not even seem to cause a boom in their direction. There has been quite a good business done in canned corn and Landreth, of Wisconsin, has sold about all his futures at 5c above last year's quotations. Taking the canned goods market as a whole it is in a most satisfactory condition and everybody looks for a prosperous year. The canners' convention next month at Washington promises to be very largely attended.

Prunes are rather more firmly held, but aside from this the dried fruit market generally is in a rather quiet position. Quotations are practically without change.

The butter market for the past day or so has been in better shape so far as demand goes, but prices have not advanced. Best Western creamery, 26c; seconds to firsts, 22@25c; held creamery, 23@24 $\frac{1}{2}$ c; Western imitation creamery, 19@21c; factory, 17@20c; renovated, 19@20c.

The volume of trading in cheese is moderate, but prices are well held. Full cream, 14 $\frac{1}{2}$ c for either small or large. Exporters have been doing a little in skimmed cheese, but find our

rates too high for much business in cream cheese.

With increased supplies and a fair chance of still further increase, there has been a decided fall in the egg market, and, of course, when a decline begins buyers are cautious about taking large supplies. The range for Western fresh-gathered eggs at mark is from 21@23c, and at this time the latter price seems to be top.

Low Rates to California.

Via Chicago, Milwaukee & St. Paul and Union Pacific line.

February 15 to April 30, 1903.

Only \$33 Chicago to San Francisco, Los Angeles and many other California points. One-way, second-class, colonist tickets.

Will be glad to send you additional information.

Robert C. Jones,
Michigan Passenger Agent,
32 Campus Martius, Detroit.

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.

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

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

Unjust Prejudice Against Renovated Butter.

It is difficult to understand the acrimony with which renovated butter seems to be regarded by some who are supposed to have the welfare of the dairy interests at heart. One of the greatest objects aimed at by the educational efforts in behalf of this industry is to improve and make more uniform the quality of the butter product of the country. It may safely be asserted that nothing has ever been done that has been more effective in this respect, considering the butter product as a whole, than the process of "making over" farm butter. It must be remembered that the creamery butter product is, as yet, less than half of the total. Before the introduction of the renovating process the lower grades of farm butter had no such outlets as they now have; they accumulated in the hands of country storekeepers, were often kept under the most unfavorable conditions, becoming poorer and contaminated, until finally made up into cheap lard goods, most of which were exported. The renovating process has opened a much more immediate outlet for the farm butter while fresh; no longer does it hang about the country stores to grow rancid and dirty, but finds sale at once at the factories, or moves to cold storage, where it is held under cleanly and wholesome surroundings. The renovating process has enhanced the value of a very large part of the country's butter product enormously, and has caused the practical disappearance from trade channels of the wretched stuff that used to disgrace the markets, the worst qualities of which were acquired after the butter was made, being the result of a lack of prompt outlet such as is now enjoyed.

The raw material from which renovated butter is made is, consequently, very much better than it was when the process was first installed, and the finished product is so far better than its raw material that there is no comparison.

Of course the product should not be permitted to be sold as creamery butter, and laws and regulations compelling distinctive branding are to be commended; but with this accomplished the product is in no sense fraudulent and it seems strange to find an association of dairymen branding with opprobrious names a commodity that has vastly increased the worth of many millions of pounds of the country's annual butter product.

The argument used by some that renovated butter is a detriment to the industry because it lessens the inducement of farmers to take their milk to the creameries is of little force. With renovated butter selling on its merits under distinctive brand its value will undoubtedly remain enough below that of fine creamery to give the creamery system the call on all milk within practical reach, and to give an effective stimulus to the introduction of the creamery system wherever it can be profitably established.

To consider renovated butter a detriment because it comes more in competition with creamery and high grade dairy than would its raw material of irregular farm butter is illogical, unless one takes the ground that all makers of fine butter are injured by the universal efforts to improve the average quality of the butter product. Of course, the smaller the proportion of fancy butter, the higher its price would be in relation

to the average value of the product; but few would make this the basis for objecting to anything that would tend to raise the average of quality. As a matter of fact demand is so greatly affected by quality that improvement in the general grade of goods increases the outlets to the benefit of all producers.

Black Olives Imported From Greece.

In speaking of ripe olives imported from Greece the trade uses the word "black." The black olive is the rich, ripe olive ready for the table. Black olives are known very little among Americans. Their consumption is entirely among foreigners. Over on the East Side of New York City they are in great demand. Jews from the South of Europe, Italians, Greeks, Spaniards and others are customers for them. Their importation began about eight years ago as a recognized and separate business and it is constantly on the increase. This business was in the hands of Italians for a time, but now they constitute the jobbers principally. The business is going into the hands of Greeks, who have learned American methods and are making a great success of it. One Greek firm in Lower Wall Street, which does the largest business in black olives, is making an effort to introduce them among the native American population and no doubt their intelligent methods and conception of the business will prove successful.

The ripe olive is really very appetizing. It is packed in barrels and is served from the brine just as the green one is served. The black olive is small and round with smooth, thin skin. It is very meaty and has a good flavor. The taste for it is not hard to acquire. When it is out of the brine long enough to become dried it looks very much like a prune.

Olives grow throughout all the Isles of Greece—everywhere except on the mountains. The new crop begins in October and ends in January. Men, women and children pick them. They shake the trees and knock them off with sticks. They are gathered in baskets and carried to the market borne on donkeys. The olives are packed in brine in barrels holding an average of 100 pounds. The imports direct from Greece last year amounted to about 10,000 barrels.

The wholesale price of the black olive is six to eight cents a pound. Retailers get ten to twelve cents. The Salona is the best black olive. The skin is thinner, it is meatier and the seed is smaller. Salona is the capital of the province of Parnassus. Etea is its principal seaport, whence the olives are shipped. Aside from their other advantages the Salona olives keep the longest. Next come the black olives of Volo. These are the blackest of all and the largest. The skin is thicker, the stone larger, the flavor less sweet. Black olives of Calamata differ from the others by being oblong instead of round. They are best packed in olive oil with a little vinegar added. When picked from the trees they are packed in large barrels with vinegar instead of in salt and water, as the others. Quantities of black olives of Greece are shipped from New York for consumption by foreigners in other cities of the United States.—N. Y. Commercial.

Bitter Hatred.

Daughter—Oh, mamma, Reggie Montvert is down in the parlor. I know he's going to propose!
Mother—Well, accept him, my dear. I detest the fellow so much that I intend to be his mother-in-law.

Michigan Maple Sugar Association, Ltd.

PRODUCERS OF

High Grade Maple Sugar and Syrup

119 Monroe Street,

Grand Rapids, Mich.

Pure Maple Sugar

30 lb. Pails Maple Drops, per lb. 15 c
50 to 60 drops per pound.
30 lb. Pails asstd. Fancy Moulds,
per lb. 15 c
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
1/4 Gal. Cans, 2 doz. in case. 6 50
3/8 Gal. Cans, 2 doz. in case. 4 25

Mail Orders Solicited. Goods Guaranteed.

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I always
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E. F. Dudley
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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.

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.

Butter and Eggs

Observations by a Gotham Egg Man.

Here is another instance of the old saying "There's nothing new under the sun." I suppose most people think hatching eggs in incubators is a modern invention—something to place to the credit of nineteenth century inventiveness and ingenuity. But reading the travels of Sir John Mandeville the other day, a book written in the fourteenth century, I came across this statement in regard to the city of Cairo in Egypt: "And there is a common house in that city that is full of small furnaces, and thither bring woman of the town their eyren of hens, of geese and of ducks for to be put into those furnaces. And they that keep that house cover them with heat of horse dung, without hen, goose or duck or any other fowl. And at the end of three weeks or of a month they come again and take their chickens and nourish them and bring them forth, so that all the country is full of them. And so men do there, both winter and summer." And so we see that even "motherless chickens" were known and patronized away back in the thirteen hundreds.

Some time ago a Swedish gentleman—Capt. Stewart—called upon us to say that certain correspondents of his in Sweden had control of a new process for preserving eggs and that samples of the eggs preserved by this process were on the way to this country. Capt. Stewart wanted an opportunity to show these eggs, upon their arrival, to a few egg men in order to get their opinion as to the effect of the process and the quality of the goods preserved. It was said that the process was a patented one and consisted of subjecting the eggs first to dipping in hot water and then to the fumes of salicylic acid. They were guaranteed to keep in perfect condition for some eight months—maybe longer. Capt. Stewart had a good deal of trouble in getting the samples through the custom house, and although they were shipped from Stockholm on Nov. 18, it was only last Monday, Jan. 12, that he got them in shape to show. The Egg Man, being ever on the alert for items of interest, arranged with a few egg experts to examine the samples, and on Monday afternoon the case containing the eggs was taken to the candling rooms of Gude Bros., on Warren street, and opened in the presence of a few neighboring knights of the candle. The eggs were packed in four wooden boxes, contained in a big outer case packed with shavings. Each package contained ten eggs and was sealed and attested by a notary public of Sweden as having been sealed in his presence upon certain dates—two boxes in August, 1902, and two in the summer of 1901. They were opened with great expectations. Capt. Stewart had sheet after sheet of testimonials, telling how perfectly the eggs were preserved by this process, and offered to read them to the gentlemen present, but it was considered best to see the eggs first and hear the testimonials afterward. So the sealed boxes were opened and there lay the wondrous eggs—some four months, some sixteen months old; and when they were held up to the light, lo and behold, there was no difference between them; those sixteen months old were just as good as those only four months old, for all were equally rotten—just as rotten as any eggs could be, salicylic or no salicylic.

Well, of course it was a pretty severe test to have the eggs kicking around the custom house for six weeks, but Captain Stewart had to treat just the same and another "new process" for egg preservation was buried with appropriate ceremonies.—N. Y. Produce Reveiw.

Did Not Believe Either.

"After the war," said Senator Bacon, of Georgia, "there was a great shortage of judges in the South. In Georgia many men were put on the bench who had no training in the law. At a circuit court one of these judges presided, and the two lawyers who were trying a case before him thought to have some fun with him. After the evidence had been taken one of the lawyers arose and said: 'Your Honor, both sides are willing to let the case go to the jury without argument and on a statement of the law and the facts by yourself.'

"The Judge arose slowly and faced the jury.

"Gentlemen," he said, "you have heard the evidence and what these lawyers have said. If you believe what the lawyer for the defendant says you must decide for him. If you believe what the lawyer for the plaintiff has said you must decide for him. But if you are like me and don't believe what either one of them said, I am hanged if I know what you should do."

A New Chronology.

The haughty leading lady lifted her handsome pearl-colored veil and kissed the little toe dancer.

"How long has it been since we last met?" asked the latter.

The leading lady pondered. "Let's see, dear," she said finally, "about seven husbands back."

The boy of success does his best, whether under paid, well paid or over paid. He is faithful to himself and all things, and faithfulness to himself is impossible without faithfulness to his employer.

F. M. C. COFFEES

are always

Fresh Roasted

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LAMSON & CO., BOSTON

Ask the Tradesman about us.

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Late State Food Commissioner

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

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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.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

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

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SHIP YOUR

BUTTER AND EGGS

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BEANS AND CLOVER SEED WANTED

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

MOSELEY BROS., GRAND RAPIDS, MICH.

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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?

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.

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

SYSTEM IN SELLING.

Cardinal Principles Which Should Be Observed.

I anticipate that the reader will have very much the same opinion of my remarks as the congregation of an old English preacher had of his sermons. It is related that while in conversation with one of his parishioners he remarked that he often went into his pulpit without any preparation whatever, selected a text and preached a sermon from it and thought nothing of it, and the parishioner replied that the congregation didn't think anything of his sermons either.

This "text" is one that has been "preached" about so often, in all its phases, that the good things to be said of it may not be new and the new things may not be good.

That system is indispensable in all business matters is beyond question, and there is perhaps no work where good systematic effort will count for more than in selling goods on the road. Given a territory, a salesman must have, with other qualities, the ability of both a civil engineer and a train dispatcher. He must lay out his route with care as to the seasonable wants of trade and then arrange to make the towns along that route as rapidly and effectively as possible. He will be unable to "run" his trains all one way, but must plan to run in both directions and not meet himself coming back. The amount of mileage used should not be taken into consideration so long as good results are obtained—mileage cuts no figure, it is the matter of successfully making the greatest number of towns in the shortest possible time. Time is the all-important factor.

The successful salesman's life is, indeed, a strenuous one. It is always to "make" the first town, get the first order, "catch" the first train to another town, take a snapshot at business—and repeat this programme continually. "The race is to the swift" to a greater extent in a traveling man's life than in any other. He must not wait, for waiting will not win.

Had Longfellow lived in this age of commercialism and been a traveling man he might have written a verse something like this:

Orders may come
To those who wait,
But when they do
They're out of date.

After having arranged for the engineering of the route and dispatch in handling the towns, the next important—and much more difficult—matter to systematize is how to approach a buyer in a manner to secure prompt and successful results. Nature has made no duplicates in men. All patterns seem to have been broken immediately after using. So no two on whom we call are alike. One may be a merchant with all of a merchant's ability and enterprise, the next a mere shopkeeper; one a positive pole, the other a negative. So to devise a system for approach that will apply in all cases is well nigh impossible. Personal experience has taught

me to make all introductory remarks as brief as circumstances will permit, to proceed to business at once. The salesman's time is valuable, so is the buyer's—too valuable to be spent in storytelling or idle gossip. He should go at his work respectfully, but fearlessly and fiercely if need be. In this way he will command attention at once, and the possible buyer will become enthusiastic in just the proportion that the salesman himself is enthusiastic over the goods he is talking. If a negative answer is given—or, to use a common phrase, if "turned down"—he should not give up. Giving up is more a habit than a necessity, stick to your guns—be gently aggressive, but courteous and dignified, and absolutely truthful first, last and all the time. Forget self entirely, but bring out the good points of the goods you are talking with all the earnestness you possess. We are sent out to get business, and get business we must. We should concentrate all our efforts and work as if life itself depended on getting that particular order. If an article does not possess merit, if it will not prove a good seller, tell your customer so frankly and honestly and pass it along. That salesman makes a mistake who recommends an article that will not bear recommendation. While such a course may increase his immediate business it is sure to "queer" him for the future. If the buyer is of a pessimistic disposition, talk happiness and success—talk happiness and success anyway, it is always in order and always mutually beneficial. If inclined to be over conservative talk quantity. Talk large quantity. Impress him with his ability to sell an immense quantity of such superior goods as you would sell him.

I may be pardoned for giving here an incident from my personal experience when working this quantity "racket."

It was my first call on a certain firm and found them to be extremists in slowness and conservatism. They wanted and bought some goods, but all they could think about or talk about was how they could possibly pay for so many goods; pay day was ever uppermost in their minds, while I continually assured them it was orders I wanted and not money. I had spent a long time with them, had lost my own supper and kept them from theirs, but I continued to talk dozens of this and dozens of that and dozens of everything in the catalogue, when one of the buyers leaned back in his chair, drew a long breath and said, "Mr. Seely, where do you live?" I told him where I lived. Then he asked if I was a married man. I told him that I was. Next he said, "Have you any children?" I again replied in the affirmative. Then he said, with much emphasis, "Have you a dozen?" That was a corker! Then was the time in my life I regretted that I was not the father of a dozen babies, for I was obliged to say "No" to him, and then he expressed surprise that one who talked dozens so constantly and industriously should stop short of a dozen children!

I do not, however, wish to be understood that loading up customers is good policy. It is, indeed, bad policy. We should never do it. We should sell them enough if possible to last them until we can see them again, but not enough to put them or ourselves out of business.

Getting business is to a great extent a matter of dollars and cents, a cold business proposition, yet the sentiment-

tal side, if I may use that expression, should not be forgotten or overlooked. A system that would ensure success in order-getting alone does not go far enough. While the money part is, indeed, a necessity, it forms a smaller part in the salesman's life of to-day than ever before. We are all familiar with the story of the miserly and money-loving parent who, when sending his son out into the world, said to him: "Get money. Get it honestly if you can, but get money." Such a rule as that would not apply for a moment in successfully selling goods. The salesman who would acquire success by such a system would be a miserable failure. Selling goods for the sole purpose of selling goods would rob the work of all sentiment, of all that would be pleasurable and ennobling. It is possible for us to get something more out of our work than the mere money we receive for it. Were it not so, the life would be all but unbearable.

There has never been a time when character and absolute honesty counted for so much in order-getting as at present. If we would be successful in all that the word implies we must be self-respecting men. If we do not respect ourselves others can not respect us and our power for business success as well as our general usefulness will be badly impaired. If we would adopt a system of selling that would be complete in all its details, one that would give us the fullest measure of success, we must not overlook good moral character and true manhood as essential elements in that system—a system that

Will give to us a home,
With a queen on its throne,
And a limitless kingdom of love all our own.
It is manhood gives riches like these.
Howard Seely.

Gripsack Brigade.

John D. Martin, who has been laid up since January 15 with fever and grip, is again able to resume his regular trips, starting North Wednesday morning.

Hudson Gazette: Frank Whitbeck has accepted a position as traveling salesman for the Toledo Scale Co., of Toledo, Ohio, and will begin his duties at once.

W. F. Gallinger, Michigan representative for the Sherwin-Williams Co., of Cleveland, will remove about March 1 from North Branch to Grand Rapids, which will be his headquarters thereafter.

Charlotte Leader: George W. Rue has returned to his "first love," as the saying goes, and will travel for a Milwaukee stove manufactory. Mr. Rue's first trip will take him to the Pacific coast in February.

Quincy Herald: After a vacation of several weeks, Eugene Widner has started on a trip through Illinois in the interest of the Consolidated Time Lock Co., of Cincinnati. He now has Michigan, Illinois, Wisconsin and Iowa as his territory.

Harbor Springs Republican: Orta Brown, who recently severed his connection with Foster & Wilson, has accepted a position as traveling salesman for the A. T. Moore Cigar Co. and already entered upon the duties of his new position.

The Warwick

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

A. B. GARDNER, Manager.

Little Gem Peanut Roaster



A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/2 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers; Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishers, Ice Shavers, Milk Shakers, etc., etc.

Kingery Manufacturing Co.,
131 E. Pearl Street,
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National Hotel

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Thoroughly renovated,
Fumigated and ready
to serve the transient
public and friends with
the best the market
affords.

Come and see us.

CARREL BROTHERS, Proprietors

The Livingston Hotel

Grand Rapids,
Mich.

The Best in the State.

Drugs--Chemicals

Michigan State Board of Pharmacy

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HENRY H. MUIR, 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 H. MUIR, 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.

Handy Arrangement For Barrel Goods.

An arrangement which will be useful for stores where trade compels the keeping of such stock as alcohol, witch-hazel, wines, whiskies, etc., in barrel quantities—especially when those commodities have to be stored in the basement—is as follows:

Suppose we have six barrels to be stored. Put three on the bottom row lying on their sides, slightly raised from the floor, and leave a small space between each. On top of these put a row of two, and on top of these again one more. You now have the six barrels arranged in pyramidal form; they should be blocked up so as to be solid.

Into the top of each barrel fit tightly a piece of half-inch gas pipe, and bring these six pieces up through the floor of the room above, about six inches from the wall and a foot apart, letting them project but a few inches. Into the bottom of each barrel tightly fit another piece of quarter or three-eighths inch pipe and bring these pieces through the floor, letting them project about two feet. The pieces from the bottom of any barrel should come through the floor against the wall, and directly back of the piece projecting from the top of the same barrel. Mount a small faucet on the top of each of the two-foot projections, which are against the wall; and on the top of the other six pieces, which should be threaded, fit a cap that can be easily unscrewed with the fingers. A large bicycle-pump fastened to the floor and having a rubber tube long enough to reach any of the pipes, and to the end of which is attached a cap fitting the short pipes, completes the arrangement.

Assuming the barrels to be full, to draw from any one remove the cap from the pipe going to the top of that barrel, and attach the tube from the pump by means of the cap at its end. Turn the faucet of the pipe coming from the bottom of the barrel and apply the pump. The liquid flows from the faucet. When through close the faucet, remove the pump, and replace the cap, which keeps out the dust, and which could be attached to the pipe with a small chain to prevent its being lost.

Now, when a barrel is emptied, instead of putting the new barrel into the basement—always a mean, awkward job—have it rolled into the back room, raise it slightly from the floor, put a funnel into the pipe leading to the top of the barrel and siphon off the full one.

The barrels should be set up as near as possible directly under the space on the floor above where the faucets are to be located. This is not, of course, absolutely necessary, but saves pumping the liquid too far. Each faucet should be labeled, the name being printed on the wall directly above the correspond-

ing faucet. All joints must be airtight.

This plan saves many steps and much time; and many occasions for going into the basement, which is usually dark, are avoided. The flow of the liquid is easily regulated by the pump, or the faucet can be turned, avoiding the waste attendant on drawing from a large faucet directly from the barrel. As the faucets are small, bottling can be done direct, thus saving one handling of the goods. It saves putting full barrels into the basement, and thus saves mounting them. It economizes space by allowing one barrel to be mounted above another.

Edward P. Higby, Ph. G.

Formula For Essence Pepsin.

Pepsin, 1.3000	512 grs.
Ac. hydrochloric	96 m.
Glycerin	8 ozs.
Alcohol	8 ozs.
Tr. vanillin, colorless	1 oz.
Tr. sweet orange peel	2 ozs.
Water ad.	1/2 gal.
Purified talcum, q. s.	

Dissolve the pepsin in the water, glycerin and hydrochloric acid; add other ingredients, let stand for a few hours, and filter. Some makers use a strong solution of calf's pepsin or rennet solution, and in addition add considerable papaine, claiming that such a combination is more effective and popular.

John Morley.

"Dry" Shampoo.

Washing soap	20 grs.
Borax	1/2 oz.
Liquor potassa	3 drs.
Liquor ammonia	1 dr.
Oil geranium	20 m.
Oil lavender	20 m.
Alcohol	1 oz.
Water to	20 ozs.

Shred the soap fine, and just cover it with water. Allow to stand all night, and next morning rub it smooth in a mortar, add more water, the borax and solutions of potash and ammonia; dissolve and strain. Then add the oils dissolved in the alcohol and finally water to make 20 ounces.

How Is Uphrasia Used In Eye Lotions?

It is added in proportion of two to five drops to the ounce of lotion. Eye-waters usually contain boric acid or sulphate zinc in distilled or rose water. The following is said to be the formula of a largely advertised eye water:

Zinc sulphate	20 grs.
Copper sulphate	5 grs.
Tincture saffron	2 drs.
Tincture camphor	1 dr.
Tincture uphrasia	80 m.
Rose water	8 ozs.
Distilled water	8 ozs.

John Morley.

Camphorated Cream.

Camphor	5 ozs.
Expressed oil almond	5 1/2 ozs.
Spermoceti	4 drs.
Rose water	1 oz.
White wax	1 oz.
Oil rose	6 drs.

Melt the wax and spermoceti, and add to them the oil in which the camphor has been dissolved with very gentle heat; then gradually add the rose water, stirring constantly until cold and well mixed; and lastly, add the oil of rose.

Snuff For Colds.

Menthol	3 grs.
Boric acid	1 dr.
Bismuth subcarb.	1 1/2 drs.
Powd. benzoin	1 1/2 drs.
Sodium bicarbonate	10 grs.
Magnesium carbonate	25 grs.
Powd. orris	1 oz.

The illusions of life are but the bandies to our surroundings.

Formula For Spotting Cigar Wrappers.

The process of artificially spotting cigar wrappers consists of the application of some active oxidizing agent, such as solution of chlorinated soda, dilute nitric acid, or hydrogen peroxide. The following solution is said to be in use by a large firm of cigar manufacturers:

Sodium carbonate	3 parts.
Chlorinated lime	1 part.
Water, hot	8 parts.

Dissolve the soda in the hot water, add the chlorinated lime and heat the mixture to boiling temperature for three minutes; when cool, decant into earthenware or stoneware jugs, cork tightly and keep in a cool place. The corks of jugs not intended for immediate use should be covered with a piece of bladder or strong parchment paper, to prevent escape of gas and consequent weakening of the fluid. The prepared liquid is sprinkled on the tobacco, the latter being then exposed to light and air, when, it is said, the disagreeable odor produced soon disappears.

The leaf may be spotted on a small scale by touching with a pointed stick first dipped into dilute nitric acid, or the following solution:

Ammon. carbonate	1 part.
Hydrogen peroxid	25 parts.

Joseph Lingley.

The Drug Market.

Opium—Is dull and shows a fractional decline, although advices from primary markets show an advance.

Morphine—Is steady.

Quinine—Is very firm. Bark sales at Amsterdam were made at an advance of 5 per cent. over last sale.

Cocaine—Is very firm at the last advance.

Glycerine—Is very firm, on account of higher foreign market for crude.

Prickly Ash Berries—Are again in fair supply and prices are lower.

Oil Bergamot—Has been advanced 5c per pound.

Gum Gamboge—Is very firm at last advance. Higher prices are likely to rule for some time.

Golden Seal Root—Is scarce and has been advanced.

Nutmegs—Have advanced and are tending higher.

Premature Baldness.

The best treatment is to apply pomade No. 1 once daily, after washing the parts with soft soap and warm water, for a week, and then use pomade No. 2 for three weeks or a month. If this is not successful, give another course of No. 1 and follow it by No. 2.

1.	
Resorcin	1/2 to 1 dr.
Vaseline	2 drs.
Lanoline	2 drs.
Zinc oxide	2 drs.
Starch powder	2 drs.

2.	
Pilocarpine hydrochloride	20 grs.
Distilled water	2 drs.

Mix and add:

Lanoline	10 drs.
Heavy petroleum oil	6 drs.
Oil bergamot	1/2 dr.
Oil verben	1/2 dr.

Make a pomade.

Formula For Walnut Hair Dye.

The simplest form is the expressed

juice of the bark or shell of green walnuts. To preserve the juice a little alcohol is commonly added to it, with a few bruised cloves, and the whole digested together with occasional agitation, for a week or two, when the clear portion is decanted, and, if necessary, filtered. It should be kept in a cool place. It is most conveniently applied by a sponge.

John Morley.

Honey Water.

Oil bergamot	12 dps.
Oil lemon	12 dps.
Oil neroli	5 dps.
Rose water	10 ozs.
Alcohol	22 ozs.

Dissolve the oils in the alcohol and add the rose water.

Poor indeed is a friendless master, although he may govern a world.

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


FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.



PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE.
NO. E 90 AS SHOWN 24 LBS.
NO. T 90 WITH TIN SCOOP.
NO. D 2 1/2 BRASS DIAL TILE TOP.

PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Bergamot Nutmegs, Turpentine.
Declined—Prickley Ash Berries.

Acidum	Conium Mac.	Sellae Co.	Os Sepia	Soda, Borax, po.	Red Venetian	1 1/2 2 28
Aceitum	Copaiba	Tolutan	Pepsin Sac.	Soda et Potass Tart.	Ochre, yellow Mars	1 1/2 2 24
Benzolcum, German.	Cubebae	Prunus virg.	D. Co.	Soda, Carb.	Ochre, yellow Ber.	1 1/2 2 23
Boracic	Erigeron		Piela Liq. N.N. 1/4 gal.	Soda, Bi-Carb.	Putty, commercial.	2 1/2 2 23
Carbolcum	Gaultheria	Tinctures	doz.	Soda, Ash.	Putty, strictly pure.	2 1/2 2 23
Citricum	Geranium, ounce.	Aconitum Napellis R	Piela Liq., quarts.	Soda, Sulphas.	Vermilion, Prime	1 1/2 1 15
Hydrochlor.	Gossypil, Sem. gal.	Aconitum Napellis F	Piela Liq., pints.	Spts. Cologne.	American	130¢ 15
Nitrosum	Hedema	Aloes	Pil Hydrarg., po. 80	Spts. Ether Co.	Vermilion, English.	70¢ 75
Oxalium	Junipers	Aloes and Myrrh	Piper Nigra, po. 22	Spts. Myrra Dom.	Green, Paris	14 1/2 12 1/2
Phosphorum, dil.	Lavendul	Arnica	Piper Alba, po. 35	Spts. Vini Rect. bbl.	Green, Peninsular.	130¢ 18
Sulphuricum	Limonis	Assafetida	Plix Burgun.	Spts. Vini Rect. 1/2 bbl.	Lead, red.	5 2 6 1/2
Salicylicum	Mentha Piper	Atropine Belladonna.	Plumbi Acet.	Spts. Vini Rect. 10gal	Lead, white.	8 2 6 1/2
Scrophularium	Mentha Verid	Aurant Cortex.	Pulvis Ipecac et Opi 1	Spts. Vini Rect. 5 gal	Whiting, white Span	8 2 6 1/2
Tannicum	Morruhae, gal	Benzoin	Pyrethrum, boxes H.	Strychnia, Crystal.	Whiting, gliders	8 2 6 1/2
Tartaricum	Myrra	Benzoin Co.	P. & D. Co., doz.	Sulphur, Subl.	White, Paris, Amer.	8 2 6 1/2
Ammonia	Olive	Benzoin	Pyrethrum, pv	Sulphur, Roll.	Whiting, Paris, Eng.	8 2 6 1/2
Aqua, 16 deg.	Piela Liquida	Cantharides	Quassia	Tamarinds	cliff	1 10¢ 1 20
Aqua, 20 deg.	Piela Liquida, gal.	Capsicum	Quinla, S. P. & W.	Terebenth Venice.	Universal Prepared.	1 10¢ 1 20
Carbonas	Ricin	Cardamon	Quinla, S. German.	Theobromae.		
Chloridum	Rosmarini	Cardamon Co.	Quinla, N. Y.	Vanilla		
Aniline	Rose, ounce.	Castor	Rubia Tincturum.	Zinci Sulph.		
Black	Succin	Catechu.	Saccharum Lactis pv			
Brown	Sabina	Cinchona	Salaadin			
Red	Sassafras	Columba	Sanguls Draconis.			
Yellow	Sinapls, ess., ounce.	Cubebae	Sapo, W.			
Baccae	Sinapls, ess., ounce.	Cassia Acutifol.	Sapo M.			
Cubebae, po. 25	Thyme.	Cassia Acutifol Co.				
Juniperus	Thyme, opt.	Digitalis				
Xanthoxylum	Theobromas	Ergot				
Balsamum	Potassium	Gentian				
Copalba	Bi-Carb.	Gentian Co.				
Peru	Bichromate	Gulaca				
Terabin, Canada.	Bromide	Gulaca ammon.				
Tolutan	Carb	Hyoscyamus.				
Cortex	Chlorate, po. 17@19	Iodine				
Abies, Canadian.	Cyanide	Iodine, colorless.				
Cassia	Iodide	Kino				
Cinchona Flava	Potassa, Bitart, pure	Lobelia				
Eucygnus atropurp.	Potass Nitras, opt.	Myrrh				
Myrica Cerifera, po.	Potass Nitras	Nux Vomica.				
Prunus Virgini.	Prussiate	Opil				
Quillaja, gr'd.	Sulphate po.	Opil, comphorated.				
Sassafras, po. 15		Opil, deodorized.				
Ulmus, po. 20, gr'd		Quassia				
Extractum		Rhatany				
Glycyrrhiza Glabra		Rhel.				
Glycyrrhiza, po.		Sanguinaria				
Hæmatox, 15 lb. box		Serpentaria				
Hæmatox, 15		Stromonium				
Hæmatox, 1/4		Tolutan				
Hæmatox, 1/8		Valerian				
Ferru		Veratrum Veride.				
Carbonate Precip.		Zingiber				
Citrate and Quinla.		Miscellaneous				
Citrate Soluble.		Æther, Spts. Nit. F				
Ferrocyanidum Sol.		Æther, Spts. Nit. F				
Solut. Chloride		Alumen				
Sulphate, com'l, by		Alumen, gro'd., po. 7				
Sulphate, pure		Annatto				
Flora		Antimoni, po.				
Arnica		Antimoni et Potass T				
Anthemis		Antipyrin				
Matricaria		Antifebrin				
Folia		Argent Nitras, oz.				
Barosma		Arsenicum				
Cassia Acutifol, Tin-		Balm Gilead Buds				
nevelly		Bismuth S. N.				
Cassia Acutifol, Alix		Calcium Chlor., is.				
Salvia officinalis, 1/4		Calcium Chlor., 1/4.				
and 1/4		Calcium Chlor., 1/2.				
Uva Ursi		Cantharides, Rus. po				
Gummi		Capsici Fructus, af.				
Acacia, 1st picked		Capsici Fructus, po.				
Acacia, 2d picked		Capsici Fructus B, po				
Acacia, 3d picked		Caryophyllus, po. 15				
Acacia, sifted sorts		Carmine, No. 40.				
Acacia, po.		Cera Alba.				
Aloe, Barb. po. 18@20		Cera Flava.				
Aloe, Cape, po. 25		Coccos				
Aloe, Socotri, po. 40		Cassia Fructus.				
Ammoniac		Centraria				
Assafetida, po. 40		Cetaceum				
Benzolcum		Chloroform				
Catechu, is.		Chloroform, squibbs				
Catechu, 1/4		Chloral Hyd Crst.				
Catechu, 1/8		Chondrus				
Camphore		Cinchonidine, P. & W				
Euphorbium, po. 35		Cinchonidine, Germ.				
Galbanum		Cocaine				
Gamboge		Corks, list, dis. pr. et.				
Gualacum, po. 35		Crescotum.				
Kino, po. \$0.75		Creta				
Mastic		Creta, bbl. 75				
Myrrh, po. 45		Creta, prep.				
Opil, po. 4.10@4.30		Creta, prep.				
Shellac		Creta, Rubra				
Shellac, bleached		Crocus				
Tragacanth		Cudbear				
Herba		Cupri Sulph.				
Absinthium, oz. pkg		Dextrine				
Eupatorium, oz. pkg		Ether Sulph.				
Lobelia, oz. pkg		Emery, all numbers.				
Majorum, oz. pkg		Emery, po.				
Mentha Pip. oz. pkg		Ergota, po. 90				
Mentha Vir. oz. pkg		Flake White				
Rue, oz. pkg		Galla				
Tanacetum V. oz. pkg		Gambler				
Thymus, V. oz. pkg		Gelatn, Cooper				
Magnesia		Gelatn, French				
Calcined, Pat.		Glassware, flint, box				
Carbonate, Pat.		Less than box				
Carbonate, K. & M.		Glue, brown.				
Carbonate, Jennings		Glue, white.				
Oleum		Glycerina.				
Absinthium		Grana Paradisi				
Amygdale, Dulc.		Humulus				
Amygdale, Amara.		Hydrarg Chlor Mite				
Anisi		Hydrarg Chlor Cor.				
Aurant Cortex		Hydrarg Ox Rub'm.				
Bergamit		Hydrarg Ammoniatl				
Caliput		Hydrarg Unguentum				
Caryophyll		Hydrargyrum				
Cedry		Ichthyobolla, Am.				
Chenopadi		Indigo				
Cinnamonil		Iodine, Resubi.				
Citronella		Iodoform.				
		Lupulin.				
		Lycopodium.				
		Maels				
		Liquor Arsen et Hy-				
		drarg Iod.				
		Liquor Potass Arsenit				
		Magnesia, Sulph.				
		Magnesia, Sulph, bbl				
		Mannia, S. F				

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GROCERY PRICE CURRENT

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

ADVANCED

Lard
Lard Compound

DECLINED

"Search" Metal Polish
Oranges
Pearl Barley
Rolled Oats
Syrup
Starch, Corn and Gloss
Pop Corn

Index to Markets
By Columns

A	Col.
Akron Stoneware	15
Alabastine	1
Ammonia	1
Axle Grease	1
Baking Powder	1
34th Brick	1
Bulging	1
Breakfast Food	1
Brooms	1
Brushes	1
Butter Color	1
Candles	14
Canned Goods	2
Catsup	3
Carbon Oils	3
Cheese	3
Chewing Gum	3
Chloory	3
Chocolate	3
Clothes Lines	3
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Cocoanut	3
Cocoa Shells	3
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Crackers	4
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Flavoring Extracts	6
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Grain Bags	7
Grains and Flour	7
Herbs	7
Hides and Pelts	13
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Jelly	7
Lamp Burners	15
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Lanterns	15
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Soap	9
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Spices	10
Starch	10
Stove Polish	10
Sugar	11
Syrups	10
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Tea	11
Tobacco	11
Twine	12
Vinegar	12
Washing Powder	13
Wickling	13
Woodenware	13
Wrapping Paper	13
Yeast Cake	13

1

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



Mica, tin boxes	75	9 00
Paragon	55	6 00

BAKING POWDER

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

JAXON

1/4 lb. cans	4 doz. case	45
1/2 lb. cans	4 doz. case	85
1 lb. cans	2 doz. case	1 60

Royal

10 size	90
1/4 lb. cans	1 35
6 oz. cans	1 90
1/4 lb. cans	2 50
1/2 lb. cans	3 75
1 lb. cans	4 80
3 lb. cans	13 00
5 lb. cans	21 50

BATH BRICK

American	75
English	85

BLUING

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



BREAKFAST FOOD

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

CERA NUT FLAKES

Cases, 36 packages	4 50
Five case lots	4 40

Nutro-Crisp

The Ready Cooked
Granular Wheat Food
A Delightful Cereal Surprise

Cases, 24 1 lb. packages	2 70
--------------------------	------

TRYABITA

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

BROOMS

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

2

BRUSHES	doz.	GROSS
Solid Back, 8 in.	45	
Solid Back, 11 in.	95	
Pointed Ends	85	
No. 8	1 00	
No. 7	1 30	
No. 4	1 70	
No. 2	1 90	

Shoe

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

Stove

No. 6	1 50
No. 8	2 00
No. 1	3 10
No. 2	3 50

Wien's Dustless Sweeper

No. 6	1 50
No. 8	2 00
No. 1	3 10
No. 2	3 50

BUTTER COLOR

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

CANDLES

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

CANNED GOODS

3 lb. Standards	85
Gallons, standards	2 00 @ 25

Blackberries

Standards	85
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Beans

Baked	8 1/2 @ 1 30
Red Kidney	80 @ 90
String	70
Wax	7 @ 80

Blueberries

Standard	1 90
----------	------

Brook Trout

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

Clams

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

Clam Bouillon

Burnham's, 1/4 pint	1 92
Burnham's, pints	3 60
Burnham's, quarts	7 20

Cherries

Red Standards	1 30 @ 1 50
White	1 50

Corn

Fair	95
Good	1 00
Fancy	@ 1 40

French Peas

Sur Extra Fine	22
Extra Fine	19
Extra	15
Moyen	10

Gooseberries

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

Hominy

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

3

Shrimps	1 40
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Succotash	1 25
Good	1 49
Fancy	1 49

Sardines

Domestic, 1/2	3 1/2
Domestic, 1/4	5
Domestic, Mustard	6
California, 1/4	11 @ 14
California, 1/2	17 @ 24
French, 1/4	7 @ 14
French, 1/2	18 @ 28

Strawberries

Standard	1 10
Fancy	1 40

Tomatoes

Fair	1 10
Good	1 15
Fancy	1 25
Gallons	8 65

CARBON OILS

Barrels	@ 12 1/2
Kocene	@ 11 1/2
Perfection	@ 11
Diamond White	@ 11 1/2
D. S. Gasoline	@ 14 1/2
Deodorized Naphtha	29
Cylinder	@ 34
Engine	@ 22
Black, winter	@ 10 1/2

CATSUP

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

CHEESE

Acme	2 15
Amboy	@ 14 1/2
Elsie	@ 14
Emblem	@ 15
Gem	@ 15
Gold Medal	@ 14
Ideal	@ 14
Jersey	@ 14 1/2
Riverside	@ 14 1/2
Brick	@ 14 1/2
Edam	@ 20
Lelden	@ 17
Limburger	15 @ 14
Pineapple	50 @ 75
Sap Sago	@ 19

CLEANER & POLISHER



8 oz. can, per doz.	1 35
Quart can, per doz.	2 25
Gallon can, per doz.	7 50

Samples and Circulars Free

Jobbers selling Brunswick's
Easybright cleaner and polisher,
a world winner and a
seller:

Muselman Grocer Co., Grand Rapids	
Desenberg & Co., Kalamazoo	
Jackson Grocers Co., Jackson	
Brown, Davis & Warner, Jackson	
Howard & Solon, Jackson	
Austin Burlington Grocery Co., Lansing	
Northrop, Robertson & Carrier, Lansing	
Smart & Fox Co., Saginaw	
Valley City Drug Co., Saginaw	
Morley Bros., Saginaw	
Geo. Hume & Co., Muskegon	
Wm. Bradley's Son, Greenville	
O. P. DeWitt, St. Johns	
Ward L. Andrus Co., Ltd., Detroit	
Lee & Cady, Detroit	
Phelps, Brace & Co., Detroit	
C. Elliott & Co., Detroit	
Crusoe Bros. Co., Detroit	
Fdw. Henkel Co., Detroit	
H. Wohlfelder Co., Detroit	
L. B. King & Co., Detroit	
Spater Bros., Detroit	
Buhl Sons Co., Detroit	
Standard Bros., Ltd., Detroit	
Mich. Drug Co., Detroit	
Farrand, Williams & Clark, Detroit	
Stollberg & Clapp Co., Toledo, Ohio	
Walding, Kinnan & Marvin Co., Toledo, Ohio	
Brinkmeyer, Kuhn & Co., Indianapolis, Ind.	
Kramer & Sons, La Porte, Ind.	
Lord, Owen & Co., Chicago, Ill.	
O. R. Pieper & Co., Milwaukee, Wis.	
J. F. Humphreys & Co., Bloomington, Ill.	
Jobst, Bethard Company, Peoria, Ill.	
Wilson Grocery Co., Peoria, Ill.	
Chesterman Co., Sioux City, Ia.	

Mushrooms

Hotels	18 @ 20
Buttons	22 @ 25

Oysters

Cove, 1 lb.	1 55
Cove, 2 lb.	95
Cove, 1 lb. Oval	85 @ 90
Yellow	1 35 @ 1 85

Peas

Standard	1 00
Fancy	1 25

Pineapple

Grated	1 25 @ 2 75
Sliced	1 35 @ 2 55

Pumpkin

Fair	90
Good	1 00
Fancy	1 25
Standard	2 50

Raspberries

Gallon	1 15
--------	------

Russian Caviar

1/4 lb. cans	3 75
1/2 lb. cans	7 00
1 lb. cans	12 00

Salmon

Columbia River, talls	@ 1 85
Columbia River, flats	@ 1 80
Red Alaska	@ 1 30
Pink Alaska	@ 90

CEREAL COFFEE

Put up in cases of twenty four
packages, twenty ounces each.
Per case 2 50
For sale by all jobbers

Cere Kofa

4

COFFEE
Roasted
Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelstor, M. & J. 1 lb. cans.....
Excelstor, M. & J. 2 lb. cans.....
Tip Top, M. & J. 1 lb. cans.....
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Ja-Vo Blend.....
Ja-Mo-Ka Blend.....
Distributed by Judson Grocer
Co., Grand Rapids, C. El
lott & Co., Detroit, B. Desen
berg & Co., Kalamazoo, Symons
Bros. & Co., Saginaw, Jackson
Grocer Co., Jackson, Moseley &
Goeschel, Bay City, Fielbach
Co., Toledo.

Telfer Coffee Co. brands
No. 9.....
No. 10.....
No. 12.....
No. 14.....
No. 16.....
No. 18.....
No. 20.....
No. 22.....
No. 24.....
No. 26.....
No. 28.....
Belle Isle.....
Red Cross.....
Colonial.....
Juvo.....
Koran.....
Delivered in 100 lb. lots.

Common.....
Fair.....
Choice.....
Fancy.....

Common.....
Fair.....
Choice.....
Fancy.....

Common.....
Fair.....
Choice.....
Fancy.....

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Choice.....
Fancy.....

Common.....
Fair.....
Choice.....
Fancy.....

6

Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 50
Macaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 80
Pearl Barley	
Common	2 75
Chester	2 75
Empire	3 50
Peas	
Green, Wisconsin, bu.	1 80
Green, Scotch, bu.	1 85
Split, lb.	1 85
Rolled Oats	
Rolled, 50 lb. sack	4 85
Steel Cut, 100 lb. sacks	2 50
Monarch, bbl.	4 60
Monarch, 90 lb. sacks	2 25
Quaker, cases	3 10
Grits	
Walsh-DeRoo Co.'s Brand.	



Cases, 24 2 lb. packages	2 00
Sago	
East India	3 30
German, broken package	4 30
Tapioca	
Flake, 110 lb. sacks	4 30
Pearl, 130 lb. sacks	3 30
Pearl, 24 1 lb. packages	6 30
Wheat	
Cracked, bulk	3 30
24 2 lb. packages	2 50
FISHING TACKLE	
1/4 to 1 inch	6
1 1/2 to 2 inches	7
2 to 3 inches	11
3 inches	15
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	25
Large	34
Poles	
Bamboo, 14 ft., per doz.	50
Bamboo, 16 ft., per doz.	65
Bamboo, 18 ft., per doz.	80

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON

Highest Grade Extracts
Vanilla 1 20 1 20 1 20 full m. 80
2 oz full m. 1 50 3 oz full m. 1 25
No. 3 fan'y 1 15 No. 3 fan'y 1 75COLEMAN'S
HIGH GRADE EXTRACTS
Vanilla 1 20 1 20 1 20 full m. 80
2 oz full m. 1 50 3 oz full m. 1 25
No. 3 fan'y 1 15 No. 3 fan'y 1 75JENNINGS'
FLAVORING EXTRACTS
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00FOLDING BOXES
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00TAPER BOTTLES
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00FULL MEASURE
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00TROPICAL EXTRACTS
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00FRESH MEATS
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00
D. C. Lemon 2 00 2 00 2 00
D. C. Vanilla 2 00 2 00 2 00Carcass 4 00 7 00
Forequarters 6 00 8 00
Hindquarters 6 00 8 00
Loins 8 00 12 00
Ribs 7 00 10 00
Rounds 5 00 8 00
Chucks 5 00 8 00
Plates 4 00 5 00Dressed 7 00 10 00
Loins 8 00 12 00
Boston Butts 8 00 12 00
Shoulders 8 00 12 00
Leaf Lard 11 00 15 00

7

Mutton	
Carcass	5 40 7 00
Lamb	6 00 7 50
Veal	
Carcass	6 00 8 50
GELATINE	
Knox's Sparkling	1 20
Knox's Sparkling, pr gross	14 00
Knox's Acidulated	1 20
Knox's Acidulated, pr gross	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2-qt size	1 61
Cox's, 1-qt size	1 10

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

GRAINS AND FLOUR	
Wheat	
Winter Wheat Flour	75
Local Brands	

Patents	4 30
Second Patent	3 80
Straight	3 80
Second Straight	3 80
Clear	3 15
Graham	3 10
Buckwheat	5 02
Rye	3 00
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Worden Grocer Co.'s Brand	
Quaker 1/2	3 90
Quaker 1/4	3 90
Quaker 1/8	3 90

Spring Wheat Flour	
Clark-Jewell-Weils Co.'s Brand	
Pillsbury's Best 1/2	4 60
Pillsbury's Best 1/4	4 60
Pillsbury's Best 1/8	4 60
Pillsbury's Best 1/2 paper	4 40
Pillsbury's Best 1/4 paper	4 40
Pillsbury's Best 1/8 paper	4 40
Lemon & Wheeler Co.'s Brand	
Wingold 1/2	4 40
Wingold 1/4	4 40
Wingold 1/8	4 40
Judson Grocer Co.'s Brand	
Ceresota 1/2	4 50
Ceresota 1/4	4 40
Ceresota 1/8	4 30

Worden Grocer Co.'s Brand	
Laurel 1/2	4 60
Laurel 1/4	4 50
Laurel 1/8	4 40
Laurel 1/2 paper	4 40
Meal	
Bolton	2 70
Granulated	2 80

Feed and Millstuffs	
St. Car Feed screened	20 50
No. 1 Corn and Oats	20 50
Corn Meal, coarse	20 00
Corn Meal, fine old	20 00
Winter Wheat Bran	18 00
Winter Wheat Middlings	21 00
Cow Feed	20 00
Screenings	18 00

Oats	
Car lots	37 1/2

Corn	
Corn, car lots, new	47 1/2
Hay	
No. 1 Timothy car lots	9 50
No. 1 Timothy ton lots	12 00

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Yenna Leaves	25

INDIGO	
Madras, 5 lb. boxes	55
S. F., 2 and 5 lb. boxes	50

JELLY	
5 lb. pails, per doz.	1 85
15 lb. pails	40
30 lb. pails	75

LICORICE	
Pure	30
Calabria	23
Stilly	14
Root	10

LYE	
Eagle Brand	
High test powdered lye	
Single case lots	
10c size, 4 doz cans per case	3 50
Quantity deal	
\$3.90 per case, with 1 case free with every 5 cases or 1/2 case free with 3 cases.	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25

MALTED FOOD	
Cases, 12 packages	1 35
Cases, 36 packages	4 05

MEAT EXTRACTS	
Armour's, 2 oz.	4 45
Armour's, 4 oz.	8 20
Liebig's, Chicago, 2 oz.	2 95
Liebig's, Chicago, 4 oz.	5 50
Liebig's, Imported, 2 oz.	4 45
Liebig's, Imported, 4 oz.	8 50

MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Good	26
Fair	22
Half-barrels 2c extra	

MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	

8

METAL POLISH



Sold by all jobbers or write manufacturers.

Packed 1 dozen in case.	
Paste, 3 oz. box, per doz.	75
Paste, 6 oz. bottle, per doz.	1 25
Liquid, 1/2 pt. can, per doz.	1 00
Liquid, 1 pt. can, per doz.	2 80
Liquid, 1 gal. can, per doz.	8 50
Liquid, 1 gal. can, per doz.	14 00
Search Bar Polish	
1 lb. sifters, per doz.	1 75

OLIVES	
Bulk, 1 gal. kegs	1 35
Bulk, 3 gal. kegs	1 10
Bulk, 5 gal. kegs	1 05
Manzanilla, 7 oz.	80
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	1 45
Stuffed, 8 oz.	2 80
Stuffed, 10 oz.	2 80

PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	85
Csh No. 2	85

PICKLES	
Medium	
Barrels, 1,200 count	8 50
Half bbls, 600 count	4 75
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 20

PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
N5. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tournam't Whist	2 25

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

PROVISIONS	
Barreled Pork	
Mess.	217 75
Back	230 00
Clear back	219 50
Short cut, clear	218 50
Pig	22 00
Bean	218 75
Family Mess Loin	18 75
Clear	219 00

Dry Salt Meats	
Belles	10 1/2
S P Bellows	11
Extra salt	10 1/2

Smoked Meats	
Hams, 12 lb. average	2 12 1/2
Hams, 14 lb. average	2 12 1/2
Hams, 16 lb. average	2 12 1/2
Hams, 20 lb. average	2 12 1/2
Ham dried beef	2 12
Shoulders (N. Y. cut)	2 12
Bacon, clear	12 1/2
California hams	2 9 1/2
Bolled Hams	2 17 1/2
Picnic Bolled Hams	2 13 1/2
Berlin Ham pr's'd	9 1/2
Mince Hams	9 1/2

Lard	
Compound	7 1/2
Pure	10 1/2

Tubs, advance	
60 lb. Tubs, advance	1 1/2
80 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
Butter, sacks, 25 lbs.	1
Butter, sacks, 50 lbs.	1
Vegetable	8

Sausages	
Bologna	5 1/2 @ 6
Liver	8 1/2
Frankfort	27 1/2
Block	7 1/2 @ 8 1/2
Tongue	8 1/2
Headcheese	8 1/2

Beef	
Extra Mess.	
Boneless	11 75
Rump, New	11 75

Pigs' Feet	
1/2 bbls., 40 lbs.	1 95
1/4 bbls., 20 lbs.	3 80
1 bbl., 100 lbs.	7 75

Tripe	
Kits, 15 lbs.	70
1/2 bbls., 40 lbs.	1 40
1/4 bbls., 20 lbs.	2 70

Casings	
Pork	26
Beef rounds	5
Beef middles	12
Sheep	85

Uncolored Butterine	
Solid, dairy	11 1/2 @ 12 1/2
Solid, purity	12 1/2 @ 13 1/2
Solid, purity	15 1/2

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

9

RICE

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



Sutton's Table Rice, 40 to the

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



Best grade Imported Japan, 3 pound pockets, 33 to the bale.

Cost of packing in cotton pockets only 1/2c more than bulk.

SALAD DRESSING	
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 30
Snider's, small, 2 doz.	1 80

SALERATUS	
Packed 60 lbs. in box	
Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
Wyandotte, 100 lbs.	3 00
Lyandotte, 100 lbs.	3 00

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

Table, cases, 24 3 lb. boxes..1	
Table, barrels, 100 3 lb. bags.3	
Table, barrels, 50 6 lb. bags.3	
Table, barrels, 40 7 lb. bags.2	
Butter, barrels, 320 lb. bulk.2	
Butter, barrels, 20 14 lb. bags.2	

12	13	14	15
Lubetsky Bros. brands B. L. 35 00 Daily Mail, 5c edition... 35 00 Fine Cut Cadillac... 54 Sweet Loma... 33 Hiawatha, 5 lb. palls... 56 Hiawatha, 10 lb. palls... 54 Telegram... 22 Pay Car... 31 Prairie Rose... 49 Protection... 37 Sweet Burley... 42 Tiger... 38 Plug Red Cross... 32 Palo... 31 Kilo... 34 Hiawatha... 41 Battle Axe... 33 American Eagle... 32 Standard Navy... 36 Spear Head, 16 oz... 41 Spear Head, 8 oz... 43 Nobby Twist... 48 Jolly Tar... 36 Old Homestead... 42 Toddy... 32 J. T... 36 Piper Heldick... 61 Boot Jack... 78 Honey Dip Twist... 39 Black Standard... 38 Cadillac... 38 Forge... 30 Nickel Twist... 50 Smoking Flat Car... 34 Great Navy... 34 Warpath... 25 Bamboo, 16 oz... 24 I X L, 5 lb... 28 I X L, 16 oz. palls... 30 Honey Dew... 35 Gold Block... 35 Flagman... 38 Chips... 32 Kiln Dried... 21 Duke's Mixture... 38 Duke's Cameo... 41 Myrtle Navy... 39 Yum Yum, 1 1/2 oz... 37 Yum Yum, 1 lb. palls... 37 Cream... 36 Corn Cake, 2 1/2 oz... 24 Corn Cake, 1 lb... 24 Plow Boy, 1 1/2 oz... 39 Plow Boy, 3 1/2 oz... 39 Peerless, 3 1/2 oz... 32 Peerless, 1 1/2 oz... 34 Alf Brake... 36 Cant Hook... 30 Country Club... 32-34 Forex XXX... 28 Good Indian... 23 Self Binder... 30-32 Silver Foam... 34 TWINE Cotton, 3 ply... 16 Cotton, 4 ply... 12 Jute, 2 ply... 12 Hemp, 6 ply... 12 Flax, medium... 20 Wool, 1 lb. balls... 7 1/2 VINEGAR Malt White Wine, 40 grain... 8 Malt White Wine, 80 grain... 11 Pure Cider, B. & B. brand... 11 Pure Cider, Red Star... 11 Pure Cider, Robinson... 11 Pure Cider, Silver... 11 WASHING POWDER Diamond Flake... 2 7/8 Gold Brick... 3 2/8 Gold Dust, regular... 4 50 Gold Dust, 5c... 4 00 Kirkoline, 24 lb... 3 90 Pearlina... 2 7/8 Soapline... 4 10 Babbitt's 1776... 3 7/8 Roseine... 3 50 Armour's... 3 70 Nine O'clock... 3 35 Wisdom... 3 80 Scourline... 3 50 Rub-No-More... 3 75 WICKING No. 0, per gross... 35 No. 1, per gross... 30 No. 2, per gross... 40 No. 3, per gross... 55 WOODENWARE Baskets Bushels... 1 25 Bushels, wide band... 1 50 Market... 60 Splint, large... 5 00 Splint, medium... 4 00 Splint, small... 4 00 Willow Clothes, large... 8 00 Willow Clothes, medium... 5 80 Willow Clothes, small... 5 00 Bradley Butter Boxes 2 lb. size, 24 in case... 72 3 lb. size, 16 in case... 68 5 lb. size, 12 in case... 63 10 lb. size, 6 in case... 60 Butter Plates No. 1 Oval, 250 in crate... 40 No. 2 Oval, 250 in crate... 45 No. 3 Oval, 250 in crate... 50 No. 5 Oval, 250 in crate... 60 Churns Barrel, 5 gals., each... 2 40 Barrel, 10 gals., each... 2 55 Barrel, 15 gals., each... 2 70 Clothes Pins Round head, 5 gross box... 50 Round head, cartons... 75 Egg Crates Humpty Dumpty... 2 25 No. 1, complete... 29 No. 2, complete... 18	Faucets Cork lined, 8 in... 85 Cork lined, 9 in... 75 Cork lined, 10 in... 85 Cedar, 8 in... 68 Mop Sticks Trojan spring... 90 Eclipse patent spring... 85 No. 1 common... 75 No. 2 patent brush holder... 85 12 lb. cotton mop heads... 1 25 Ideal No. 7... 90 Pails 2-hoop Standard... 1 50 3-hoop Standard... 1 65 2-wire, Cable... 1 60 Cedar, all red, brass bound... 1 25 Paper, Eureka... 2 25 Fibre... 2 40 Toothpicks Hardwood... 2 50 Softwood... 2 75 Banquet... 1 50 Ideal... 1 50 Traps Mouse, wood, 2 holes... 22 Mouse, wood, 4 holes... 45 Mouse, wood, 6 holes... 70 Mouse, tin, 5 holes... 65 Rat, wood... 80 Rat, spring... 75 Tubs 20-inch, Standard, No. 1... 7 00 18-inch, Standard, No. 2... 6 00 16-inch, Standard, No. 3... 5 00 20-inch, Cable, No. 1... 7 50 18-inch, Cable, No. 2... 6 50 16-inch, Cable, No. 3... 5 50 No. 1 Fibre... 3 25 No. 2 Fibre... 7 95 No. 3 Fibre... 7 20 Wash Boards Bronze Globe... 2 50 Dewey... 1 75 Double Acme... 2 75 Single Acme... 2 35 Double Peerless... 2 50 Single Peerless... 2 50 Northern Queen... 2 50 Double Duplex... 3 00 Good Luck... 2 75 Universal... 2 25 Window Cleaners 12 in... 1 65 14 in... 1 85 16 in... 2 30 Wood Bowls 11 in. Butter... 75 13 in. Butter... 10 15 in. Butter... 1 75 17 in. Butter... 2 75 19 in. Butter... 4 25 Assorted 13-15-17... 1 75 Assorted 15-17-19... 3 00 WRAPPING PAPER Common Straw... 1 1/4 Fiber Manila, white... 3 1/4 Fiber Manila, colored... 4 No. 1 Manila... 4 Cream Manila... 3 Butcher's Manila... 2 1/4 Wax Butter, short count... 13 Wax Butter, full count... 20 Wax Butter, rolls... 15 YEAST CAKE Magic, 3 doz... 1 00 Sunlight, 3 doz... 1 00 Sunlight, 1 1/2 doz... 50 Yeast Cream, 3 doz... 1 00 Yeast Foam, 3 doz... 1 00 Yeast Foam, 1 1/2 doz... 50 FRESH FISH White fish... 10 1/2 Trout... 11 Black Bass... 11 1/2 Halibut... 14 Clisoes or Herring... 5 Bluefish... 11 1/2 Live Lobster... 20 Botted Lobster... 22 Cod... 10 Haddock... 8 No. 1 Pickerel... 8 1/4 Pike... 7 Perch... 7 Smoked White... 11 Red Snapper... 10 Col River Salmon... 13 Mackerel... 18 OYSTERS Bulk... per gal. F. H. Counts... 1 75 Extra Selects... 1 50 Selects... 1 40 Baltimore Standards... 1 15 Cans F. H. Counts... 35 Extra Selects... 27 Selects... 23 Perfection Standards... 22 Anchors... 18 St-and-rds... 18 HIDES AND PELTS Hides Green No. 1... 7 Green No. 2... 6 Cured No. 1... 8 1/4 Cured No. 2... 7 1/4 Calfskins, green No. 1... 9 1/4 Calfskins, green No. 2... 8 1/4 Calfskins, cured No. 1... 10 1/4 Calfskins, cured No. 2... 9 Pelts Old Wool... 5 1/2 @ 100 Lamb... 40 @ 75 Shearings... 7 Tallow No. 1... 5 1/4 No. 2... 4 3/4 Washed, fine... 2 50 Washed, medium... 2 25 Unwashed, fine... 15 @ 17 Unwashed, medium... 16 @ 19	CANDIES Stick Candy Standard... 7 Standard H. H... 7 Standard Twist... 9 Cut Loaf... cases Jumbo, 32 lb... 7 1/4 Extra H. H... 10 1/4 Boston Cream... 10 Mixed Candy Grocers... 6 Competition... 7 Special... 7 1/4 Conserve... 7 1/4 Royal... 8 1/4 Ribbon... 8 Broken... 8 Cut Loaf... 8 1/4 English Rock... 9 Kindergarten... 9 Bon Ton Cream... 8 1/4 French Cream... 9 Dandy Pan... 10 Hand Made Cream... 11 1/4 Crystal Cream mix... 13 Fancy-In Pails Champ. Crys. Gums... 8 1/2 Puffy Hearts... 15 Fairy Cream Squares... 12 Fudge Squares... 12 Peanut Squares... 9 Sugared Peanuts... 11 Salted Peanuts... 10 Starlight Kisses... 10 San Bias Goodies... 12 1/2 Lozenges, plain... 12 Lozenges, printed... 10 Champion Chocolate... 11 1/4 Eclipse Chocolates... 12 1/4 Quintette Choc... 12 1/4 Gum Drops... 5 1/4 Moss Drops... 9 Lemon Sours... 9 Imperials... 9 Ital. Cream Opera... 12 1/2 Ital. Cream Bonbons... 11 20 lb. palls... 11 1/2 Molasses Chews, 15 lb. palls... 13 Golden Waffles... 12 Fancy-In 5 lb. Boxes Lemon Sours... 250 Peppermint Drops... 280 Chocolate Drops... 280 H. M. Choc. Drops... 285 H. M. Choc. Lt. and Dk. No. 12... 21 00 Gum Drops... 35 Licorice Drops... 275 Lozenges, plain... 255 Lozenges, printed... 260 Imperials... 260 Cream Bar... 255 Molasses Bar... 255 Hand Made Creams... 80 @ 290 Cream Buttons, Pep. and Wint... 65 String Rock... 65 Wintergreen Berries... 60 FRUITS Oranges Florida Russett... 2 Florida Bright... 2 Fancy Navel... 3 00 @ 3 50 Extra Choice... 2 Late Valencia... 2 Seedlings... 2 Medt. Sweets... 2 Jamaica... 2 Rodi... 2 Lemons Verdell, ex fcy 300... 2 Verdell, ex chco 300... 2 Verdell, fcy 300... 2 Call Lemons, 300... 3 50 @ 3 75 Messinas 300s... 3 50 @ 4 00 Messinas 360s... 3 50 @ 4 00 Bananas Medium bunches... 1 50 @ 2 00 Large bunches... 1 50 @ 2 00 Foreign Dried Fruits Californians, Fancy... 2 Cal. pkg, 10 lb. boxes... 21 00 Extra Choice, Turk... 2 10 lb. boxes... 2 Fancy, Trkr., 12 lb. boxes... 13 1/4 @ 15 Pulled, 6 lb. boxes... 2 Natural, in bags... 2 Fards in 10 lb. boxes... 2 6 1/4 Fards in 60 lb. cases... 2 6 1/4 Hallow... 5 @ 2 lb. cases, new... 2 Sals, 60 lb. cases... 2 1/4 NUTS Almonds, Tarragona... 216 Almonds, Ivica... 216 Almonds, California, soft shelled... 15 @ 16 Brazil... 11 1/4 Filberts... 12 Walnuts, Greenobles... 15 Walnuts, soft shelled... 15 Cal. No. 1, new... 2 Table Nuts, fancy... 13 1/4 Pecans, Med... 11 Pecans, Ex. Large... 12 Pecans, Jumbo... 13 Hickory Nuts per bu. Ohio, new... 2 Cocoonuts, full sacks... 23 50 Chestnuts, per bu... 2 Peanuts—new crop Fancy, H. P., Suns... 6 @ 5 1/4 Fancy, H. P., Suns... 6 @ 5 1/4 Roasted... 6 @ 6 1/4 Choice, H. P., Jumbo... 7 @ 7 1/4 Choice, H. P., Jumbo... 7 @ 7 1/4 Roasted... 8 @ 8 1/4 Small Shell No. 1 in w... 5 1/4 @ 6 1/4	STONEWARE Butters 1/2 gal., per doz... 48 1 to 6 gal., per gal... 5 1/4 8 gal. each... 48 10 gal. each... 60 12 gal. each... 72 15 gal. meat-tubs, each... 1 12 20 gal. meat-tubs, each... 1 50 25 gal. meat-tubs, each... 2 12 30 gal. meat-tubs, each... 2 56 Churns 2 to 6 gal., per gal... 6 Churn Dashers, per doz... 84 Milkpans 1/2 gal. flat or rd. bot., per doz... 48 1 gal. flat or rd. bot., each... 5 1/4 Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz... 60 1 gal. flat or rd. bot., each... 6 Stewpans 1/2 gal. fireproof, ball, per doz... 85 1 gal. fireproof, ball, per doz... 1 10 Jugs 1/2 gal. per doz... 56 1 gal. per doz... 42 1 to 5 gal., per gal... 7 Sealing Wax 5 lbs. in package, per lb... 2 LAMP BURNERS No. 0 Sun... 35 No. 1 Sun... 36 No. 2 Sun... 48 No. 3 Sun... 50 Tubular... 50 Nutmeg... 50 MASON FRUIT JARS With Porcelain Lined Caps Pints... 4 25 per gross Quarts... 4 50 per gross 1/2 Gallon... 6 50 per gross Fruit Jars packed 1 dozen in box LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun... 1 62 No. 1 Sun... 1 84 No. 2 Sun... 2 80 Anchor Carton Chimneys Each chimney in corrugated carton. No. 0 Crimp... 1 74 No. 1 Crimp... 1 96 No. 2 Crimp... 2 90 First Quality No. 0 Sun, crimp top, wrapped & lab... 1 91 No. 1 Sun, crimp top, wrapped & lab... 2 18 No. 2 Sun, crimp top, wrapped & lab... 3 08 XXX Flint No. 1 Sun, crimp top, wrapped & lab... 2 75 No. 2 Sun, crimp top, wrapped & lab... 3 75 No. 2 Sun, hinge, wrapped & lab... 4 00 Pearl Top No. 1 Sun, wrapped and labeled... 4 60 No. 2 Sun, wrapped and labeled... 5 30 No. 2 hinge, wrapped and labeled... 5 10 No. 2 Sun, "Small Bulb," for Globe Lamps... 80 La Bastie No. 1 Sun, plain bulb, per doz... 1 00 No. 2 Sun, plain bulb, per doz... 1 25 No. 1 Crimp, per doz... 1 35 No. 2 Crimp, per doz... 1 60 Rochester No. 1 Lime (65c doz)... 3 50 No. 2 Lime (75c doz)... 4 00 No. 2 Flint (80c doz)... 4 60 Electric No. 2 Lime (70c doz)... 4 00 No. 2 Flint (80c doz)... 4 60 OIL CANS 1 gal. tin cans with spout, per doz... 1 30 1 gal. galv. iron with spout, per doz... 1 50 2 gal. galv. iron with spout, per doz... 2 50 3 gal. galv. iron with spout, per doz... 3 50 5 gal. galv. iron with spout, per doz... 4 50 5 gal. galv. iron with faucet, per doz... 5 00 5 gal. Tinting cans... 7 00 5 gal. galv. iron Nacefas... 9 00 LANTERNS No. 0 Tubular, side lift... 4 75 No. 1 B Tubular... 7 25 No. 15 Tubular, dash... 7 25 No. 1 Tubular, glass fountain... 7 50 No. 12 Tubular, side lamp... 13 50 No. 3 Street lamp, each... 3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c... 45 No. 0 Tub., cases 2 doz. each, box, 15c... 45 No. 0 Tub., bbls 5 doz. each, per bbl... 1 75 No. 0 Tub., Bull's eye, cases 1 doz. each... 1 25 BEST WHITE COTTON WICKS Roll contains 32 yards in one piece. No. 0, 3/4-inch wide, per gross or roll... 18 No. 1, 1/2-inch wide, per gross or roll... 24 No. 2, 1-inch wide, per gross or roll... 34 No. 3, 1 1/4-inch wide, per gross or roll... 53 COUPON BOOKS 50 books, any denomination... 1 50 100 books, any denomination... 2 50 500 books, any denomination... 11 50 1,000 books, any denomination... 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books... 1 50 100 books... 2 50 500 books... 11 50 1,000 books... 20 00 Credit Checks 500, any one denomination... 2 00 1,000, any one denomination... 3 00 2,000, any one denomination... 5 00 Steel punch... 75

A "Right-Hand Man"

Our February catalogue is ready.

Right now it's the "right-hand man" of 150,000 busy, pushing merchants because

It is a time and money saver. It is always a ready, handy reference book of what all goods are—what they should be and what they should cost.

It lists, illustrates and prices the widest range of goods handled by any wholesale house in America.

It quotes net wholesale prices and guarantees those prices for a clearly stated time.

It is the only catalogue in the world that does a business of eighteen millions a year without a single salesman on the road.

It is the standard by which thousands of the closest buyers in the country gauge prices.

Do you want a "right-hand man?" Costs you nothing.

A new booklet "More Business" may tell you something new and do you some good.

Specify catalogue J454 and booklet J3018—both sent gratis if you are a merchant.

BUTLER BROTHERS Chicago

WE SELL AT WHOLESALE ONLY

FROZEN EN ROUTE.

Tough Story Told by a Canadian Weather Prophet.
Written for the Tradesman.

It was a wild evening in February; one of those nights when every man—the store loafer always excepted—who has a home and a fireside, is supposed to stay by it, and when nothing but dire necessity tempts him from his door.

Mercury hovered close around the zero mark. For forty-eight hours a gale had been in progress, but instead of "blowin' of itself out," as the Weather Prophet had confidently predicted, it steadily increased in violence until its voice arose to a prolonged bellow.

The air was filled with little pellets of frozen snow that the wind hurled against window panes with the sharp click of a telegraph instrument, or pitched over the roof and around the corners of the little country store, and at last heaped in great drifts about its door.

Inside the building all was warm and cozy. The big box stove was filled with well-seasoned slabs of beech and maple wood and its sides glowed with the fervor of their heat. The merchant arose and walked to the window, where he pressed his face against the pane and vainly tried to pierce the outer darkness; but he quickly returned, shivering and resumed his seat.

"This is an awful night to be out," said he.

"Wust I ever see," assented the Oldest Inhabitant.

"Huh! I've see weather nuff sight wuss'n this in Canady," snorted the Weather Prophet, snuggling back on his salt barrel. "I've seen it cold enough in Canady," he pursued reminiscently, "to freeze b'ilin' water," and then he glared defiantly at his little circle of listeners as much to say, "beat that if you can!"

"Do you mean that the water was boiling when it froze?" queried Jim Hicks, after a decorous pause.

The Prophet nodded.

"B'ilin' hard?" asked Billy Simms.

"Yes, b'ilin' hard. That's just what I meant. It don't seem like you fellers un'erstand United States. But that's jest what I mean all the same."

"Would it freeze ice right on top of the kittle the water was a b'ilin' in?" pursued Bill.

"That's what it would. It froze ice an inch thick, an' I know that cus I measured it."

"Ice an inch thick, an' the water b'ilin' all the time," continued Billy with a guileless expression of face. "Mebbe, then, the' was a safety valve er suthin' on to the kittle?"

The listeners repressed a smile. Billy was laying a trap for the old man—the only one present who did not see it as his answer showed—for he replied guilelessly:

"Oh, no, the' wa'n't no safety valve on the kittle. They didn't have nothin' o' that kind in them parts."

Billy grinned like a demon. "How the dickens did ye keep it from blowin' up, then?" he enquired exultantly.

There was a general titter and Simms took a fresh chew on the strength of his own acuteness. But if the Weather Prophet was at all discomfited by the hilarity, he certainly did not show it. Slowly and methodically he shifted his position on the salt barrel to one a little more comfortable, then deliberately unclasped his pocket knife and from a sliver of wood began to whittle out a long slender toothpick.

"Ye've as't me a fair question an' manners in me calls for a decent answer," said he at length. "Hows'ever I'd feel quite a bit better over it if ye as't it in a way that'd show more respect fer yer betters. Still an' all that don't cut no ice with the facts in the case. The kittle did blow up. It blowed up slick an' clean, an' that's the way I got this 'ere scar over m' eye," and he pointed to a mark that might have been made by a small bullet or could easily have resulted from a bad case of chicken pox.

Billy was too much discomfited to speak, so the Oldest Inhabitant took up the case.

"Kittle bust an' knock ye over?" he enquired.

The Weather Prophet shook his head. "No, the kittle wa'n't hurt a mite," said he.

"What done it, then, chunks of ice flyin' around like?"

"Some. But that wa'n't what struck me."

"What was it then?"

"B'ilin' water!"

"Scalded, eh?"

"No; friz."

"Friz?"

"Sure."

"How kin a feller be friz with b'ilin' water?" asked Billy, suddenly coming to himself.

"Easy enough when the temperatoor is right. Ye know what the poet Shakespeare writ in the piece called Milton's Paradise Lost? 'Fer ye can't see good, and to a blind man fire and ice is all the same thing.' Ye hain't forgot that, I reckon?"

"That hain't no poetry," grunted Billy, "an' what's more it hain't sense nuther. Ye might as well tell a feller he wouldn't know a snowball from a hot pitater. But that hain't explainin' how bi'llin' water friz a hole in yer old cocoanut."

The Prophet turned away from Simms in disgust. "If it wa'n't that the' is decent folks here I'd go home this minute, fer I don't relish bein' abused no better'n the next one. I've got the feelin's of a young 'un tucked away in my old carcass an' I hate to be tromped on as bad as anybody. But I've give out that I got this scar by bein' friz with bi'llin' water, and I feel that justice to me an' to the g-e-n-t-l-e-men present demands an explanation. Feller citizens, when that air kittle blowed up, the water was a b'ilin'. I stood about twenty foot away at the time, an' the' was a stream of scaldin' water started right fer my head. I see it a comin' an' ducked. B'ilin' water is swift; but them times I was like a hyeny—quick, active an' savagerous. I dodged the main part of the dose, but the' was a few stray chunks sashayin' around that I couldn't git away from, an' one on 'em bit me right where this scar is now. I was left fer dead, but arter a while I come to, an' here I be."

"Yes, but ye said a spell ago that ye was friz, an' now ye claim as how ye was scalded. I hope ye don't reckon we kin swaller both o' them yarns to once an' not git the dyspepsy," grinned Simms.

A look of weariness not unmixed with annoyance crossed the Prophet's face. "Gentlem-e-n," said he, "the cold that mornin' was suthin' turrible. It was a hunderd an' eight before freezin'. B'ilin' water don't stan' no show in a time like o' that. When it started fer me it was frothin' like a switch engine, but by the time it got to me, goin'

through all that cold air, it was chilled until it was as hard as a fire brick, an' it friz a spot on my head eight inches long, five inches wide an' an inch an' three-eighths deep."

The Prophet ceased speaking. After a while Billy Simms coughed a little and began to button his overcoat. One after another the members of the group arose. The merchant turned down the lights, and all moved sadly and silently out into the tempestuous night.

Geo. L. Thurston.

I CAN SELL YOUR REAL ESTATE
or business, no matter what it is or where located. Wherever mail is delivered, I do business. If you want to sell a farm, timber land, ranch, residence, store building, mill, factory, lumber or coal yard, stock of goods (see list), patent, right, or any partnership, send two stamps for my Bulletin. If you want to BUY, send for FREE copy of BARRON'S MONTHLY BULLETIN. It is full of bargains.
J. M. Barron, South Bend, Ind.

\$150 EVERY MONTH POPULAR useful article for (city or country), factory, bank, business concerns, sales like willows; millions will be sold; a necessity that will sell in some territory over and over again; to show in to sell. AGENTS Wanted. Sample 10 cents; two at back if you say so. Write quick for exclusive territory. ZENO M. O. SUPPLY CO., SOUTH BEND, IND.

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

Scratch Blox



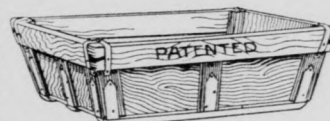
Odd sizes made from odd paper cuttings at cut prices.
BARLOW BROS., Grand Rapids



The above letter will be found stamped upon every Cracker which we manufacture and is the emblem of purity and superiority. We will be pleased to send you samples and price list. Just drop us a postal card. We are not in any way connected with the trust.

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

Sole Manufacturers "D" Brand



Delivery and Display Baskets

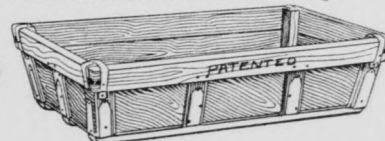
They contain all the advantages of the best baskets. Square corners; easy to handle; fit nicely in your delivery wagon; will nest without destroying a basket every time they are pulled apart. One will outlast any two ordinary baskets. They are the handiest baskets on the market for grocers, butchers,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



REMEMBER Malt-Ola

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

Lansing Pure Food Co., Ltd.
Lansing, Michigan

The Grain Market.

Wheat has been very active during the week. The foreign demand has been good, especially from France, which has taken quite a number of loads. The car shortage alone was a damper on shipments for export, as stocks of wheat at seaboard are small, which will continue until navigation opens as the railroads seem to be unable to furnish transportation for moving wheat eastward. The visible showed a decrease of 672,000 bushels. One great drawback with the dealers at present is that there appears to be a one-man market; that is, one house can sway the market whichever way it pleases, and that is Armour & Co. It is reported that this house is long 20,000,000 bushels, and as it is virtually holding the majority of the cash wheat in its elevators in Chicago, it is easy to be seen that it is dangerous for outsiders to "monkey with the buzz saw." The shorts dare not sell wheat, because they do not know where to get the wheat to fill their short sales. Again, if they buy long wheat, they are liable to have it delivered from Armour & Co.'s elevators. So the market at present is simply controlled by the Armour & Co. interest, and this is especially hard as there is not much contract wheat in Chicago. The Northwest is holding its wheat for flouring purposes and cash wheat is a trifle above the May options, so the market is in a waiting mood.

Corn has run an even tenor, the demand equaling the supply. Trading in futures is limited. While there are some long sellers, the short interest is timid, on account of the small amount of contract corn. Prices remain fairly steady.

Oats decreased 187,000 bushels, not worth mentioning, but the price is held very firm, as there is more wanted than is offered. What is offered is taken up very quickly, which leaves the market bare of oats.

Rye has been flat, with not much doing. Prices are hardly steady and will probably sag to a lower level.

Beans are wabbling around present prices—one day up a couple cents and the next day down. The price seems to be topheavy just now and beans will have to be cheaper in order to move freely.

Flour is very firm. The demand is good. The mills are running full and are behind on orders.

Mill feed is in fully as good demand as it has been for some time, with no shading of prices.

Receipts have been of the usual order, being as follows: wheat, 75 cars; corn, 16 cars; oats, 2 cars; flour, 5 cars; potatoes, 11 cars.

Mills are paying 75c for No. 2 red wheat, 70c for No. 1 white wheat and 70c for No. 3 red wheat.

C. G. A. Voigt.

Fancy Dress Ball the Next Entertainment.

Grand Rapids, Jan. 27—The card party given by Grand Rapids Council, No. 131, U. C. T. at their hall Saturday evening was, without any question, one of the most enjoyable of the series. Card playing in the form of progressive pedro started at 8 o'clock and continued until 10, when the prizes were awarded, and then all were seated at the banquet table, where covers were laid for seventy-five people. J. W. Drew, of Detroit, with a corps of waiters, served a three-course luncheon made entirely of shredded wheat biscuit. All present enjoyed themselves immensely. After the spread, dancing was kept up until the usual quitting hour—12 o'clock, Miss Minnie Reynolds furnishing music in her usual acceptable manner. As

the guests were putting on their things and getting ready for home many were the expressions heard that the parties given this season by the U. C. T. were all right. The next party will be at St. Cecilia hall, February 14, and will be a fancy dress ball and, as Brother Reynolds announced, none will be admitted without a costume. Ja Dec.

The Egyptian Manufacturing Co., manufacturer of throat bands, has increased its capital stock from \$5,000 to \$25,000.

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.

WANTED—TO SELL ONE-HALF OR whole interest in the best business for the money invested in Central Michigan. Cause of selling, poor health. Write to No. 45, care Michigan Tradesman. 45

WANTED—TO SELL OR EXCHANGE FOR Improved Farm Property—Stock of general merchandise in good condition; stock will run about \$6,500; doing a good business. Write to or enquire of W. L. Stowell, Munith, Mich. 46

WANTED—DRUG FIXTURES, SECOND- hand, in good condition; reasonable for cash; give description. Address, Lock Box 38, Armada, Mich. 40

FOR SALE—STOCK OF SHOES ABOUT \$1,300; in good shape to be sold and moved at once. Address No. 34, care Michigan Tradesman. 39

CHOICE FARM FOR SALE OR TRADE for merchandise. Shoe stock preferred. Box 591, Shelby, Mich. 38

FARM TO EXCHANGE FOR STOCK OF goods. Address No. 56, care Michigan Tradesman. 36

FOR SALE CHEAP—ENTERPRISE COFFER mill; dried beef cutter; cheese safe; cracker case; three small shoe cases; fire proof safe; three 10-foot oak counters; one delivery wagon. Address No. 33, care Michigan Tradesman. 33

SODA FOUNTAIN FOR SALE—TUFF'S confectioner's; new, used only three seasons; complete with gas; drum for charging eighteen syrups; cost \$475; will sell for \$350. Address J. W. Kunner, Shelby, Mich. 32

FOR SALE—COUNTRY STORE AND dwelling combined; general merchandise stock, barn, custom saw mill and feed mill with good patronage, bargain for cash. Eli Kunnels, Cornlug, Mich. 31

FOR SALE—STOCK OF GROCERIES AND grocery; will inventory about \$2,000; best location in summer resort town of 500 inhabitants; good farming country; fine opportunity for persons wishing to carry a general stock; rent \$5 per month for two-story and basement building, 25x75 feet; located on corner. Address H. E. H. Moxley, Crystal, Mich. 29

WANTED—STOCK OF MERCHANDISE, must be clean and up to date. Answer with full particulars. Address No. 28, care Michigan Tradesman. 28

FOR SALE \$3 DOWN AND \$3 PER MONTH for sixteen months buys five acres of rich undeveloped zinc and lead land in the very heart of the Missouri District; no difference where you live, as an investment in this land will make you money; send for my circular and learn why. Address W. B. Sawyer, Carthage, Mo. 27

FOR SALE CHEAP—TUFF'S 20 SYRUP soda fountain, with all appurtenances. Will sell cheap. Address Hartford & Co., St. Joseph, Mo. 26

CHANCE OF A LIFETIME—WELL ESTAB- lished general store, carrying lines of dry goods, carpets, furs, cloaks, clothing, bazaar goods, shoes and groceries, located in thriving Western Michigan town. Will sell good stock at cost and put in small amount of shelf worn goods at value. Stock can be reduced to \$15,000. Owner is going into manufacturing business. Address No. 4, care Michigan Tradesman. 44

\$1,000 WORTH OF PERFECT MEN'S FUR- nishings mostly and clothing slightly damaged for sale cheap. Will sell furnishings or clothing separate. This advertisement will appear but once. If you want a real bargain, come or write me at once. Geo. W. Gribbin, Nashville, Mich. 43

CAN BE PURCHASED FOR CASH ONLY. Hardware stock, 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

FOR SALE—THE LARGEST WALL PAPER, paint and picture frame business in Sault Ste. Marie. Invoiced 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—HARDWARE BUSINESS; stock invoices \$7,800; prosperous manufacturing and farming center; stock clean; profitable proposition. Hardware, 55 Stephenson St., Freeport, Ill. 982

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

DO YOU WANT IT? A DRUG STORE DO- ing 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

FOR SALE—NICE FRESH DRUG STOCK in good country town; only drug store; unexpected 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 too's; good chance for jeweler; plenty of repair work; will rent one 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, Coloville, 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 very large archway, practically a continuation of the store room; another addition, 20x30, and a shed 20x25. Has counters and shelving; \$70.00 a month rent by the year or longer. Eight rooms up stairs rent for \$20.00 a month. No incumbence. Price \$9,000.00. Three large stores recently destroyed there by fire. Investigate by communicating direct there with the owner, S. K. Woodworth. 10

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. Store 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 61, Grand Lodge, Mich. 5

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

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

75 CENTS ON THE \$1 BUYS A NEW YORK racket store; stock in good shape; stock and furniture and fixtures inventory about \$2,300. G. B. Webber, Muskogon, Mich. 998

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

FOR SALE—GENERAL MERCHANDISE stock, invoiced 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 \$900. Address No. 995, care Michigan Tradesman. 995

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

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

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

FOR SALE—STOCK OF DRUGS AND FIX- tures invoiced 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

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

WE CAN SELL YOUR REAL ESTATE OR business wherever located; we incorporate and float stock companies; write us. Horatio Gilbert & Co., 825 Ellicott sq., Buffalo. 974

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

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

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

FOR SALE—WHOLESALE GROCERY IN a thriving city of 30,000 in the Northwest. Address R. care Michigan Tradesman. 968

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

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

FOR SALE—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. 538, care Michigan Tradesman. 538

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

FOR SALE—FIRST-CLASS, EXCLUSIVE millinery business in Grand Rapids; object for selling, parties leaving the city. Address Milliner, care Michigan Tradesman. 507

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

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

FOR SALE CHEAP—SECONDHAND NO. 4 Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

MISCELLANEOUS

WANTED BY REGISTERED PHARMA- cist, position; fourteen years' experience; good references. Address Box 78, Morley, Mich. 42

EXPERIENCED HARDWARE CLERK wants position at once, wholesale or retail; good references. Address W. B. Ross, Pontiac, Mich. 41

WANTED—REPRESENTATIVES WITH wide acquaintance, ability and standing. In States of Ohio, Illinois, Indiana, Michigan, Wisconsin, Pennsylvania, Iowa, Kansas, Nebraska and Minnesota, to place an issue of treasury stock in a safe and reliable corporation, for the purpose of extending present business. Paid 15 per cent. net last year, 17 1/2 per cent. net this year. A good talking proposition; big money to right parties; no speculation, but a safe and guaranteed investment; highest references given and required; no triflers need apply; time is money in this case. Address the Tioga Mineral Wells Co., Tioga, Texas. 37

WANTED—EXPERIENCED SALESMAN for our Lusterine Liquid Metal Polish, bought by all grocers, hardware, paint and gas fixture stores, plumbers, etc.; acknowledged the best in the market; cans one-third larger than those of our competitors; article the best. Address Oscar Schlegel Manufacturing Co., 182-186 Grand St., New York. 34

WANTED—SALESMAN ACQUAINTED with furniture trade to represent leading New York manufacturer of varnish, stains, lacquers, brushes, bronze powder and other specialties. Address No. 35, care Michigan Tradesman. 35

WANTED—WE WANT GOOD SIDE LINE salesmen who visit the Hardware, Paint and Department Store Trade in the States of Iowa, Minnesota, Illinois, Michigan and Missouri. We have a good manufacturers' line and one very profitable to handle. Address H. H. Adkins, 204 W. 21st St., Chicago, Ill. 30

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—ONE OR TWO FIRST-CLASS experienced traveling salesmen to call on the grocery and drug trade. Address, giving references, Dunkley Company, Kalamazoo, Mich. 14

WANTED AT ONCE—A REGISTERED pharmacist, young man preferred. Send references and state salary. Address No. 6, care Michigan Tradesman. 6

Cheney & Tuxbury
the Real Estate Men

are in the market for Hemlock and Cedar Lands.

24 Canal St., Grand Rapids, Mich.

BEMENT PALACE STEEL RANGE



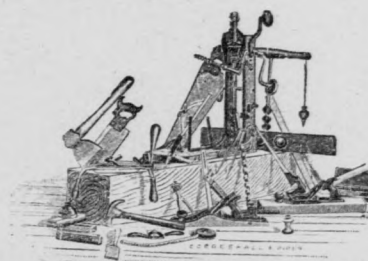
We would like to explain to you our plan for helping the dealer sell Palace Ranges. Write us about it. Ask for large colored lithograph.

E. Bement's Sons
Lansing Michigan.

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

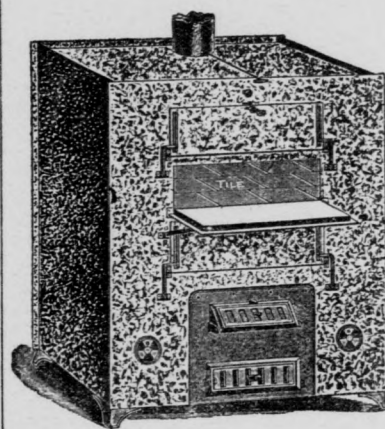
Mixed Paint, White Lead, Shingle Stains, Wood Fillers
Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use.
Corner 15th and Lucas Streets, Toledo, Ohio.
CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

Everything in Carpenters' Tools



**FOSTER
& STEVENS
& CO.**

Grand Rapids, Michigan



BAKERS' OVENS

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

**Hubbard Portable
Oven Co.**

182 BELDEN AVENUE, CHICAGO



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.

Facts in a Nutshell

**BOUR'S
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**Manufacturers'
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White and Decorated Crockery and China.
"Leonard Cleanable" and "Champion" Re-
frigerators.

"Insurance" Gasoline Stoves.

Children's Carriages.

Screen Doors, Window Screens, Hammocks.

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verware.

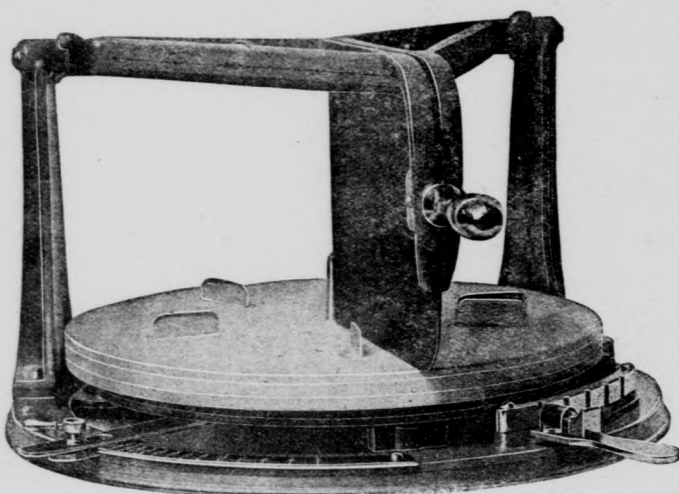
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Low Prices

Prompt Service

Ask for Catalogue

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Mr. Craigue gives the situation:

"GENTLEMEN:—A look at my cheese used to give me horrors. The waste was enormous, not less than \$100.00 per year.

"Your Templeton Cheese Cutter, though, has solved the problem, and I now save absolutely every pound.

"Very truly yours,

"COLORADO SPRINGS, COLO.

A. D. CRAIGUE."

Sold on easy monthly payments. Write for particulars.

The Templeton Cheese Cutter
and we anticipate a demand that will task our capacity to fill.

COMPUTING SCALE COMPANY

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