

# MICHIGAN TRADESMAN

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Twentieth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 4, 1903.

Number 1011

## “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.

### Condensed Energy



## Nutro-Crisp

The Ready Cooked  
Granular Wheat Food  
A Delightful Cereal Surprise

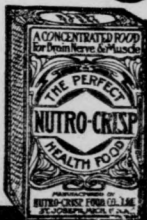
Contains in easy assimilable form, more energy than can be found in any other food. Children love it and thrive on it.

People in delicate health relish it. Indigestion can be surely banished by its use.

Contributes clearness to the brain, strength and vim to the entire body.

Each package contains a “benefit” coupon that will interest you.

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



## OUR New Deal FOR THE Retailer

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

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

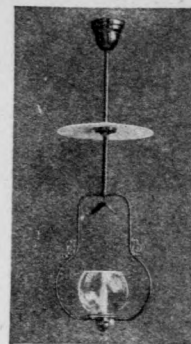
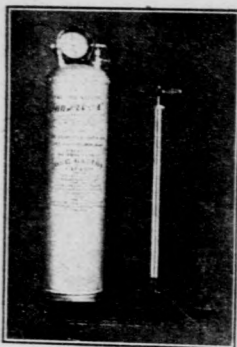
to any dealer placing an order for a 5 whole case deal of  
EAGLE BRANDS POWDERED LYE.

#### HOW OBTAINED

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

Eagle Lye Works, Milwaukee, Wisconsin

H. H. SEELEY, Pres. and Mgr. R. R. SEELEY, Vice-Pres. D. E. SEELEY, Sec'y and Treas.



## The Superior Manufacturing Co.

Manufacturers of

The "Ann Arbor" Quick Lighting Gasoline Lamps

And

The "One Gallon Ann Arbor" Lighting Systems

Dealers in

Mantles, Shades, Chimneys, Gas and Gasoline Lamp Supplies

20 South Main Street, Ann Arbor, Mich.

Progressive W. Dealer & Co., Hustletown, U. S. A.

Feb. 4, 1903

Gentlemen:--The name of your firm has been handed to us as the most progressive and up-to-date firm in your town, and we have been told that the only thing which is lacking to make your store the most complete and perfect of its kind is GOOD LIGHT. May we not aid you to remedy this one defect? We want you to ask all about the "ONE GALLON ANN ARBOR" LIGHTING SYSTEM, and if we can show you that which will give you the best light in the world for the least money and will last for a lifetime, you will want one, will you not?

You will be the first in your town to use this system and we will make you the special introductory offer on a three light system with tubing all fitted according to your specifications and ready to install. THE INTRODUCTORY PRICE ON THREE 500 CANDLE POWER LIGHTS, LIKE CUT SHOWN ON THIS LETTERHEAD, TOGETHER WITH SUPPLY TANK AND CONNECTIONS, WILL BE ONLY \$30, AND YOU SECURE THE AGENCY OF YOUR TOWN.

Awaiting your favors, we are yours very truly, SUPERIOR MANUFACTURING CO.  
Dic. H. H. S.--F. B. PS.--Three lights will make a 70' store as light as day.

## 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.

If it is

## Ceresota

it is guaranteed

The high quality of our flour has been maintained for twenty years, and we have too much at stake to lower the standard now. You may offer CERESOTA to your customers as we offer it to you. Money back if not satisfactory.

Northwestern Consolidated Milling Co., Minneapolis, Minn.

Judson Grocer Company, Distributors for Western Michigan

# Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

## WHY?

## They Are Scientifically PERFECT

129 Jefferson Avenue Detroit, Mich.

113-115-117 Ontario Street Toledo, Ohio

## 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.

## Walsh-DeRoo Buckwheat Flour

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

Put up in 5 lb., 10 lb. and ⅓ bbl. paper sacks, 125 lb. grain bags and bbls.

Write us, please, for prices.

Walsh-DeRoo Milling Co.  
HOLLAND, MICH.

# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 4, 1903.

Number 1011

## 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.

## IF YOU HAVE MONEY

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

**Martin V. Barker**  
Battle Creek, Michigan

## 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

## 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.

## 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. McCBONE, Manager.

## IMPORTANT FEATURES.

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### Manufacturing Matters.

Ravenna—E. S. Powers, of Coopersville, has leased the creamery at this place.

Benzonia—The Case Brothers Lumber Co. has decreased its capital stock from \$15,000 to \$12,000.

Dearborn—The capital stock of the Arna Woolen Mills has been increased from \$20,000 to \$50,000.

Sault Ste. Marie—The Trans-St. Mary's Traction Co. has increased its capital stock from \$100,000 to \$400,000.

Plymouth—The Plymouth Food Co., Ltd., has placed its new food, Plymouth Wheat Flakes, on the market.

Coral—The Coral Canning Co. packed 164,000 cans of fruit and earned a dividend of 10 per cent. during the past year.

Saginaw—The Saginaw Plate Glass Co. has authorized an expenditure of \$120,000 in additions and improvements in its plant.

Detroit—The Detroit Stay Manufacturing Co. succeeds the Detroit Stay Co. in the manufacture of dress stays and shirt waists.

Marquette—The Triumph Health Food Co., Limited, has been formed with a capital stock of \$1,500,000. The enterprise has been brought to this place by Seventh Day Adventists from Battle Creek.

Kalamazoo—E. M. Lawn has purchased the manufacturing and retail cigar business of Henry Fletter, at 113½ South Burdick street, and has moved from his former location at 820 South Rose street.

Detroit—The Continental Construction Co. is the style of a new corporation capitalized at \$100,000. The stockholders are as follows: T. A. Hutchins, 7,300 shares, and Eugene F. Glock, 2,400 shares.

Petoskey—The Doctor James Cannon Salve Co., Limited, has been organized with a capital stock of \$9,000. The officers are: James Cannon, President; Thomas Cannon, Secretary, and L. G. Grimes, Treasurer.

Allegan—A new food company has been launched at this place under the style of the National Bean Food Co. The capital stock is \$500,000 and the officers are: Dr. H. F. Thomas, President; Volney Ferris, Secretary, and M. E. Company, Treasurer. The latter gentleman is the inventor of the process of converting beans into healthful food.

Wayland—Lee Deuel, lumber and coal dealer, has sold his stock, land and buildings to L. F. Wallbrecht, formerly proprietor of the Star Mills.

Detroit—The Art Novelty Co., Ltd., has reorganized with \$25,000 capital and elected the following officers: L. H. Robertson, Chairman; Morris Higer, Vice-Chairman; Eugene H. Sloman, Secretary, and Louis Higer, Treasurer.

Flint—The United States Household Supply Manufacturing Co. has been organized with a capital stock of \$25,000, owned by Frank C. Sherman, Pontiac, 1,200 shares; Frederick W. Blake, Flint, 1,200 shares, and David S. Burton, Pontiac, 100 shares.

Detroit—The Michigan Pressed Brick Co. has been organized with a capital stock of \$50,000, the stockholders being as follows: E. W. Clark, Detroit, 1,050 shares; B. Henry, Detroit, 1,050 shares; John Ryan, Bad Axe, 905 shares, and A. F. Doyle, Saginaw, 405 shares.

Detroit—The G. S. Rivard Co., Ltd., has been organized with a capital stock of \$10,000 to erect a factory in Detroit for the manufacture and sale of preparations for increasing the weight and developing the figure, together with other hygienic, toilet and medicinal preparations.

Sault Ste. Marie—The Soo Lumber Co. has filed articles of association. The amount of the capital stock is \$100,000, held by the following persons: Jos. Mitchell, Denver, Colo., 4,000 shares; W. B. Earle, Sault Ste. Marie, 4,000 shares; Jos. T. Mitchell, Neola, Iowa, 2,000 shares.

Detroit—The Hub Clothing Co. has been incorporated with a capital stock of \$25,000, which is held by Detroit gentlemen as follows: Isaac Greenberg, 1,115 shares; Moses Greenberg, 1,115 shares; Jacob King, 85 shares; David King, 85 shares, and Jacob B. Greenberg, 100 shares.

Alpena—The Churchill Lumber Co. has been formed with an authorized capital stock of \$50,000. The shareholders are as follows: Wm. H. Sanborn, 1,700 shares; Fred A. Kimball, 1,000 shares; Geo. B. Holmes, 500 shares; John Nicholson, 500 shares, and S. A. Davison, 500 shares.

Detroit—The Detroit Trolley Wheel & Electrical Equipment Co. has been organized with an authorized capital stock of \$100,000, the principal stockholders being E. W. Potts, 3,750 shares; John Lokie, 1,762½ shares; C. W. Lokie, 1,762½ shares, and J. C. Forster, 150 shares.

Port Huron—The Port Huron Cereal Co. has been organized with a capital stock of \$10,000 to engage in the manufacture of a coffee substitute known as Cafano. The stockholders are: E. C. Boice, 2,500 shares; Geo. Thompson, 2,500 shares; J. C. Murta, 2,500 shares, and Mrs. Chas. Higgins, 2,500 shares.

Kalamazoo—The Kalamazoo Lumber Co. has been organized to carry on the lumber business here. The capital stock is \$16,000, held by Robert K. Mann, Muskegon; Wm. G. Watson, Muskegon;

Frank H. Smith, Muskegon, and Myndret P. Wemple, Onsted. The stock is held in equal amounts by the stockholders.

Montrose—The grist mill property owned by Fred Foote has been purchased by Daniel Sweers, of this place, and Homer Belford, of Taymouth. The building was erected about two years ago, but has never been equipped with machinery and has lain idle since that time. The new owners expect to begin operations in about three months.

Ypsilanti—Henry P. Glover, Chas. W. Glover and Fred C. Andrews have engaged in a manufacturing enterprise under the style of the Michigan Machinery Manufacturing Co. The authorized capital stock is \$100,000, all of which is held by Henry P. Glover with the exception of 20 shares, which are equally divided among the remaining partners.

Ford River—The entire plant of the Ford River Lumber Co., including nearly the whole town, has been purchased by J. W. Wells, of Menominee, Isaac Stephenson, of Marinette, Wis., and others. The price paid is said to be about \$750,000. The new purchasers will take possession this week, and will continue business under the old name.

Flint—The Western Tanning & Janning Co. has been organized with a capital stock of \$50,000. The shareholders and the number of shares held by each are as follows: James A. Paisley, Cleveland, 1,000; John M. Stritmatter, Cleveland, 1,000; Nathan J. Senter, Ashtabula, 1,000; W. C. Hubbard, Flint, 1,000, and John Haller, Flint, 1,000.

Fremont—Henry A. Brown has sold his flouring mill to John and Joseph A. Wolters, of Muskegon, who have been running a feed store in that city for a number of years. Mr. Brown has been a resident of Fremont for eight years but now declares his intention of leaving the place, and will probably go South for a time before engaging again in business.

Bay City—In order to close out the business of Eddy Bros. & Co., salt and lumber manufacturers, rendered necessary by the death of the late J. Frank Eddy, a copartnership known as Eddy Bros. & Co., Limited, has been formed with a capital stock of \$1,000,000. The offices of the company will be located in Bay City and Blind River and it will also operate mills in Canada owned by the old company.

Petoskey—The Lakewood Lumber Co. has purchased the Barker Cedar Co.'s plant at Barker's Siding, near Levering. For several years the affairs of the Barker company have been in the hands of receivers, Messrs. Raymond Gillette and Richard McKey, of Benton Harbor, who have greatly assisted in straightening out the tangled affairs of the company, and who now occupy the positions of Secretary and Treasurer, respectively, of the new organization.

The Grand Rapids Retail Meat Dealers' Association will hold a meeting Thursday evening to elect officers for the ensuing year and decide on when and where to hold its annual banquet and ball.

## MASTER OF MYSTERY.

How Adams Became a Rival of Kellar and Herrmann.

Prestidigitateur. Presto, a Latin word, means quick and digita means finger. This explains the meaning of the word. I presume that I come under this class, as my entire programme depends entirely on the quickness of my fingers. It is generally supposed that in my boyhood days I was doing more or less of tricks. This is not true. I never had the faintest idea how the sleight-of-hand performances were accomplished until about eight years ago. Previous to this time I can recall seeing Herrmann and Kellar and was as much mystified as anyone could be. It was in 1895 that my first trick was suggested to me and it was wholly accidental; in fact, my younger brother is to blame for my now being a trickster. He sent and got a little trick called the "magic imp." This was a wooden bottle about one inch high, which, by clever manipulation of a little steel peg, one could make lie down or stand up at command. I was then traveling in Pennsylvania and he gave this bottle to me he being unable to do it without being caught. For some time I found a great deal of amusement in showing the trick and I became quite efficient in doing it.

One evening while entertaining a small company in a parlor a lady suspected my using the little steel peg to accomplish the trick and in order to prevent the secret being discovered I dropped the peg upon the floor. I then began to figure out some sort of scheme whereby I could conceal the peg in my hand and not have it show. After some practice I at length devised a plan whereby I could make it vanish and then be able to produce it quickly.

I mention these incidents because from this trick I developed my now celebrated dissolving match experiment. Unconsciously I found myself using the match in the same manner as I would have used the little steel peg referred to and it was then that the idea came to me that I might be able to use several matches. After a great deal of practice I was able to control as many as six matches and make them appear to dissolve in my fingers. This trick in its original form, however, did not require particular skill in palming and, never intending to become a professional performer, I would always expose this trick after doing it.

The experiment as I was doing it then would not permit me to show the back of my hand and as soon as I realized how foolish I had been to expose this I at once began to devise a new method whereby I could produce the same effect as before and show both sides of my hand. It is now conceded to be the most mystifying as well as the most beautiful of all sleight-of-hand tricks. I consider it my very best. Were I to show anyone how I did it the skill necessary to accomplish it would mystify one as much as before knowing how it was done.

It was then over a year before I had trick number three. This was shown to me by a young man and it completely mystified me. I offered to show him the secret of the bottle trick in exchange for his secret. For some time I amused my customers with these three tricks. I then began to get quite interested and sent for one of the many books treating upon magic. Most of the tricks in this book required more or less apparatus with which to perform them. There are magical depots or supply houses in New

York and Chicago where one may get anything along this line, but I used to think their prices were outrageous so I would get a cheap carpenter to make two or three wooden boxes containing false bottoms, duplicate slides, etc., endeavoring to mystify my friends with them.

This, however, was a flat failure and I began to get discouraged in trying to be a magician. Up to this time I had no knowledge of palming. I was even unable to palm a coin. One day I met a traveling man in a grocery store. He was able to take an ordinary egg in his right hand and seemingly cause it to vanish, afterward producing it from some unlooked-for place. Again I exchanged one of my tricks for his, but after he had shown me I was unable to do it. I had the idea, however, and bought a very small soft rubber ball. This was the beginning of my lessons in palming.

After a great deal of practice I became quite proficient in the handling of this small ball, and at the same time unconsciously developing the muscles of my hands, and before I knew it I could handle the egg just as well as did the traveling man. The muscles in my arms and hands are now developed to their fullest extent, and doctors who have recently examined them say they have never seen anything to equal them. I am now able to hold in the palm of my hand a full-sized ivory billiard ball, and I can take a complete pack of fifty-two ordinary playing cards and tear them into halves, quarters and eighths as easily as one would ordinarily tear half a dozen cards. I am often asked if this feat is accomplished by strength alone. I would say that it depends entirely upon the strength of the fingers and knowing how to hold the cards firmly.

During all this time I had neglected the card tricks, practicing mostly with coins and balls. I commenced doing a few small tricks with cards, and was shown how it was possible to conceal a card on the back of the hand without being detected. I well remember how happy I was when I accomplished this. So it is no wonder that I am now surprised at my own success when I can now conceal fifteen full-sized playing cards in my hand, show both sides and keep the cards out of sight. This experience required over two years of constant practice. As soon as I mastered one or two cards, I added to them until I now have the trick as stated, with the added effect of seemingly catching one card at a time in the air. Next to my match trick, I consider this the most important.

You must remember that during all this time I was following my occupation as commercial traveler, and my practice came largely from constantly showing my tricks to my customers. My entire schooling, in fact, has been in the stores, parlors and hotel offices. I never care how close I am to my audience, nor how bright the light. I doubt very much if any professional magician would even dare to attempt the different tricks which I frequently perform under these conditions. It may be of interest to know that I use no apparatus whatever. When the curtain rises there is nothing in sight but two ordinary stands and a glass water bottle. My entire paraphernalia is packed and carried in one ordinary dress suit case, and it is no trouble at all for me to entertain and hold an audience for two hours at a time.

I am unable to say how many tricks

I now have, but it would be impossible for me to do them all under four hours of constant work. As my programme now stands I consider it too lengthy, but at the same time I am at a loss to know which of the tricks to cut out. To my mind they are all exceedingly good in their class and when I begin a performance I would, if my strength would allow, be very glad to continue until I had done them all. I am never too tired, nor never was known to refuse to do a few tricks, and one can readily see what a vast amount of pleasure I get while traveling in entertaining my friends and customers. The benefit derived is a source of great help in a business way.

My first paid performance was given about six years ago in a small Michigan town for the benefit of a poor, sick lady. The admission charged was ten cents for adults and five cents for children. I had entertained a few friends the evening before, and among the audience was the editor of the local paper. He wished to mention my entertainment, but did not know what to say, and he asked me if I would write an article for him. This I cheerfully did. I still have copies of the notice in my scrap book. It was the first I had ever seen concerning my tricks. I never shall forget how I felt upon arriving at the place in which I was to give my first performance. As I got off the train a small boy handed me some bills, which I found advertised my entertainment. It was to begin at 8 o'clock. At 6:30 I was so nervous that I could hardly stand alone, and was compelled to lie down until within a few moments of the time to commence.

It was about a year after this that I gave my first exhibition in a full-grown opera house, where I was the whole thing. I felt equally as nervous upon this occasion as upon my previous one, but I was consoled by the fact that I had a great many better tricks to do. Well, I had good luck, so that I felt quite cheerful before it was over. I have been told many times that one reason why my entertainments are so thoroughly enjoyed is because I seem to be having just as much fun as my audience. I believe this is true. I wonder sometimes that I never become tired of my tricks in doing them over and over so many times, but just as soon as I discover that those who are watching me are being mystified I am happy. It is quite remarkable that I am able to do the different experiments without the use of apparatus, assistants or confederates, and I am as much surprised at my own success as anyone could be. My motto is never to perform a trick until perfect.

I am often asked how I get hold of the different tricks I perform. Well, I receive many suggestions by glancing over the pages of different catalogues sent to me by magical depots, in which they state what can be done and what the effect will be with the apparatus they advertise. Having the first principles of magic under thorough control, I am able to build combinations according to my own conceptions and to produce the same effects they advertise, although I accomplish them with my own original method. I positively will not perform any trick by copying from some one else. The effect upon the audience may be the same, but I find it a great personal satisfaction to know that I am doing it according to my own ideas, and hence I say that all of the tricks I now perform are original.

I find intense pleasure in studying the mystic art and constantly taking in-

finite pains to become more proficient along the line of sleight-of-hand. I am at present doing a great deal of practicing in the handling of coins and am able to palm forty half dollars at one time. There is a great deal to learn in the art of coin experiments and they require more constant practice than anything else along this line. I have learned that no trick is so insignificant as to bear exposure. I receive a great deal of real pleasure from constantly exposing a few of my experiments without the audience being any the wiser. In this work one becomes trained to become a critical observer, and there is nothing I can think of which will quicker teach one to study the different phases of human nature. The most difficult audience to fool is a crowd of boys. They have a quick eye and a wonderful imagination, and they think they see things when they really do not, but they usually guess pretty correctly.

The strongest test I ever underwent was when entertaining at Grand Rapids, Mich. The audience consisted of over a thousand newsboys. The fact that I have entertained them upon three different occasions proves that I have succeeded in mystifying them to their hearts' content. There is a time-worn saying that the hand is quicker than the eye. This is not true. Sleight-of-hand is more clever when done by deliberate movements, and it rests with the performer whether he will be successful or not in misleading his audience. I often say to my friends that if they will look at the right place at the right time they can see just how I do all my tricks, but I try my utmost to prevent their doing this very thing.

It is usually expected that a magician shall talk constantly during the performance, but I believe I have introduced an innovation much more pleasing and far prettier by having soft music accompany me and not saying a word while performing several of my best experiments. It is very much harder to do this and not talk, as I have no way of diverting their attention by asking questions, etc. Sleight-of-hand is an art by itself, and must be born in one to be a success. It requires a vast amount of assiduous practice and skill. To those who find themselves endowed by nature to be quick with their fingers, I would say that they can find nothing more intensely interesting than this art.

E. Clinton Adams.

## One-Client Lawyers.

The poverty of briefless barristers is as proverbial as that of the church mouse. It would not be an unnatural mistake to consider a barrister with only one client hardly better off than one with none. But the modern "one-client lawyer" is usually a prosperous individual. Said a man well known in the business world some years ago to a friend: "I want a young lawyer to put down at a desk beside mine. I will familiarize him with my affairs and then I want him to keep me out of trouble." The counterpart of this lawyer, whose duty it is to act as his own client's ounce of prevention, may be found in the office of many large concerns. He is often connected with trust companies, banks, banking houses, railroad and other transportation companies and large wholesale mercantile houses. When a merchant found himself in a tangle, it was once the custom for him to go to his lawyer for advice. The results were a written "opinion" and a fee. The business man to-day obtains a lawyer who shall work for him alone. Again the field of the general practitioner is narrowed.

**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.

Cadillac—O. L. Davis succeeds Davis & Maurer in the drug business.

Barryton—Perry Brown has purchased the grocery stock of H. G. Roberts.

Oxford—Wm. Skillman has sold his grocery stock to Brokenshaw & Olive.

Greenville—Bert J. Baker has purchased the jewelry stock of R. A. Bedford.

Detroit—Aeneas Bert Johnson, wholesale and retail tobacco dealer, has sold out to John Griffith.

St. Johns—E. A. Livingston succeeds Granger & Post in the buggy, harness and implement business.

Alto—Bancroft & Proctor, merchandise dealers, have dissolved partnership, the latter succeeding.

South Haven—C. G. Robinson has purchased the interest of his partner, E. A. Boyd, in the South Haven Tea Co.

Dundee—Bordine & Sanderson, meat dealers, have dissolved partnership, the business being continued by C. Sanderson.

Copemish—Ed. Danville has purchased the furniture stock owned by Leo. M. Olney, who will locate in Mendon.

Saranac—E. I. Arnold and Anderson & Windsor, agricultural implement dealers, have formed the Farmers' Supply Co., Limited.

Muskegon—Henry Schallmo has sold his grocery stock at 352 Washington avenue to John Berglund and his sons, Gustave and Joseph.

B. R. Smith, who has removed to this city to establish headquarters for the Marshall Furnace Co., has located at 216 East Fulton street.

East Jordan—B. F. Zaruba has engaged in the dry goods, clothing, furnishing goods and millinery business under the style of the Chicago Store.

Ironwood—Andrew Hedin has retired from the grocery business of A. & M. Hedin. The business will be continued at the old stand by Magnus Hedin.

South Lake Linden—J. B. Hodges, proprietor of the Hodges meat market and grocery store, is erecting a large storehouse in the rear of his market.

Mt. Clemens—Geo. Nicol has purchased the interest of his partner in the stationery, picture frame and wall paper business of Nicol & VanAtter.

Coopersville—W. D. Reynolds & Co. have sold their stock of general merchandise to Geo. Lang, who has removed his grocery stock to that location.

Lansing—Philo L. Daniels has sold his drug stock to E. C. Bacon, who has been connected with the office of the Attorney General in a clerical capacity.

Cadillac—Charles Mohnke, recently employed in the John Olson shoe store, has leased the Stroberg & Johnson building and will engage in the shoe business.

Owosso—O. F. Harryman, formerly engaged in the boot and shoe business at Bennington, has engaged in the implement business at 204 North Washington street.

Middleton—Frank T. Isham has traded his hardware stock to Perry D. Pearce, of Elsie, for an 80 acre farm. Mr. Isham will continue in the implement business.

Carp Lake—A. T. Cope and J. C. Clark have formed a copartnership to continue the general merchandise business of A. T. Cope. The style of the copartnership is the A. T. Cope Co., Limited, and it is capitalized at \$1,000.

Alpena—The stock of the Cheney Shoe Co. has been acquired by the Star Co. Joseph Hout, who has been a clerk in this establishment for a number of years, is one of the proprietors.

Owendale—Palmer Bros. have engaged in the grocery business. Their stock was purchased of Wm. J. McGuire, and they will continue the business at the same location.

Manistee—The Racket store will be reopened about March 15 at the same location in the Haley block. In addition to the stock of novelties, lines of wall paper, paints and brushes will be handled.

Menominee—The Carpenter-Cook Co. is making preparations to occupy the wholesale field on a more elaborate scale than heretofore and will add dry goods and clothing to its wholesale grocery business.

Barryton—O. S. Wood will open an exchange bank at this place about April 1. He will occupy his building in which his grain business is located, and will remodel and improve the same with a new front.

Lucas—The general merchandise stock of Henry Mindell was destroyed by fire last week, the loss being estimated at about \$2,000, against which he received only \$500 insurance. He will shortly re-engage in business.

Kalamazoo—Cowlbeck & Waldo, dealers in men's furnishing goods and hats, have dissolved partnership, Frank A. Cowlbeck purchasing the interest of his partner, A. L. Waldo, and continuing the business in his own name.

Calumet—Albert Ruttenberg, proprietor of the People's Clothing store, has filed a petition in bankruptcy, with Benj. O. Pearl, the referee at Marquette. The assets are estimated to be \$5,000 and the liabilities \$7,000.

Sault Ste. Marie—W. J. Freeborn has filed a chattel mortgage on his grocery stock and other property for \$17,000. The mortgage is made to John V. Moran, trustee, and is made for the benefit of Mr. Freeborn's creditors.

Nashville—G. W. Gribbin, engaged in the clothing and men's furnishing goods business at this place, has purchased an interest in the produce and maple sugar business of Downing & Bullis. The new style is Downing, Bullis & Co.

Escanaba—The Escanaba Steam Laundry Co. has been formed at this place. It has a capital stock of \$15,000, held by M. N. Smith, 460 shares; O. O. Wolf, 355 shares; C. A. Miller, 370 shares; J. P. Miller, 255 shares, and Lizzie Kendall, 60 shares.

Stanton—Carothers Bros., who have been engaged in the grocery business at this place for the past seven years, have dissolved partnership. George H. Carothers, the senior partner, selling his interest to Wm. Buckrell. The new style is Carothers & Buckrell.

Shelby—Edwards & Girard, of this place, and Girard & Edwards, of Pentwater, dry goods dealers, have dissolved partnership by mutual consent. Mr. Girard has taken the Pentwater end of the business, while C. W. Edwards will continue the business at this place.

Detroit—Newcomb, Endicott & Co., dealers in dry goods, carpets and millinery, have merged their business into a corporation under the style of the Newcomb-Endicott Co. The capital stock is \$500,000, held by the following persons: Cyrenius A. Newcomb, 15,000 shares; Geo. T. Moody, 10,000 shares; H. B. Scott, 10,500 shares, and John Endicott, 4,000 shares.

Battle Creek—The P. Hoffmaster Sons' Co., Limited, has been organized to continue the dry goods business of the late P. Hoffmaster. The capital stock is \$75,000 and is held as follows: W. M. Hoffmaster, \$37,250; R. F. Hoffmaster, \$37,250; Mrs. Helen M. Hoffmaster, \$500.

Plymouth—Fred Schelke has begun suit for \$10,000 damages against the Connor Hardware Co. for selling him gasoline instead of kerosene oil last September. Schelke tried to light a fire with the stuff, when it exploded, tore the stove to pieces and set the house on fire, besides burning Schelke badly.

Cadillac—L. J. Law has taken a partner in his clothing and men's furnishing goods business in the person of Frank H. Starkey, of Chicago, who for a number of years has been a traveling salesman for Peck & Co., wholesale clothiers of Syracuse. The new firm will be known as the Law-Starkey Co. and will be capitalized at \$10,000.

Flint—David Moss, formerly of the New Orleans Fruit House, has purchased a notion and crockery stock at Battle Creek. His object in buying was to secure a location for a large fruit store, but instead of closing out the stock he has concluded to increase it and continue the business and is now looking for another location for a fruit store.

Traverse City—L. Roscoe and Arthur L. Bachant have formed a copartnership under the style of Roscoe & Bachant to engage in the shoe business in the store in the McNamara block now occupied by the Hamilton Clothing Co. Mr. Roscoe is clerk in the shoe store of A. V. Friedrich. Mr. Bachant has been manager of the shoe department of the Hannah & Lay Co. for several years.

Ann Arbor—Alvah P. Ferguson, hardware dealer, has filed a petition in bankruptcy, claiming to be in debt for \$28,001.40, with no available assets. Of the 226 creditors, Lee Underwood, of Detroit, is the largest, his claim being \$2,600. Debts from 70 cents up are recorded. The Ann Arbor Savings Bank losses \$1,800 and the Peninsular Carriage Co., of Saginaw, is out \$1,154.69. The only thing Ferguson now owns, the petition states, is \$225 worth of household furniture, all of which, he says, is exempt.

Calumet—The directors of the Tamarack Co-Operative Association have declared a dividend of 8 per cent. on the capital stock and 9 per cent. on all purchases was declared. Those interested in the Association will thereby receive their proportionate share of \$40,000. The Tamarack store, unlike a great many other co-operative stores, has been a great success ever since the institution of the business twelve years ago, due, perhaps, to good management more than anything else. During its

existence the total distribution by the association among its members has been \$400,000. The finances have always been kept in the best of condition to meet any emergency. The company is capitalized at \$68,000.

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



## Rubber Goods Higher

Manufacturers have advanced prices on all rubber goods owing to the increased cost of crude rubber. Send in your order for Garden hose, spring delivery at once.

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

State Agents New York Belting & Packing Co.

## 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—the fruit free from vermin and store dirt, which is appreciated by all housewives.



BUY OF YOUR JOBBER

Geo. D. Bills & Co., Chicago, Ill.

SOLE AGENTS

# Commercial Credit Co.

CREDIT ADVICES  
COLLECTIONS AND  
LITIGATION

## LIMITED

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 shows some weakness, price of 96 deg. test centrifugals now being quoted at 311-16c. Very little stock is offered for sale and but little interest is manifested by refiners. No changes are noted in the refined market, either in price or demand. Very little buying is done and that is really for present requirements only. Every one seems to be awaiting further developments and can not be induced to buy any more than his present needs warrant.

**Canned Goods**—Trade in canned goods is of moderate proportions, with the market generally in a healthy condition and with a renewed activity expected as soon as the regular spring trade begins. Taken as a whole, the market is firm, with no prospects of lower prices on anything in the immediate future. Spot tomatoes are quiet, but prices are firmly held and no shading in prices is noted. Only a few packers here and there have any stocks of these goods on hand, and they are very firm in their views and hold for full prices, many expecting an advance shortly. Corn continues in good demand at full prices. There is very little being offered, as stocks of this article are nearly exhausted. Peas of the better grades are still very scarce, but would meet with a ready sale if they could be obtained. The cheaper grades, however, are in abundant supply and in a great many cases have to be substituted for the better ones. Peaches show some little improvement in demand, although prices show no change. Stocks of these goods are only fair and would soon be exhausted with much of a demand. Trade on salmon is fair, with stocks moving out well to the consuming trade. Prices show no change, but are firmly held. Sardines are more firmly held, with a good demand for all grades.

**Dried Fruits**—The dried fruit market is rather quiet, with no changes of note. Prunes are still selling in a small way at full prices. Stocks are moderate and are considered sufficient for the needs of the consuming trade the balance of the season. Raisins show no change in price, but are firmly held. This is particularly true of seed, which are in quite good demand. Stocks of these goods are quite liberal, and although no lower prices are expected, no advance is looked for in the immediate future, or until the present stocks are somewhat reduced. Apricots are in fair demand, with prices firmly held and the prospect of higher prices soon. Peaches are firmly held, but are meeting with only a fair demand. Stocks of these goods are very light. Not much business in this line is expected at this season of the year as it is rarely very large. Figs are quiet, with a somewhat weaker tendency, owing to large stocks. Dates also show some easiness, demand for these goods being very limited at present. Currants are in moderate demand at unchanged prices. Trade in evaporated apples is of moderate proportions, with no change in price. Stocks are fair, although with any very active demand would scarcely last until the end of the season.

**Rice**—The rice market is very firm, but with no change in price. Demand is moderate, the trade buying usually in small lots for immediate use only. Offerings of the common grades are quite liberal, but the better grades are scarce and held at high prices.

**Molasses and Syrups**—The molasses market is firm, with a very good demand, especially for the better grades. These grades, however, are in light supply and are held at rather high prices. The corn syrup market shows no change. Prices are very firmly held and refiners are still badly oversold, with shipments greatly delayed even after they are once started from the refinery.

**Fish**—Trade in fish of almost all varieties is very good indeed, in anticipation of the usual increase in trade during Lent. Supplies on hand at present are light, but are being considerably increased by heavy purchases. Mackerel is firmly held and in good demand, but the bulk of the trade at present is on halibut and codfish, especially for the goods in packages.

**Nuts**—There is very little business being done in nuts at present, with the exception of peanuts, which are moving out well at unchanged prices. On all varieties except filberts and pecans, however, prices are firmly held and stocks are only fair.

**Rolled Oats**—The rolled oats market continues very strong with the mills badly oversold. There is no change in prices as yet.

### Hides, Pelts, Furs, Tallow and Wool.

**Hides** do not change in value materially. Country take off is scarce. Western and Southern are poor in quality, running largely to No. 2. Tanners for the past year have been on the wrong end of the deal and they are wary in buying. While packers have large quantities of hides, there are few from country points and those held above dealers' offerings are too high for tanners. Trade is slow on small margins.

**Pelts** are not plenty. No lots are being held, while values are strong and well up and taken freely. Furs are in good demand for good goods. The late catch is inferior and grades are lower.

**Tallow** is slightly easier and in good demand for all grades. Little edible is on the market.

**Wool** is in slight advance, with light offerings in the West. The foreign market is held too high for imports and another advance is looked for.

Wm. T. Hess.

**Traverse City Record**: A plan is on foot to organize a local branch of the Knights of the Grip in this city. A meeting was held in the Park Place to this end yesterday, and the idea was received with favor. There will be another meeting next Sunday at 3 o'clock to take definite action. There are about fifty traveling men whose headquarters are in this city, and a strong branch of the order will probably be organized.

The Battjes Fuel & Building Material Co. has been organized with a capital stock of \$20,000. The shareholders and the number of shares held by each are as follows: N. H. Battjes, 400 shares; F. Battjes, 100 shares; C. A. Hauser, 50 shares; E. Owen, 50 shares; E. and G. M. Ames, 50 shares.

G. E. Butler and E. W. Wray have formed a copartnership under the style of Butler & Wray to continue the manufacture of the Perfection gasoline lighting system. Mr. Butler has removed to this city from Chicago and will superintend the factory here.

The Grand Rapids Hand Screw Co. has increased its capital stock from \$20,000 to \$50,000.

Lots of poor men are the architects of other men's fortunes.

### 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**—Country merchants must reduce their paying prices or get caught in the slump which is already in sight. Local handlers pay 13@14c for packing stock, 15@16c for choice and 17@18c for fancy. Factory creamery is weak at 25c for choice and 26c for fancy. As the price of dairy declines, dealers are disposed to grade closer, which makes a larger proportion of poor stock.

**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 \$4 per bu. box and \$12 per bbl. The price has reached a point where consumption is practically stopped.

**Dates**—Hallowi, 5c; Sairs, 4 3/4c; 1 lb. package, 7c.

**Eggs**—Case count commands 20@22c, while candled fetch 22@23c. Cold storage have declined to 17@19c.

**Figs**—\$1 per 10 lb. box of California; 5 crown Turkey, 16c; 3 crown, 14c.

**Game**—Rabbits are strong and in active demand 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**—California 360s command \$3.25 per box. Messinas 300s-360s fetch \$3.50.

**Lettuce**—Head is so high as to curtail consumption—20c per lb. Leaf fetches 14c per lb.

**Maple Sugar**—10 1/2c per lb.

**Maple Syrup**—\$1 per gal. for fancy.

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

**Onions**—In increasing demand at 60c per bu.

**Oranges**—Floridas command \$3.25 per box. California Navels, \$2.85 for fancy and \$2.75 for choice. California Seedlings, \$2.25.

**Parsnips**—\$1.35 per bbl.

**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, 15@17c; small squab broilers, 14@16c; Belgian hares, 8@9c. Ducks, geese and broilers are scarce and in active demand.

**Radishes**—25c per doz. for hothouse. Spanish Onions—\$1.50 per crate.

**Spinach**—90c per bu.

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

**Turnips**—40c per bu.

Ralph A. Foote, of the firm of Foote & Furniss, dealers in drugs and jewelry

at Nashville, was operated upon at the U. B. A. Hospital here Sunday and died the day following. The remains were taken to Nashville for interment. Mr. Foote was a young man of much promise.

## 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.

## 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.



# 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.

## THIRD ANNUAL BANQUET

Of the Retail Grocers and Butchers of Kalamazoo.

The third annual banquet of the Kalamazoo Grocers and Meat Dealers' Association, which was held in the Auditorium building Thursday evening, was fully up to the standard of former events of a similar character held under the auspices of that organization. The grand march started about 9 o'clock and, after all had been seated, the following menu was carefully discussed:

New York Counts.  
Olives. Celery. Pickles.  
Oysterettes. Long Island Wafers.  
Aqua Pura.  
French Rolls.  
Home-made White Bread.  
Boston Brown Bread.  
Cream Chicken.  
Mashed Potatoes. Apple Jelly.  
Fruit Salad. Salted Wafers.  
Ice Cream.  
Nabisco Wafers.  
Assorted Cake.  
Fruit.  
Oranges. Bananas.  
London Layer Raisins.  
Coffee. Cigars.

After the wants of the inner man had been properly supplied, J. E. Van Bochove, President of the organization, delivered an appropriate address of welcome, thanking the members and invited guests for the generous manner in which they had turned out to the banquet.

Wm. H. Johnson was then introduced as toastmaster—a position he also filled with credit to all concerned on both the previous banquets—and introduced as first speaker of the evening E. A. Stowe, editor of the Michigan Tradesman, whose response to the Food Laws is reproduced verbatim elsewhere in this week's paper.

Edward B. Desenberg roasted some of his friends in rhyme, as follows:

To H. R. Van Bochove—  
"For the land's sake,"  
The first upon the list I see  
Is my good friend, H. R. Van B.  
You know him by his merry smile,  
By temperance talks, quite free from guile.  
Some time ago, five pails of cream  
Were hauled through snow and ice by teams,  
And after Christmas Henry cried,  
And hemm'd and hawed and talked and sighed,  
"Ah me! my debts I cannot pay;  
I'll dump those sweets without delay,  
Right back and pay the cash I owe  
In full of all demands, just so.  
B. D. & Co. a new brick cheese  
Have bought, I'm sure just me to please.  
'Tis named Prince Henry, and 'twill make  
A splendid scent, "for the lands sake."

I want to be a Hoekstra,  
And with the Hoekstras stand.  
Success sheathed in my scabbard,  
And held within my hand.  
'Tis quite a wondrous story  
Of this Celery City son,  
To Sam belongs the glory,  
Here's health to you, well done.  
Henry Schaberg, of Kalamazoo,  
Having paid for a horse that chewed glue,  
Became much depressed,  
And fully confessed  
How it happened his syrup was blue.

When our genial Walter C. Hipp was a blushing clerk of sixteen summers, one of his fair lady customers entered one day and asked him, "Have you the song, 'A Heart that Beats with Love?'" to which Walter replied, "I should consider it highly imprudent on a salary of \$5 a week."

"Ever since the flood there have been men who went against schemes that looked like less work and more money."

Prof. Eduard,  
Inventor and Purveyor of Trecola.  
"Sermons are always too long for the audience and too short for the minister."

H. R. Van B.  
Stephen Marsh, Kalamazoo representative for the Standard Oil Co., discussed Mistakes in Business in an intelligent manner, citing instances where retail grocers could mend their ways to advantage.

Morris Desenberg responded to the topic, Personalities and Generalities, in an acceptable manner.

H. R. Van Bochove spoke on Science in Manufacture, as follows:

A man in the grocery trade to-day, is, or must be, a man of brains. Now don't get the big head. In making this statement, I base my assertion on what a shrewd business man said to me not long ago. He said there were more fools in the grocery business than in any other known line of trade. He may have had the trade at large in view, but to me it seemed quite personal. Nevertheless, I adhere to my assertion that a man in the grocery trade to-day must not only have a good understanding, but a capping-off that borders on nothing less than the big head. This, of course, we never have in our own mind, notwithstanding that in the estimation of others we may have a splendid stock. When you take into account the large number of salesmen in and out of our city, all of whom you may justly say are men of bright minds, keen and shrewd in their way, you will agree with me in my first statement, that a man in our trade must have brains. If we are not so fortunate as to have them in the mind of the public, we can at least have them in our own mind's eye. In this way we can all have an unstinted supply.

It is some seventeen years since I embarked in the grocery trade, and it is, no doubt, largely due to my contact with these Men of the Grip that I have any knowledge at all on the subject—Science in Manufacture or How Everything Is Made. Since I have been willing to be taught, I have always found a ready teacher in my drummer friend. He is not the exception, and I think I am safe in saying that it is the rule that when he calls on you he will not only tell you—and this in confidence—all he knows about the make of a certain article or the ins and outs of a certain deal on which he has a cinch but, not least of all, will throw all the light possible on what he thinks you do not know. Since my trade does not exceed a hundred thousand dollars a year, it has been my good fortune, or misfortune, to have had the tutorage of only a few of these men of brawn and brain. Of these few, one stands out conspicuously for having, at least in his own mind, the controlling interest in the grocery trade, not only of our city, but of the State. No doubt (in his own mind) he has constantly running from the Pacific coast a trainload of raisins, prunes and salmon; from the East a trainload of sugar; from the South a consignment of not less than 500 barrels of molasses; from the North the entire output of the cheese supply of Michigan factories and, last but not least, a cargo of teas from the plantation in Japan—all in his mind, just like my brains and my knowledge of science in manufacture.

Is it any wonder that such an aggregation of business running to one center should give the coal combine an excuse for sidetracking their hard coal and getting ten dollars a ton! Now then, gentlemen, take in the view: All of our freight yards clogged with cars, each car consigned and conspicuously labeled: "B. Desenberg & Co., whole-

**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

## Long-headed Grocers

Quickly recognized the double profit opportunities afforded in Diamond Crystal Salt. The chance to make two profits by selling their dairy customers "the salt that's ALL salt," instead of common salt, was too good to miss. They realized that the better the salt they sold their dairy trade, the better the butter would be they bought, and the better would be the retail butter prices. This is the sort of business tact that builds success. Are you building this way?

Diamond Crystal Salt, put up in ¼ bushel (14 lb.) sacks, retailing for 25c. is a very convenient and popular form with both grocers and dairymen. Also sold in barrels and smaller sacks. For further information, address

**DIAMOND CRYSTAL SALT COMPANY,  
ST. CLAIR, 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.

# WHOLESALE OYSTERS

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

DETTENTHALER MARKET, Grand Rapids, Mich.

## DON'T ORDER AN AWNING



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

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



sale grocers, manufacturers and importers," and each car, bearing their popular trademark—a guaranty of the purity and quality of the goods, a success wherever used—pushing its way to the front and leaving in its wake a phosphorescent glory to illumine the lives of all those who never sold or used their goods. If you never live to see this sight in reality, you can at least have the share of it in your mind.

Is it any wonder that after seventeen years of contact with such men I should know the science of trade or how everything is made! If I have learned anything, I have gained it from the source mentioned. If I have not, I leave it for you to judge the source of my ignorance. As a man thinketh, so he is. If you have not the wealth of the world or all the business of the world or all the knowledge of the world, you can at least have a part of these in your imaginative powers. It will do you no harm. It may bring you real pleasure.

Walter C. Hipp was down for a talk on Union Made vs. Trust Goods, but asked to be excused on account of the lateness of the hour.

H. J. Schaberg spoke on the New Woman in his usually happy vein, describing the ideal housewife and helpmeet.

Several others were called upon for voluntary remarks and responded briefly and acceptably.

**Passing of the Dreamer.**

What use to pipe an idle lay,  
When the wide world is filled with sound?  
The discords of to-day have drowned  
The sweetest songs of yesterday.

Furnace, and forge, and whirling wheel—  
These win the triumphs of the hour;  
These are the symbols of the power  
That rules our noisy age of steel.

Each age some miracle invents:  
The pulsing tones of living speech  
Flow to and fro in streams that reach  
Across the world's wide continents.

A million quivering nerves of wire  
Spread round the earth by sea or land;  
Wide wastes of storm and foam are spanned  
With arches of electric fire.

Vast leagues of clanging railways gleam  
From zone to zone, from brine to brine;  
And even the muses' voice divine  
Is strangled by the hiss of steam.

And daily round and round the earth  
The wonders of the Press are wrought  
Evangel of the later thought  
And prophet of the newer birth.

Old superstitions melt away,  
As science, from her skyward height,  
Draws back the curtains of the night  
And ushers in the dawning day.

The rhymers rhyming is amiss;  
The dreamer must his dream forswear;  
The crowded tides of commerce bear  
Not Fancy's fairy argosies.

Man's dreams to-day in deeds are wrought;  
The prestige of the past is his,  
The wisdom of the centuries,  
By blood and anguish dearly bought.

Only he wins who joins the fray;  
And for this dreamer—him who stands  
With yearning face and folded hands—  
Earth hath no place for him to-day.  
Theo. M. Carpenter.

No great characters are formed in this world without suffering and self-denial.



MADE ONLY BY  
**ANCHOR SUPPLY CO.**  
AWNINGS, TENTS, COVERS ETC.  
WRITE FOR CATALOGUE EVANSVILLE IND

If you have money to invest read The M. B. Martin Co.'s advertisement on page 31.

# ? Merchants Mothers Rice?

Have YOU TRIED

100 1-lb. Cotton Pockets to  
Bale

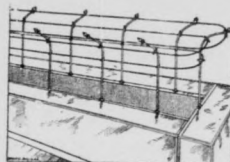
RETAILS "10c"

## Money Maker

DISTRIBUTORS:

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- McNell & Higgins Co. ... }
- W. M. Hoyt Co. .... }
- Jobst, Bethard & Co. .... Peoria
- Humphreys & Co. .... Bloomington
- Jno. W. Bunn & Co. .... Springfield
- Mueller, Platt & Wheeland Co. .... Decatur
- Webster Grocery Co. .... Danville
- Payton, Palmer Co. .... }
- Danville Wholesale Gro. Co. .... }
- Segers & Co. .... } Quincy
- Quincy Grocery Co. .... }
- Wood & Bennett. .... Cairo
- Rockford Wholesale Gro. Co. .... Rockford
- S. Hamill Co. .... Keokuk, Iowa
- T. M. Gobble Co. .... Clinton
- Biken-Winzer Grocery Co. Burlington ...
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- Morton L. Marks Co. .... Davenport
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- ..... Creston
- B. Desenberg & Co. .... Red Oak
- ..... Kalamazoo
- Carpenter-Cook Co. .... Menominee
- Musselman Grocer Co. .... Ishpeming
- Musselman Grocer Co. .... Grand Rapids
- Gustin-Cook-Buckley .... Sault Ste Marie
- Geo. W. Stout & Co. .... Ray City
- J. C. Perry & Co. .... Indianapolis
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**Overhead Show Case and Counter Fixture**

for displaying merchandise. Write for complete catalogue of window display fixtures and papier mache forms, also wax figures.  
WESTERN MANUFACTURING CO., Milwaukee, Wis.  
Patent applied for 306-308 Broadway.

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

**Standard Cash Register Co., Wabash, Ind.**

USE THE CELEBRATED

# Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)



It sells strictly ON ITS MERITS, no prizes, no schemes, just coffee—all coffee.

JUDSON GROCER COMPANY, Grand Rapids

## Prunes Package Prunes

Honor Brand Package Prunes are always fresh and clean. Are put up in 16 ounce packages ready to hand to the customer. Buy them. Talk them. Sell them. For sale by

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for price list and full information about the best crackers manufactured—Standard D Crackers. We will be pleased to comply with your request.

**E. J. KRUCE & CO., DETROIT, MICH.**  
NOT IN THE TRUST.

## Use Tradesman Coupons



Devoted to the Best Interests of Business Men

Published weekly by the  
TRADESMAN COMPANY  
Grand Rapids

**Subscription Price**

One dollar per year, payable in advance. No subscription accepted unless accompanied by a signed order for the paper.

Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - FEBRUARY 4, 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 28, 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 thirty-first day of January, 1903.

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

**AUTOMOBILE SCHEME UNPROMISING.**

There are complications in the requirements of self-propelling vehicles for use on American highways which make them exceptions to most European inventions which the Yankee has essayed to take up, according to his custom, and carry to a state of perfection hardly imagined by the original projectors. The conditions of use have so many elements of uncertainty that it took a considerable time for all to become manifest, and so the first years were largely wasted in putting out machines with so many elements of weakness that as these developed in the tests of use the majority of types soon proved failures.

One of the early stumbling blocks to be encountered was the natural effort to secure greater simplicity. Theoretically the operations to be performed were so few that it seemed as though a machine of few parts and simple construction could be easily attained. But it was soon found that the necessary lightness of parts and provision to prevent undue friction through lack of balance and the need of provision for cooling the machinery and many other unexpected difficulties were fatal to the idea of simplicity and low cost. Much was said a year or two ago of a practical three or four hundred dollar machine, or even less, but now the attainment of such a product seems much farther off. Experience has demonstrated that most of the radical departures in the line of invention have been failures and that success seems to lie along the lines first projected by the French engineers.

The consequence is a great proportion of the enterprises that were launched during the first years of American development have come to grief. Especially is this the case with those based on radical departures from the imported types and on what seemed the most promising inventions. The builders of the promised cheap machines are con-

spicuous by their absence. To-day the successful machines are of great apparent complexity. Moving parts have to be duplicated for obviating vibration and noise and securing freedom from undue friction. Oiling needs and devices must be so arranged that the inevitable neglect sooner or later to be encountered will not cause irreparable damage.

Under these requirements the enterprises which promise endurance are those which have been most conservative as to adhering to proved types of construction. These are such as have commanded an abundance of capital and have used sufficient care to prevent its employment in the construction of machines which must go too far in meeting untried conditions. Thus the tendency is to sell only the higher priced machines and the promise of rapidly superseding the horse, even in stage and freight duty, seems much farther from realization than a year or two ago.

There is no question but that the machines which are the most successful to-day are still much too complicated to meet the needs of general transportation. There is yet much of simplicity and durability to be conquered by the American inventor, and he will not give up the contest until he is successful. But this success must be attained through the most thorough preparation and most careful prosecution of the work. In other words, the one who essays to go forward in this work to-day must master thoroughly all that has been done and advance from present attainment. This means that the day for new automobile enterprises under anything less than the employment of every advantage that experience and money will buy is bound to be a failure. This phase of development has already weeded out the most of those who brought less of equipment, and the hopelessness of the success of such new enterprises is increasing daily. In this, as in many other similar lines, there will always be a host of industrial adventurers, with nothing to lose, who will entrap the unwary into schemes of building new enterprises; but of all lines this is probably the most certain of failure.

The Tradesman expects to hear that the retail grocers of Grand Haven have been apprehended and arrested this week. Col. John Bennett was there two weeks ago and threatened to cause the arrest of every grocer who had any terpenless lemon extract on hand a fortnight hence. The genial Colonel has been known to make threats which he did not carry into execution, but the Tradesman is assured that he means business this time and that he has a job lot of warrants of assorted sizes ready to serve on his victims on the slightest provocation. Of course, he will arrange matters so as to have the warrants served on Saturday afternoon and evening. That is evidently his idea of the eternal fitness of things. Unprejudiced attorneys on the other hand, assert that the serving of a warrant on Saturday afternoon is prima facie evidence of malice.

The "hero of two wars" racket did the business for Col. John Bennett in pressing his claims for re-appointment before Governor Bliss. Such a record was too much for the Executive to withstand.

Wills of rich men still remind us that men do not always grow generous as they grow old.

**WHY NOT PLAY FAIR?**

For the third time within three months the Tradesman is compelled to put this question to the State Dairy and Food Department.

Inspector Bennett prepared an opinion, which was published in the October Bulletin, issued Nov. 14, holding the sale of terpenless lemon extract to be illegal and warning the grocery trade that the sale of such goods must cease on and after January 1.

The Illinois law requires one year's notice of a change of this character and the Tradesman immediately called the attention of Food Commissioner Snow to this law and reminded him of the fact that six weeks was altogether too short a time in which to compel either a wholesale or retail dealer to change his lines and a manufacturer to revise his formula and labels. Mr. Snow admitted that the notice was inadequate and unjust and promised to rectify it, but failed to keep his word.

Then the Tradesman, acting in behalf of hundreds of retail grocers who have appealed to it for advice, took up the matter with the new Commissioner, who replied that he was "investigating the matter."

And, while he is "investigating the matter," Inspector Bennett is sashaying up and down his district, threatening hundreds of retail grocers with arrest for handling a product which every chemist of national reputation asserts is superior in every respect to the oil extract Col. Bennett is undertaking to force upon the people against their protest and their better judgment.

As the points involved in this controversy are now before the Supreme Court, on appeal from the Muskegon Circuit, common fairness, common decency and common honesty dictate an immediate cessation of hostilities and an immediate suspension of the Bennett ruling, pending the final decision of the Supreme Court.

Unless this is done, and done at once, the Tradesman will be reluctantly compelled to consign Dr. Smith to the same category as Storrs and Snow, instead of placing him on the elevated plane occupied by Commissioner Grosvenor during the four years he honored the office of Dairy and Food Commissioner.

Nothing is so disastrous as uncertainty. The people can stand any law or ruling if it is a settled fact that they must conform thereto. To attempt to enforce a ruling which is not in harmony with the spirit of the times and is in opposition to the opinion of every chemist of national reputation is bad enough; but to ride roughshod over the people while the controversy is before the Supreme Court is an exhibition of bad faith and bad judgment and bad policy which ought not to be tolerated for a moment. If Dr. Smith permits another week to go by without suspending the Bennett ruling on terpenless lemon extract he will be guilty of one of the grossest abuses of power which Michigan people have ever witnessed.

**GENERAL TRADE REVIEW.**

Dulness in the speculative markets has been continued until the general strength of the situation seems to force a greater volume of transactions. There was no very apparent reason for the long dulness except the Venezuelan complications and, what was of more real significance, the reluctance of the banks to see a bull movement inaugurated. Another possible conservative influence

is the movement of some of the large railroad properties to increase capital for the prosecution of improvement and extension enterprises. Money has been plentiful, which has made it more difficult for banks to continue their restraining influence. The expectation that gold would begin its usual Eastern flow at this season has been disappointed, and for no apparent reason. The accumulation of Government gold still continues, until the phenomenal total of \$623,804,100 has been reached.

Merchandise distribution continues unusually active for the season, the only hindrances owing to lack of goods to fill orders and to congestion of traffic. It is so common now for shipments to be behind on account of either of these troubles that buyers accept the excuse as a matter of course. When the blockade is finally broken there is no question but that the movement will be tremendous. Reports of building operations indicate exceptional activity wherever weather conditions are not too unfavorable. Buying of machinery, implements, and hardware as well as furniture and household utensils is on an unusually liberal scale.

The iron and steel industries continue the activity which has come to be usual under the long continued pressure of demand. The improved coal situation makes that feature more favorable to universal activity in all industrial lines. Textiles are still increasing in activity and with prices of the raw staples advancing there is no lack of strength in the finished product. Advance business is reported more favorable in boots and shoes and with hides at a more favorable level the outlook is good for the industry.

A Brooklyn school boy has been arrested for threatening to shoot his teacher, an attractive young woman for whom he had conceived a consuming passion. He sought to propitiate her favor by presenting her with mince pies, and when she refused to receive them he resolved that she should die rather than live to love another. When he pulled his pistol the school teacher unexpectedly showed nerve enough to put the precocious youth to flight and later had him put in a place where his ardor might cool. All school ma'ams may now be expected to look out for overtures in the form of pie.

Prof. Goldwin Smith, famous as a student and writer upon political conditions, has made a confession. He says that in municipal elections he generally votes as his butler advises. The Professor's attention is fixed on things far off, and he thinks his butler understands much more clearly the circumstances of local situations. Many men would vote nearer right if they were to take their cues from similar sources. In every community there are hundreds of men who are well posted on national questions who have no adequate conception of the influences and forces that operate in local affairs.

Pierpont Morgan is permitting more and more of his work to fall upon younger men, while still retaining general supervision of the enormous enterprise in which he is interested. Among these young men George W. Perkins is regarded as first lieutenant. Mr. Perkins has been tried in many different places, but always rose to the situation, and, therefore, naturally stands next to the world's financial nabob.

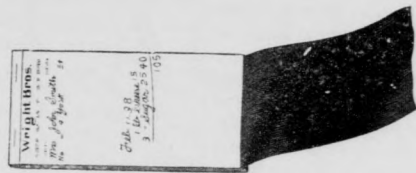
## Our Trade Winners

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

MADE ONLY BY

**Straub Bros. & Amiotte, Traverse City, Mich.**

## Duplicating Order Pads



Counter Check Books

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

**The Simple Account File Co.**

500 Whittlesey St.,

Fremont, Ohio

# 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.



Contains no acid, no lye, no grit.

Does not injure the hands.

"scouring soap," "metal polishes," "grease removers." Does the work of all with half the labor.

Takes the place of "floor cleaners," "washing compounds," "grease removers." Does the

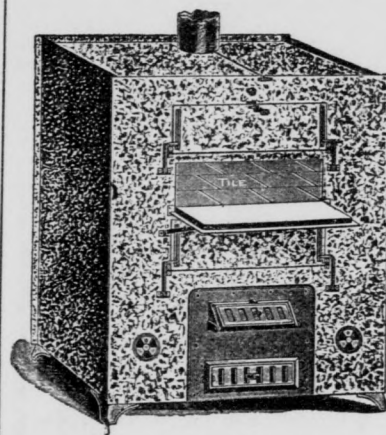
See prices in price list.

Write for free sample.

**FRED A. CONNOR & CO.**  
 58 WEST CONGRESS ST. DETROIT, MICH.

NOT AT ALL  
 OFFENSIVE

**S.C.W.**  
 5¢ CIGAR



## 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

## For \$4.00

We will send you printed and complete

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

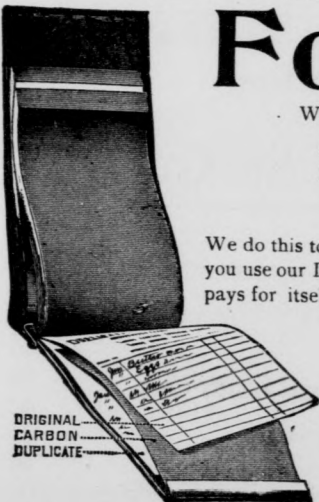
We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

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105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

**Cosby-Wirth Printing Co.,**  
 St. Paul, Minnesota



## 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**

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—There is a good general demand for staple cottons in the market to-day, but the actual business transactions have been limited by the sellers and orders have been repeatedly turned down, both for immediate and forward deliveries, on account of a decided scarcity of merchandise. Buyers state that, unless this condition is altered before long, it will begin to result in hardship, that is, they will be unable to supply their customers; furthermore, this condition is likely to create an advance in prices. Up to the present writing prices of print cottons have not shown any open changes, although the tone of the market in both heavy and lightweight sheetings and drills is exceedingly firm. Home buying has been fully up to the recent average although the export business has been lighter than formerly. Ducks and brown osenburghs are firm in price and the demand for bleached muslins is practically the same as during our previous reports. The trading in bleached muslins has been good. There has been a steady business in these goods. Business in denims, plaids, chevies, shirtings, etc., has been limited and greatly hampered by the scarcity of supplies; as it is, the actual selling has been moderate and full prices have been easily obtained.

**Prints and Gingham**—There has been an improved demand this week for printed calicoes in both staples and fancies. The number of orders have increased, but individual trade is comparatively small. Conditions of the print market are reported good as far as stocks on hand are concerned. Fancy calicoes show a limited supply of goods for quick delivery and staples are over-sold in a number of directions. Prices show no change but practically every one looks for a higher plane before long in some of the staples. This is based partly on the condition of stocks and partly on the strength of the print cloth market. Print cloths have advanced, while up to the present writing prices have not changed for prints. In fine printed fabrics the market shows no change and is generally quiet on thin goods. Printed flannelettes are well sold ahead and firm. Domets and other woven patterned napped goods are scarce and have been well sold for the fall season. Gingham is firm.

**Underwear**—In fleeced goods the medium and lower grades are pretty well taken care of. It is but occasionally that we can find a line open for any considerable amount of business; in fact, we doubt if even these would take additional orders if all of their original orders held, but some of them seem to be hedging, as if they had not much confidence in some of their orders. This new business, however, is not taken except with a promise of late deliveries. All fleeced underwear of standard makes, those that have a reputation, were early sold up and a good many buyers that came late to the market have been disappointed, for in some cases they were able to secure promises for delivery only at a very late date. Most of the higher grades of fleeced goods, however, are open for a larger number of orders, although they are stated to be in a comfortable condition at present.

**Hosiery**—Buyers are looking around in the hosiery market before making their purchases. The market is firm and the outlook very satisfactory, but this

firmness does not create much enthusiasm among the buyers. Prices far beyond all expectations stare them in the face wherever they go, and they have not yet gotten to the point where they can accept these with good grace. Some look for a slightly lower level of prices in the future, claiming that yarns will go down somewhat, but the agents say that such a thing is impossible, and even if yarns did take a moderate drop, it could not be enough to affect their prices. In fact, they say that prices to-day are lower than could be made if they were obliged to buy yarn in the open market now. The only way they can do it is by mixing yarn bought at early low prices and combining that with part at higher prices, making a fair average.

**Carpets**—The bulk of the season's orders for carpets is in and weavers find time for little else but to attend to the immense business that has been placed in their hands. What new business is being received comes under the head of duplicates and is taken at more advantageous rates on the part of the weavers. The large Eastern mills have given but little attention to the duplicate business as yet and probably will not, as their production for the season is pretty well spoken for now. They have taken this opportunity to send out notices of an advance this month on three-quarter carpets, ranging from two to five cents, although, as a general thing, they can not take orders at the new figures. If these prices are lived up to, the smaller manufacturers in some cases might reap some benefit from the advance, but even the smaller mills are pretty well sold up. These advances were declared more for a purpose than to establish the present values on a higher footing.

**Rugs**—Rug weavers are well employed on old business which will keep them busy for weeks to come. The large carpet sized rugs in Wiltons and Brussels are well sold up, as are also the Smyrna rugs in small sizes.

The thought of a possible helpless old age gives all of us moments of anxiety.

### Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

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

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

## WRAPPERS

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

Prints and Percales.  
Lawns and Dimities.

Price \$7.50 to \$15  
per dozen.

Send for samples.  
Manufactured by  
the

Lowell  
Manufacturing  
Co.,

91 Campau Street,  
Grand Rapids, Mich.



## White Goods

Don't wait too long in placing your order for White Goods. We are in a position to show you one of the best lines in Michigan in India Linons, Victoria Lawns, Nainsooks, Mercerized Madras, Apron Lawns, Fancy White Goods, etc. Ask our agents to show you their lines.

### P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

## Within 60 Days

the demand for Light Fabrics will be at its best. We know our line of Calicoes, Gingham, Dimities, Batistes, Piques, Ducks and White Goods is ahead of any we have ever shown. Don't you think it would pay to look us over? We will do our part if you give us the chance.

## Grand Rapids Dry Goods Co.

Grand Rapids, Michigan

Exclusively Wholesale

"Better than Chips"



## Chocolate Sticks



Dainty and delicious. From 100 to 120 to the lb. Pails, 20 lbs. Boxes, 5 lbs.

Putnam Factory National Candy Co.

Grand Rapids, Michigan

## Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

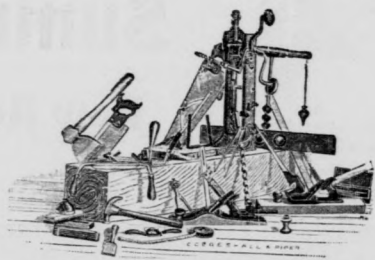
Mixed Paint, White Lead, Shingle Stains, Wood Fillers

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

Corner 15th and Lucas Streets, Toledo, Ohio.

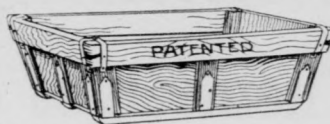
CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

Everything in  
Carpenters' Tools



**FOSTER  
& STEVENS  
& CO.**

Grand Rapids, Michigan



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

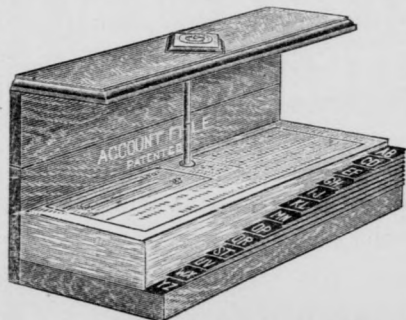
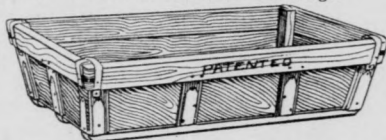
1/2 bushel size.....\$2.50 per dozen  
3/4 bushel size..... 3.00 per dozen  
1 bushel size..... 3.50 per dozen

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

Manufactured by

**Wilcox Brothers**

Cadillac, Mich.



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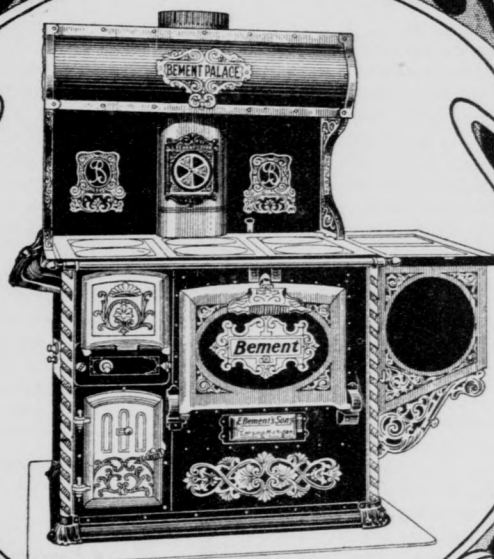
For petty charges of the busy grocer. Different styles. Several sizes.

THE SIMPLE ACCOUNT FILE CO., Fremont, Ohio

500 WHITTLESEY STREET

# BEMENT PALACE STEEL RANGE

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



**BEMENT PALACE STEEL RANGE**  
"PERFECT IN OPERATION."  
HANDSOMEN DESIGN & EXTRA STURDY DURABLE.

Aesthetically correct.

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.***

## Clothing

Features in Furnishing Goods in Three Markets.  
Chicago.

Neckwear salesmen are doing well on the road. The factories have plenty to do, even with pushing, to turn out orders, for merchants are asking that the goods be delivered early. While the summer styles are not definitely planned, the four-in-hand has been meeting with the greatest success, and it looks like a four-in-hand season. The scarfs will be wider than last year, however. Two inches is the favorite width for early spring.

The neckwear market is marked by the absence of novelties. Retailers have commented on this and would be glad enough if the summer would pass without bringing out a large number of "freaks." So far there has been nothing in the "freak" line. Last year there was so much complaint from retailers on the overproduction of strange designs, that destroyed the regular staple neckwear trade, that manufacturers may not expend much energy this year in their production. Manufacturers themselves say little on this question.

Of the shirt market little can be said. The only market is for spring goods and these have been sold. Traveling men are home from their trips, satisfied with the outcome of the season's work, and the factories are busy turning out spring orders. There is no chance that the immediate delivery shirt business will grow any better. It has been very poor all season, and, with the dull times at hand, the shirtmaker has very little hope of doing any more winter shirt business.

In hosiery clockings will be prominent again this spring. Lace effects will sell as well as ever. The colors are not prominent. The modest hosiery will continue to hold its own.

New York.

A good start-off has been given to the wholesale furnishing goods trade for the spring season. Salesmen on the road are reporting to their various houses that retailers all along their routes enjoyed a busy holiday season, and that their stocks are, consequently low. The fact that liberal ordering has been indulged in is attested by the orders coming in with requests for hurry deliveries. These orders are accompanied by the explanation that some retailers are sold so close on their winter lines that they need new goods to refurnish their stocks.

Neckwear houses are reaping a very satisfactory business with their new lines. The new ranges of neckwear are so attractive in styling, weave, patterns and colorings that they win friends wherever shown, and the leading houses report good business secured in consequence. One of the best sellers thus far has been grey, also various combinations of black and white. Efforts have been made to push heliotrope and other light shades, and they have taken hold fairly well. Merchants, however, are as usual a little fearful of attempting radical color changes. Solid colors in blue, green, purple, gray, castor and mode have taken well. Four-in-hands of medium width are leaders. Houses showing novelties in high-priced neckwear report that their specialties have met with a cordial reception.

Despite the fact that retail stocks of spring and summer shirts carried over from last year are larger than they

should be, wholesalers report that they have done very good business for the season and have, therefore, little to complain about. There has been a radical change from the light grounds of the present to dark grounds, and this has been an incentive to increased business, as every furnisher has felt the need of new goods to impart life and good looks to his stock. Dark grounds in stiff bosom shirts, plain and pleated have gone well, stripes being strong, with figures a good second. The best colors are gray with black or color stripes and also small figures dotting the ground. Blues, modes and tans are likewise good sellers. These are the style leaders of the season. Stripes in colors from a hair-line to half an inch in width are also good property in percales and madras. Pleated bosoms are taking in single and double pleat styles, ranging in width from a quarter to an inch, the wide pleats being in the double-pleat style, and the narrow with a plain wide space in the center and on each side of the bosom.

The demand for goods to retail at special prices, together with the business coming to hand for the future season, has been so large that factories have been running incessantly. Some manufacturers say that their greatest difficulty is to keep pace with the demands of their customers. They report that another great run on double-fold collars will be experienced in the coming season. This prediction is based on the large number of orders received. Wing collars are but a drop in the bucket as compared with the business done in straight and turn-over styles. Round corner cuffs, too, are selling, while the square corners are not enquired for near as much as formerly.

Manufacturers, jobbers and importers of underwear inform us that they have the spring season's business well in hand. It has been a big season in underwear, particularly for medium and lightweight balbriggan and lisle goods in both the flat and derby rib knits.



**A  
Great  
Suspender**

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

**"The  
Kady"**

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

Try it yourself.  
Mail orders are quickest.

**The Ohio  
Suspender Co.  
Mansfield, Ohio**



## New Styles for Spring and Summer

### Now Ready

Copyright by David Adler & Sons  
Clothing Co.

Adler suits and overcoats are world famed for their superior fashion, excellence of workmanship and perfect fit. There are no other ready to wear clothes so perfect in every particular.

Large book of samples sent free by pre-paid express to merchants. Write at once.

**David Adler & Sons Clothing Co.**  
Milwaukee, Wis.

## Pay For Themselves Every Month



It is only necessary to show them to sell them. They do their own talking.

### Peerless Combination Suit Hangers

press the trousers while hanging.

They hang the whole suit on one hanger and with a Peerless Improved Closet Bar you hang six suits where you formerly hung one, and any suit removable without disturbing the rest.

Write for sample and testimonials free to dealers.

**Hincher Mfg. Co., Burr Oak, Mich.**



Showing Pants Only in Position.

The natural balbriggan and white lisle goods have taken best with the furnishing goods trade. Colors have taken fairly well in light shades, mostly in light tones of slate, blue, heliotrope and pink.

The season in hosiery promises well, judged from the orders already secured and the reports from wholesalers and importers that retail stores want early deliveries. The leaders in half-hose are grays, oxfords, white and black combinations, glaces, tans, castors and mode in the novelty goods. Black, grey, castor and the leather shades are best in plain hose. There will be very little openwork for the season, the demand even for fine goods being for thin, sheer hosiery with very plain effects either in embroidery or ajour work.

The new season is going to be marked by the number of new ideas introduced in suspenders, all of which are taking well and bringing good profits to the makers.

There will be radical changes in belt styles for the season under review, many of which will make a popular hit, and some will not become so popular because they are simply freak ideas.

Cincinnati.

Neckwear salesmen are on the road with their spring lines. Reports are that the sales are larger this year than last. Mr. Ornstein, of Ornstein & Rice, says that spring orders are very good and that if the present rate keeps up this will be their banner year. The demand is for the better grade of goods.

Local shirt manufacturers are working hard to fill orders now on hand. All salesmen are at home waiting for house trade to commence. Quite a number of merchants here visited this market during the past fortnight and the reports from the salesmen are that they have purchased large bills. A number of retailers who were interviewed stated that business is very good in the country.

All local haberdashers are having special sales. Business has been very dull in all branches, with the exception of the heavy underwear trade. Geo. Golde has inaugurated a special sale of neckwear, advertising all his fifty-cent neckwear for twenty-five cents. In the early part of the season sentiment was against special sales, but the trade was very quiet after the holidays and retailers had to start sales to get rid of stocks.

There is a new shirt shown by Burkhardt Bros. & Co. It is a solid blue with a white dot, making a very neat pattern. The demand for this shirt is very good. This concern has inaugurated a special sale, 25 per cent. off of

everything in the house in the way of furnishings. The Frank N. Simmons Company have a similar sale of 25 per cent. off on all furnishing goods.—Apparel Gazette.

Entirely Too Skillful.

"We had a very clever book-keeper last year. He used to be an athlete in a circus."  
"Indeed?"  
"Yes. You ought to have seen him balancing the books. He could keep the day book in the air while he juggled the ledger on his nose and totaled up the journal with either the right or left hand. Oh, he was fine, but we had to let him go."  
"How was that?"  
"He was too much of an adept at the horizontal bar."

Winter in California.

Sunshine and summer, fruit and flowers all winter long in California. The quick way to get there is via the Chicago, Milwaukee & St. Paul and Union Pacific line. Three through trains, Chicago to San Francisco, every day.  
Robert C. Jones, Michigan Passenger Agent, 32 Campus Martius, Detroit.



A Safe Place for your money.

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

immediately and easily when you want to use it.

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

Our financial responsibility is

**\$1,960,000**

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

**3% interest**

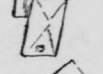
Your dealings with us are perfectly confidential.

"Banking by Mail"

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

**Old National Bank,**

Grand Rapids, Mich.



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.

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.

We are the only tailors who are making (without extra charge) SOFT as well as stiff front coats, that do not twist up or break. All of our coats are NON-BREAKABLE.

Gold Medal Tailors

Chicago, Ill.

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

PAN-AMERICAN GUARANTEED CLOTHING



WILE BROS. & WEILL BUFFALO, N. Y.

stands the light —it bears critical inspection.

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

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

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

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

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

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



## COMMERCIAL EDUCATION.

## Systematic Instruction and Training of Great Advantage.

Any observer of the course of commercial development in the United States during the last five years must have been struck, time and time again, by the increased attention that is being given to the matter of commercial education in its various branches. Not only have schools for the teaching of the textile and other arts come prominently before the public, but it is now possible for young men or women anxious to improve their condition to study in some school almost every department of modern commercial life. Courses are given which are said to fit the student for higher salaried positions or to insure greater usefulness in the position held.

Altogether aside from the question of the value of this training in practical affairs, it is significant that the number of these institutions seems to be increasing and that an ever increasing number of young men and women are enrolled by them as corresponding or resident students. The great American public has naturally and inevitably a hunger for education. Conditions are such in this country as to put a premium on intelligence and the work of intelligence. Every young American eager to rise is prepared to listen attentively to any plan whereby he can get a systematic knowledge of the thing by which he gains his living. It is not at all strange, then, that any plan, which by educational means proposes to increase the earning capacity of young men and women, should be favorably received by them and their parents, who are anxious for their proper start in life. If anything has been thoroughly drilled into the minds of the citizens of this country, it is the fact of the pre-eminent value of education. The fact has become with us not only a religion, but also a superstition. What wonder, then, that education along the line of improved economic efficiency should appeal to the education-loving, commercially-minded youth of the country?

For precisely this reason it is naturally to be expected that a host of impostors will present themselves as instructors in fields of activity in which they are themselves either densely ignorant or in which they have furnished striking examples of failure. We read not long ago a most flattering offer directed to the universe in general, in which the advertiser offered to teach the whole art of advertising (guaranteed position thrown in) to any person who would pay a certain sum, whether that person lived in Maine or Zululand. Errors in spelling and grammar abounded in the announcement and the literary quality of the phrasing suggested a primary school education watered down with slang. The circular itself was convincing evidence of the fellow's inability to teach what he claimed to have mastered. But undoubtedly his large promises will attract a considerable clientele of students before he is found out. In these matters as in others, the wise grow cautious in proportion as the inducements offered grow magnificent. But the foolish pass on and are punished.

While we have no doubt that the future is to see a great enlargement and expansion along the lines of systematic commercial education, we believe that a word of caution is necessary. To inexperienced young men or women, nothing is easier than to suppose that somebody has sufficient knowledge and skill to map out for them a royal road through

the world by which they can attain their goals successfully and without loss of time. It is not until they have many times bumped themselves against the rocks of reality that they begin to realize the great difference between theory and practice that confronts one at every turn in this world. This is as true of the theory of business and the practice of business as it is true of the theory of life in general and the practice of life in general. Success is a matter of cutting your coat to fit your cloth. You may buy or learn by yourself to make your pattern and your cloth, but the possession of the best of patterns does not guarantee the skill to use it. Yet there is no reason why there should not be a systematized body of facts connected with commercial life and methods and a theory based on those facts for the guidance of beginners. Life is a constant oscillation between the material and the ideal, between thought and action. Theory is as essential as practice and the mischief only begins when it is forgotten that in ordinary affairs an ounce of practice is worth a ton of theory.

One can see no reason why competent men who have by hard work and experience mastered the difficulties of certain branches of business should not formulate some systematic theory and course of study to cover that department of human activity and impart valuable knowledge to their pupils. But pupils will make a great mistake if they think that anything will take the place of learning in the school of experience. Advertisement writing, or any other kind of commercial work, requires not only a knowledge of the rules and the practices of the past, but also an ability to act under sudden emergencies and in new ways to meet new conditions.

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

## Perfect Fitting Garments

You know what they mean—for garments that set perfectly and hang correctly are trade makers. I have them in the most complete variety of styles and patterns.

Drop me a line for samples; it's to your advantage.

**M. I. Schloss,** 143 Jefferson Ave.  
DETROIT, MICH.  
Manufacturer of Men's, Boys' and Children's Clothing.

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



**JOSEPH SHRIER**  
Manufacturer and Jobber of  
**HATS, CAPS AND STRAW GOODS**  
193-195 BANK ST., CLEVELAND, OHIO

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



Allen Gas Light Company, Battle Creek, Mich.

Wallow Lake, Mich., Nov. 22, 1902

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.

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



Theory too often is a positive detriment to men because it encourages them to think that general formulas will fit specific cases. The young man trained in a school of any branch of commerce ought to be well prepared to see some commercial problems in a more intelligent way than would otherwise be possible, but nothing can take the place of the experience gained in actual business life.

A literature of business and a systematization of data about business is something that we are getting and that will be of great value. But it will be of value to the person who knows how to distinguish between the practical and the theoretical, and who has no absurd hopes that the financial rewards of long experience are to be gained at once after a course in the theory of a branch of business. The personality of a man is of more practical value than any amount of knowledge with which he may be filled. What he is will determine his success far more than what he knows. There are no short cuts to glory, either through colleges or commercial schools, in the field of active life.

Still, commercial education is necessary and valuable. Systematic instruction and training are of great advantage and will be more and more appreciated at their true worth as time passes on.

**A Bluff That Worked.**

A good example of what a man can do when he means business, even at the expense of veracity, is illustrated by a little experience of J. S. Dickle, Vice-President of the J. L. Hudson Co. and Manager of the Cleveland store. He started in life as a miller's boy and worked in a flouring mill at Lancaster, Pa., until he was a young man. All this time he drew the princely salary of \$10 per month. Then with barely enough money in his pocket to purchase a railroad ticket, he started for Detroit, where he landed completely "broke." After having searched the town for employment, he drifted into Mahley's store and found J. L. Hudson, manager of the house, whom he asked for work.

Mr. Hudson at once asked him if he had had any experience in the clothing business. "Yes, indeed; lots of it," replied Dickle. "Where?" asked Hudson. "Out in Iowa," the young man replied. The bluff worked all right, and he was told to come around the following Monday and begin on a salary of \$10 per week. It is said that he spent the remaining days of that week trying on suits in other stores and asking about prices and clothes and makes, but never buying a one. The first week at the store was a busy one, and the manager did not have much time to watch the new clerk, but he had learned enough from the others to make the start. He is still with Hudson, although in a very different capacity from that in which he started.

**Not Yet His.**

"I hear you're the owner of a very handsome watch that your wife gave you for Christmas."

"Oh! no."

"But I heard it from the very best authority."

"Impossible. The best authority as to my ownership of that watch is the jeweler, and I haven't paid him for it yet."

By desiring what is perfectly good, we are part of the power against evil, widening the skirts of light and making the struggle with darkness narrower.—George Eliot.



**Lot 125 Apron Overall**  
\$7.50 per doz.

**Lot 275 Overall Coat**  
\$7.75 per doz.

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

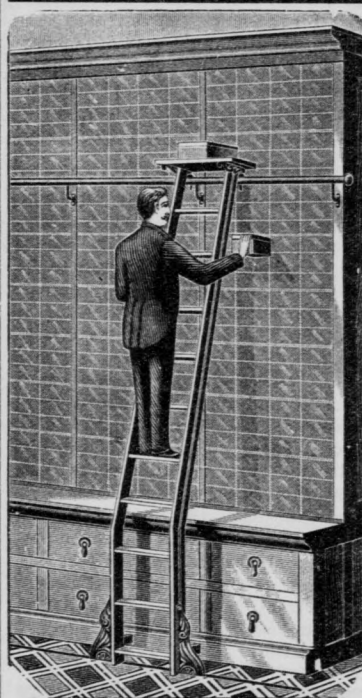
**Lot 124 Apron Overall**  
\$5.00 per doz.

**Lot 274 Overall Coat**  
\$5.50 per doz.

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

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

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



**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

**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."

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

## Shoes and Rubbers

### The Outlook For Tans and Colonials For Spring.

Whether Colonials and tan shoes will sell to any extent this spring is a question very much on the minds of a great many shoe buyers and dealers at the present time.

In Greater New York and vicinity representative buyers who dispose of enormous quantities of shoes and, through coming in constant contact with all classes of trade, are well situated to give an unbiased opinion, are not over-enthusiastic on the subject. Some of them say that they are not buying any tan shoes at all; others very carefully and in very small quantities.

These men have made a study of this problem, and, having been successful in the conduct of great departments, their opinion should have weight.

We do not mean to infer that these men are dictators of the fashions in shoes, nor do we believe they wish to be so considered; but the fact remains that there are many signs of the tan shoe coming back into vogue, and possibly in time to prove as strong a seller as before; but it will not be this year. A majority of the buyers of medium-grade shoes are not buying tans at all, especially for women, while they touch the men's end very lightly. The buyers of finer grades are not so skeptical; in fact, a good many are quite enthusiastic and are buying very liberally of both in the boot and oxford, mostly in the Russian calf. In a few cases a dark vici kid is being bought for the men, while for women the vici seems to be the most favored. However, the Russian calf is a close second. While these have been bought also in both the boot and oxford, the boot seems to be the most favored. The leathers are of medium weight in both kid and Russian calf. The heels are much higher in Cuban and military styles, some running as high as two inches, while the soles are light welt in a majority of cases, with close-trimmed edges. The toes are all narrower. It is also a fact that but little perforation has been ordered on this class of shoes. Buyers have endeavored to keep away from that, as the people who buy this shoe will demand one without the filigree-work or ornamentation which was so popular when tans were previously in vogue. This seems to be a good indication that tans will be on the market and worn by the best class of trade. It is also an indication that tan shoes will follow in popular favor in medium and cheaper grades.

The leaders of fashion to take up a style are as likely as not to set their choice on something not in popular vogue for the moment, but rather a recreation of something which apparently ran its course some time back; then, after a period, the masses take it up, and then it becomes generally popular.

It looks as if this will be the case with tans. The tan shoe will be worn almost exclusively in the better grades this season. When we say there will be none worn in the medium grades we mean none in comparison to the quantity that was worn when tans were more in vogue; but it is a fact that three of New York's most important shoe buyers, whose sales are practically made up entirely of goods under five dollars, are not going to buy any tan shoes in either men's or women's. The rest, we might say, are only buying lightly in an oxford or boot for women, and now and

then a buyer will also add a few men's. Now, this does not look as if tans were going to acquire any degree of popularity this spring. It is the very highest class trade which will revive tans, and there seems to be a strong tendency toward them in this limited branch of the trade.

Some buyers predict that the tan shoe, when once it regains its popularity with the masses, will become a standard shoe for summer, just as the black shoe is now the thing for winter, due to the fact that tan leather is cool, porous, light and durable.

As to the Colonial, that is a dead issue with the exception of a very few high grades. Last year there were more Colonials sold than any other style of low shoe, and they were to be had in all grades. There are a few houses who handle the cheaper grades who will attempt to do some business on this style of low shoe, but the opinion is that there will be little or no demand for it. In any event, the brass buckle that was so popular last season will to a considerable extent, if not altogether, be replaced by one of less striking effect.—Shoe Retailer.

## LIGHT



### The "Best" Light

Brighter than Electricity or Acetylene and Cheaper than Kerosene

Makes and burns its own gas. It is portable. Requires no pipes, wires or gas machine. A safe, pure white, powerful steady light. 100 candle power costs 2 cents for fifteen hours. Permitted by Fire Insurance Underwriters. No wicks to trim. No smoke or smell. Saving effected by its use quickly pays for it. Over 100 styles for indoor and outdoor use. This is the Pioneer Incandescent Vapor Gas Lamp. It is perfect. Beware of imitations. Agents wanted everywhere. Every lamp warranted. THE BEST LIGHT CO., 82 Fifth Street, Canton, Ohio.

## LIGHT

### SOME PEOPLE NEVER PROGRESS



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

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

**Fox Typewriter Co., Ltd.**  
350 N. Front St., Grand Rapids, Mich.

## Mayer's SHOES

Should be handled by every shoe dealer because they give satisfactory service and hold the trade. Six hundred skilled workmen are kept busy turning out all grades of shoes from the ordinary everyday shoe to the finest for dress wear, suitable for all classes of trade. Mayer's shoes give satisfaction where others fail. Write for particulars.

**F. MAYER BOOT & SHOE CO.**  
MILWAUKEE, WIS.

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.

## Bostons Are Durable

Neat and trim in appearance. Give comfort to wearer and satisfaction to dealer.

We have sold the Boston Rubber Shoe Co.'s goods for more than a quarter of a century and we know.



**Rindge, Kalmbach,**  
**Logie & Co., Ltd.,**

**Grand Rapids, Mich.**



## YOU WILL FIND

This cut on all our cartons. We stand behind our assertions; if goods are not as represented, remember that the railroad runs both ways. We will send the following shoes on approval because we know you can not better them. "Honesty is the best policy," so we are honest in what we advertise. Three of our good things made by us at our Northville factory are:

- No. 226. Men's Boarded Calf, Heavy 1/4 D S., Brass Stand, Screw, French, Bals..... \$1 50
- No. 230. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, French, Bals.... 1 60
- No. 231. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, Tipped, Bals.... 1 60

Each pair with a guarantee tag attached

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

### Prominent Public Man On Shapes and Styles.

"Make 'em str-ong," is the direction which President Roosevelt gives when he orders shoes in a certain little boot shop in Sixth avenue, where he has had his footwear made since the days he wore out much shoe leather as police commissioner, trying to better the discipline of the force. However his shoes varied in style, according to the requirements of his activity as Assistant Secretary of the Navy, rough rider, Governor and President, the exponent of the strenuous life invariably directed the shoe man to "make 'em str-ong," with a characteristic stretching out of the last word.

The fitter of feet needs no more explicit instructions. He constructs for the presidential foot a common-sense shoe of stout calfskin, double soled, with the flat of the foot broad and the toe medium width.

In striking contrast to the Roosevelt type of shoes is that worn by former Vice-President Levi P. Morton, who patronizes the same shoe shop. He wears a boot very light in weight, with a broad toe without tip. His boot is soft and pliable as a glove compared with the stout footwear of the President, and he requires an easy fit and elasticity rather than strength.

Elihu Root, the Secretary of War, is up to date in his footwear, following the changing styles, although probably paying no attention whatever to the shapes. He does not have his shoes made to order. When he needs new boots he drops into the little Sixth avenue shop and asks for "what is being worn now." The salesman selects a stock shoe for the Secretary and puts it on his foot. Mr. Root takes a turn up and down the shop and is satisfied with the salesman's selection if it "feels comfortable."

The late Thomas B. Reed did not care a fig about being up to date. What he wanted was something that required neither buttoning nor lacing, for he did not have a valet. So he stuck to the old fashioned elastic congress gaiter, and insisted on having the toe made much broader than fashion approved.

Ambassador Choate and his family stick to American shoes, to the chagrin of London bootmakers. Quite often a case of shoes goes from Sixth avenue to the American Embassy in London, with an assortment of footgear for all possible occasions for each member of the family. The Ambassador likes a pretty substantial shoe for everyday wear.

Senator Clark, on the other hand, has his long, slender foot encased in shoes

of a very light weight, and he invariably orders half a dozen pairs at a time.

Andrew Carnegie buys a stout but trim and neat shoe, and he tramps about the grounds of Skib Castle in American-made boots.

Gen. Shafter of necessity has his shoes made to order. No stock shoe would fit his short, chubby foot, and he is particular about the fit, always insisting on two or three fittings for every pair of shoes.

J. Walter Wood, son of the former superintendent of public schools, is one of the few well-to-do men of New York who still wear the old-fashioned Wellington high boot.

Dr. W. Seward Webb wears an assortment of footgear ranging from stout boots for his Vermont stock farm, to light patent leathers, all carefully fitted.

President George F. Baer, of the Reading Railroad, encases his small foot in neat calfskin, caring little for "what is being worn," but insisting on a good, easy fit, suitable for the active life which he leads, with two offices, one sixty and the other 140 miles from his Pennsylvania home.

The little place in which these and other prominent men have their footwear manufactured is unique among the high class shops of New York in the modesty of its quarters, both in outward appearance and interior dimensions. Yet here men of national fame are fitted with shoes as they talk of public affairs, and women of fashion try on dainty creations of the shoemaker while they exchange the gossip of Fifth avenue, and actresses are fitted with stunning boots while they chat of the life behind the footlights. In this little shop are the lasts of hundreds who are frequently in the public eye, and the men who fit their feet have opportunity to estimate the peculiarities of people of prominence from a point of view not enjoyed by many.—New York Times.

A cat has nine lives—and at least eight of them are devoted to vocal culture.

## Scratch Blox



Odd sizes made from odd paper cuttings at cut prices.

BARLOW BROS., Grand Rapids

## 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.



Men's and  
Women's  
Warm Shoes  
and Slippers

Send us your  
sorting orders.

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

## Barrett, Atwood, Wixsom

MICHIGAN MEN

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

### La Pat Kid Shoe

A Winner.

THE LACY SHOE COMPANY, CARO, MICHIGAN

**Necessity of the Dealer Satisfying His Customers.**

Like the clothing and the provision business, the shoe business enjoys the great advantage that must accrue to any traffic in the necessities of life. People may dispense with jewelry or fine household furniture. They can not for very shame dispense with shoes that will hide the nakedness of their feet.

Yet the shoe business labors under one marked disadvantage. The shoeman must and does expect that a very considerable proportion of his customers will return to find fault with the shoes that they have bought and to insist that they be taken back, or that they be exchanged for a new pair or that certain faults be corrected, or that something else be done that involves the dealer in an amount of expense that is often practically equal to making the sale over again.

It is not at all strange that people have many complaints to make about their shoes. A badly fitting shoe attracts attention to the fact at once by the pinching felt under the first strain. If the shoe is abused in any way, the wearer is very likely to be unconscious of it and to ignorantly attribute the fault that arises to some original defect in the shoe itself. A suit of clothing may fit badly and the wearer be unconscious of it because he is not rendered uncomfortable. If any part of the outer clothing suffers injury the fact is likely to be discovered when the injury occurs and any subsequent defect in the garment is attributed to the proper cause. But injury may be done to shoes that will not be noticed so directly. Then, for some reason, a great deal of human whimsicality is displayed in the matter of shoes that does not show itself in connection with other articles of apparel. So for a variety of reasons the shoe dealer must expect to devote much time to satisfying those who return to him with unsatisfactory shoes.

It should be laid down as an elementary principle that the first and great aim of the dealer must be to satisfy every discontented customer who thus returns to him. It does not matter what the cause of complaint may be, every effort should be made to give satisfaction. In a small place the possible number of patrons is limited. In a large city the cost of making new customers leads the merchants to highly esteem the patronage of the old ones. A dealer's success will be determined by his ability to satisfy the public. The dissatisfied customer is that public returning to him and putting to him a test question. Because of the principle represented, the satisfaction of one discontented customer is often worth the approval of ten satisfied patrons who never have made complaint.

But the shoe dealer's troubles are like all troubles—"an ounce of prevention is worth a pound of cure." The dealer can not give too much attention and care to the character of goods that he handles. Of course, every dealer wishes to carry the best goods that can be bought at a price, but too many can trace their troubles with customers directly back to the fact that they are poor buyers. It is to be expected that in every large lot of shoes there will be some that have hidden defects that have escaped the eyes of the examiners. A weakness in the leather, a hidden fault due to tanning, and a slightly misplaced line of stitching may work together to product a serious fault. Such faults can not be eliminated entirely. But it is

possible for a dealer to see that such shoes are not of frequent occurrence in the lots that he orders. If they are of frequent occurrence, he will make more money by changing his brand.

Some men are tempted by the prospect of extra profit into buying poorly made shoes. It would be well for such men to figure up how much they lose in time, money and trade from the dissatisfied and then strike a balance between their savings on original cost and their losses on later outlay. A man bought a bicycle for ten dollars. He congratulated himself on his bargain until in going down a hill the cheap forks broke and threw him into a stone wall. His doctor received the price of a trip to Florida on a Pullman before the man was well again. There are disadvantages in buying too closely.

A dealer learns by sad experience what defects he needs to look out for in shoes. He should know what defects are remediable and what defects are unavoidable. Unless he takes these facts into account in buying he has yet to learn how to buy. Unless he knows something of the way in which a shoe is made, he should improve any opportunity of enlarging his knowledge of manufacturing processes.

Aside from buying goods with skill and judgment, skill in selling them is necessary to minimize the number of complaints. If the proprietor of a shoe store will take pains to investigate the

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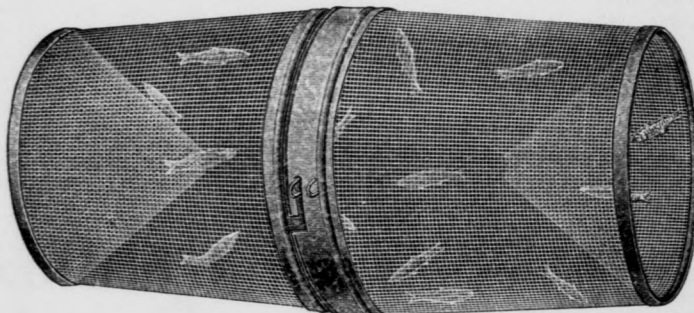
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Our Men's and Ladies' \$1.75 Dongola Shoes.  
Remember our \$1.50 Ladies' shoe is the best on earth MADE WITH OUR TAPLESS INSOLES of which we control the patent. 300 dozen of this one shoe sold in December. Write for sample dozens at once. Solid and warranted to wear.

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**"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.

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GRAND RAPIDS, MICH.

number of complaints received he will be surprised to see how many of them can be traced directly to some defect of judgment in selling the goods. The clerk has disposed of a customer before making him satisfied with his purchase, he has sold a shoe that is manifestly unfitted to the purposes of the wearer, or he has not paid enough attention to matters of personal taste or peculiarity. Careful salesmanship is essential if complaints are to be infrequent. The complaint is often the demonstration that the clerk has bungled his work. A bungler is in the long run an expensive proposition.

But after all precautions have been taken in buying and selling, misunderstandings and complaints will arise. A man takes off his shoes while they are wet and sets them over a radiator to dry. As they dry the life is dried out of the leather. He does not notice anything wrong with them until he has walked some distance and then he discovers a ragged break along the sole. Knowing nothing of the cause of the trouble, he naturally concludes that the dealer sold him a shoe of inferior quality and demands a new pair for the old. This is a typical case where the defect in the shoe is due to the customer's ignorant abuse of the shoe. In such cases, it is the dealer's business to point out where the trouble lies and, although it may be unjust to shoulder part of the responsibility for the defect, to remember that the man who lost a pair of shoes is sore and that considerate treatment at such a time will have more effect in winning him than it would have at another time. People are always willing to pay dearly in the long run for the indulgence of their whims and weaknesses.

It is the dealer's business to satisfy his customers and if he can do this in any way it is wise policy for him to do it. In cases where he is clearly not responsible for the cause of dissatisfaction he will usually find it profitable to impress the customer by his liberality after tactfully pointing out that he is not properly accountable. If the customer can not be led to see that the fault is not the dealer's, there is all the more reason for conciliating him.

In cases where the fault complained of is clearly one that the customer is not responsible for, nothing but instant and full satisfaction is sufficient. A young man bought a pair of shoes of a dealer in whose store he had never been before. Some three weeks after he had occasion to stop in the store again. The dealer noticed him talking with his companion and after he had finished said: "Excuse me, but you bought that pair of shoes here, did you not?" "Yes." "Well, I notice that the shoe has been improperly sewed. In a month more it will burst across the instep. The shoe should not have been allowed to leave the store. Sit down and I will fit you with a new pair." All this was entirely unsolicited and the new shoes were put on, to the surprise of the customer.

Here was a man who gained far more than he lost by his action, for trade went to him that would not have been sent otherwise. Liberality as well as justice are particularly necessary in the shoe business. The satisfied customer is doubly valuable because he has learned by actual test that his shoe dealer will "treat him right."

Only those who have sympathized with others in the hour of need have the right, in their hour of trouble, to expect comfort and help.

Use of False Teeth.

Probably not less than two million artificial teeth are manufactured in this country each year, and still the output goes on increasing. Never before was such great care manifested for teeth as has been exhibited during the last five years. In this respect Americans lead the world, not even the fastidious French excelling the people of the United States in their solicitude for the preservation of natural teeth and in their application of the arts of dental science when substitutes have to be provided for nature's molars.

Englishmen are notoriously careless about their teeth, although in late years great progress has been made in this matter.

A prominent dentist of New York declares that nearly every patient with a mouthful of decayed teeth is a foreigner. "They let things drift," he says, "and come only when pain drives them here. Americans, and especially Southerners, hasten to their dentists immediately they detect even the slightest signs of coming trouble, and the result is that there are by far more 'saved' teeth in this country than in any other. Englishmen and Irishmen are remarkably apathetic about their molars, and will go about for years with hopelessly decayed teeth."

Particular at the Outset.

Mr. Justwed—Shall I order anything for the house on my way to the office this morning, my dear?

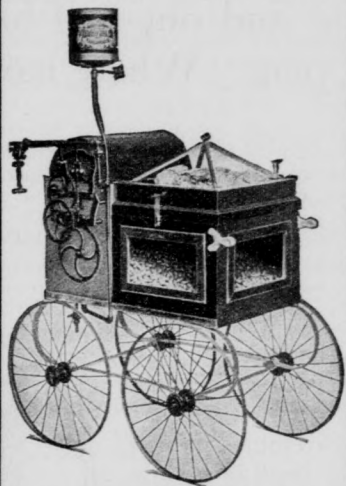
Mrs. Justwed—Yes, love. Stop at the grocery store and tell them to send up a five-pound bag of salt right away. And, George, tell them to be sure and see that it is fresh.

A Sympathetic Thought.

"I see that they have closed up the matrimonial agencies in Chicago."

"Isn't that too bad? Why, what on earth will become of all those lovely women with large fortunes in their own names who are so anxious to secure kind and loving husbands?"

Little Gem Peanut Roaster

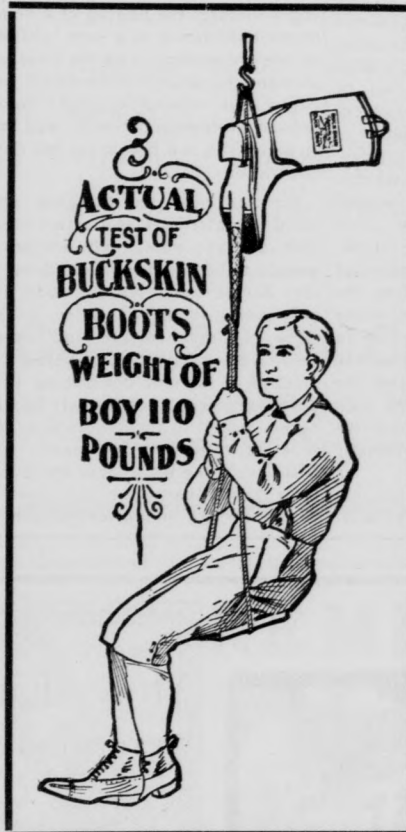


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### Woman's World

#### Tyranny From Which Women Suffer From Their Children.

The Dean of one of the largest women's colleges in this country is reported to have recently made an address to the graduating class in her school in which she implored the young women, should they marry, not to let wifehood and motherhood interfere with their further studies, but to turn their children over to trained nurses and kindergartners and devote their time and energies to their own intellectual development.

This would be iniquitous advice, if it were not so utterly futile. Fortunately, the instincts of motherhood are stronger than college training. The first shrill cry of a baby is more eloquent and convincing to a woman than all the logic and precepts of the sages, and there is no danger of any alarming number of mothers neglecting their babies while they devote themselves to the differential calculus, or to a recondite investigation of the philosophy of Hegel.

Motherhood is the touch of nature that levels all ranks, and reduces all women to a common intellectual plane. The queen and the peasant, the blue stocking and the ignoramus, Aspasia and Mary Jane, are just women before the cradle, with every interest in life, every hope and fear and anxiety bound up in the tiny, red, squirming bundle within it. The woman of all schools, and the woman of no school, talk the same Volapuk to their offspring, see in them the same beauty, and are just as irrationally foolish and fond.

A college education does not cut much figure in a woman's mental atti-

tude or actions when she becomes a mother. It matters not that her conversation may once have been redolent of culture. It reeks of baby foods now. It is nothing that she once pursued a career. She is now on a still hunt for a reliable remedy for colic. The voice on which thousands of dollars and years of time have been spent fitting it for grand opera is only used to sing lullabies now. All of the aspirations, ambitions, purposes of a lifetime have been swallowed up in the gulf of motherhood.

This is as it should be. The greatest work that is ever given to any woman to do is raising a child, and the broadest culture, the profoundest knowledge, the most thoroughly disciplined mind are none too much to bring to the task. Compared with it writing a book, painting a picture, the finding of a new star, or the elucidation of a new philosophy of life are nothing, and the college-bred woman who chooses motherhood as her career has elected to enter into the noblest profession on earth, and the one in which she can best serve her day and generation.

To turn over the bringing up of a child to hirelings is a crime unspeakable, and any woman who advises other women to farm out their children while they devote themselves to study, is not only giving them bad advice, but knows little of human nature and less of her sex. The possibility, however, of the mothers of the land hot-footing it after abstract science while their babies are being raised in incubators is so remote it is not worth worrying over. Women will have to be made over again before their heads have the call over their hearts, or the sound of the trumpet of

fame drowns out the babble of a child's voice.

Somewhere, though, in the seditious and treasonable utterances of the Dean, there lurks a hope that the time will yet come when the mothers of this country will rise and throw off the yoke of tyranny under which they are suffering, and will assert their inalienable right to life, liberty and the pursuit of some sort of happiness outside the walls of the nursery. The trouble with the American mother is not that she neglects her children, but that she does not neglect them. She is so afraid of not doing her duty that she overdoes it, and the result is that there is nowhere else in the world such a grinding, overbearing despot as the American child, or any creature so downtrodden and oppressed as the American mother.

Now, no one will argue for a minute but what it is a mother's highest privilege, as well as her duty, to see that her children are properly clothed, and taught and fed and guarded. Hers is the responsibility for the life she has brought into the world, and woe to her if she attempts to shirk one iota of her duty; but this does not mean, as the average mother interprets it to mean, that she shall bind herself as a slave to the wheel of the perambulator.

This is good neither for the mother nor the child, for with children, as with grown people, familiarity breeds contempt, and the mother who is the daily, hourly, incessant companion of her children—who never lets them out of her sight, as the phrase runs—is invariably less loved, and less well obeyed, than the mothers whose presence and society make a kind of treat to her children.

There are a good many things in life

that we worship as fetiches instead of looking at rationally. One of these is the pretty, poetic tradition of a mother rocking a child to sleep, or sitting and holding its hand and telling it stories. That is a bit of sentiment that never fails to bring down the house at a play or dissolve us to tears in a story, but in real life it has made martyrs of millions of women who have felt it their sacred duty to jiggle a child back and forth in a rocking chair until they were half dead with fatigue, or tell it imbecile fairy stories until their very tongues were paralyzed with repeating over the same inane nonsense.

Why should not women look at this matter with a grain of common sense? It can do a child no possible good to be rocked into seasickness at bedtime or to have its brain excited with lurid romances. It would be a thousand times better for it to be put quietly to bed, and the mother—tired, nervous, harassed—have the bedtime hour for her own, to pick up the thread of some agreeable story or chat with her husband. Any child can be trained in three nights to go to bed without any story-telling or singing or rocking, and there is absolutely neither rhyme nor reason for a mother sacrificing herself by going through a lot of mental or physical gymnastics for the little tyrant's pleasure.

There are plenty of homes in which the wife is so completely swallowed up in the mother that her husband never has a minute of her uninterrupted society after the first baby comes. She can not sit downstairs of an evening because she has to put the children to bed. She can not go to the theater because she can not leave the children. She can not dress herself up because baby pulls at



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Many a merchant figures that according to the volume of his business he should have much more money than he has to show for last year's work. But where is it?

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To stop these leaks by ordinary methods of handling cash would be as difficult as tracing the career of each individual pin made.

A National Cash Register will stop them. It will give you an exact and detailed record of each business transaction that takes place in your store. It will enforce carefulness, absolutely prevent mistakes and soon pay for itself in money saved. Let us try to convince you that you need a National Cash Register. Detach the coupon, fill it out and mail to us today.

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GENTLEMEN: Please send us printed matter, prices and full information as to why a merchant should use a National Cash Register, as per your "ad" in MICHIGAN TRADESMAN.

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I figure that my No. 83 Register has cost me nothing. The Register has more than paid for itself in charge sales that were formerly left to memory in a rush of business.

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

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Some styles of second-hand registers always in stock.

her pretty ribbons and laces. She can not entertain because the children are bound to be at the table. Home becomes one vast nursery, with baby things scattered all over it, and the very talk is sterilized baby talk, and, in sheer desperation, the man takes to his club or elsewhere for companionship and amusement, for, while men love their children sufficiently, there are precious few of them who can live on an unadulterated diet of baby.

Because a woman desires to do her duty by her children is no excuse for making herself a slave to them. There is reason in all things, and while few would advocate the Dean's theory of turning one's children over to trained nurses and kindergartners to raise, there is no doubt but what it would be vastly to the child's benefit as well as the mother's if she devoted more time to herself and less to it. In other countries the children form the background of society. In America they occupy the center of the stage and get all the limelight. They monopolize conversation, decide what the family shall do and where they shall go and are the pivot around which life revolves.

The result is appalling. There is no longer any simplicity of child life. From the minute a baby is born it takes the whole family to entertain it, and in the midst of all this burly-burly is the poor downtrodden mother, uselessly and foolishly sacrificing herself.

If anything can be done to stop that—if the mother of the future can be made to see that she best serves her child by keeping herself well and strong in mind and body—the Dean's words shall not have been in vain and we shall owe college training a debt of gratitude. For there is no doubt now that the prevailing nervous prostration among women is chiefly owing to the tyranny from which they suffer from their children.

Dorothy Dix.

**Should Widows Remarry?**

There is a prejudice among many people against the idea of a widow entering into a second matrimonial alliance. The cynical woman—especially the woman whose married life has not been as happy as she had hoped it would be when, in the full flush of her young womanhood, she gave her hand and heart with perfect confidence to the man of her choice—is apt to echo the familiar proverb, "Once bitten, twice shy," and to declare that once is once too often. Happily, however, in spite of what a certain set of people say, and in spite of the fact that even with the most romantic marriages the sun of happiness does not always shine in an unclouded sky, the majority of marriages are not productive of disillusion and misanthropy, and women do find in the love of a man not only a compensation for the inevitable disappointments of life, but a positive gain.

If, then, a woman has the misfortune to lose her helpmate, she may for a time feel that her sun has become lost in the blackness, and life can never be the same again. It may be questioned whether any more beneficial thought or emotion would come to a woman at such a time, for the soul expands with sorrow just as, under the influence of an overclouded sky, the soft rain besprinkles the earth, making the seeds of life within it ready to sprout again into beautiful life after a certain period has elapsed, a period which may not be inaptly likened to that of mourning. Shakespeare, who searched out the mysteries of the hearts

of man and woman, made the queen-mother in Hamlet ask her son:

Why shouldst thou with thy velled lids  
Seek for thy noble father in the dust.

And we all know by experience that time is the great healer of all ills, whether they be of the body or of the soul. To a woman in the full tide of her grief for the loss of her beloved husband, the idea that any one could fill his place after the lapse of time must seem heartless brutality, yet we know by experience that the edge of grief is worn dull in time, and the bowed heart revives again under the influence of sympathy.

If a woman is alone in the world, without a son or daughter in whose society she can find companionship, it would be a hard lot indeed which would consign her to perpetual widowhood. Perhaps a new love introduced to her life will restore the old happiness and thus make up for the sorrow which the previous years have given as their legacy. It is not, however, always that a widow is left without children, and, although the case is complicated by their presence, there is no doubt that they may serve to bring a solution of their own to a problem which may cause their mother much consideration. Perhaps the woman has a daughter, or more than one daughter, and she sees that, with the means with which she has been left, she is unable to advance their interests in the world as she would like to, and indeed as she feels she ought to do. If she marries again, she will find not only a home for them but a better prospect of settling them in the world, and enabling them to marry well and have homes of their own.

Again, a woman may be left with a son whom she loves very dearly. Indeed, she may adore him to such an extent that she is not only blind to his shortcomings—and every boy has them, since he is only human—but she may by her constant indulgence, so spoil the lad as to seriously hamper his chances in the world, when the time comes for him to take his place among men and submit to the buffets which fate bestows sooner or later. Such a child is apt to rule his mother rather than be ruled by her. If she marries she gets the advantage of a man's strong hand in the bringing up of her son and the constant presence of a man's point of view which is always different from a woman's and is of eminent use to a boy who learns instinctively merely from his association with his stepfather, the attitude to adopt toward the ever-recurring questions which he will be called upon to decide for himself in the future.

Cora Stowell.

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South Bend, Indiana

**BUTTERMAKING AS A PROFESSION.**

What a Buttermaker Has to Contend With.

I will venture to say that buttermaking is as much of a profession as that of a lawyer or physician. Buttermaking at the present time is a science. The buttermaker must know and understand the composition of milk and its products. He must have a thorough knowledge of the fermentations of milk, their cause and effect. He must know the effects on milk on the different food-stuffs fed to the cows, their care, and which are the most profitable for the dairyman to keep. He should also be able to give such hints and information to the farmer regarding the care, feeding and selecting of the dairy cow as will be of value to him. The buttermaker must be a diplomat and know how to deal with the patrons and keep them in harmony. The buttermaker must be a man of clean habits, as cleanliness plays a most important part in buttermaking. The old saying that "cleanliness is next to Godliness" applies very well in the art of buttermaking.

In order to make good butter the buttermaker must understand the composition of milk and butter. He must know the effect of bacterial growth in milk and cream. He is dealing with a multitude of bacteria, with perhaps as many different species, which will all develop very rapidly at the right temperature, and each kind of bacteria will impart its own particular kind of flavor to the cream and butter. In buttermaking, it is desirable to have only such bacteria as will produce a clean fine flavor and aroma in the butter. It is in dealing with this multitude of bacteria where the science of buttermaking comes in.

Milk will very readily absorb odors or bacteria floating around in the air. Air that is foul in any way will in a very short time contaminate the milk and plant a multitude of bacteria, which will in a very short time implant their own flavor. A few causes might be mentioned which are the most common in producing the bad and undesirable flavor in milk. First of all if the milker is unclean and careless by not properly washing and cleaning the cow's udder and sides, by wearing filthy and dirty clothes, or having dirty hands, and if the milking is done in a foul and dirty place where myriads of bacteria are abounding in the air, and will drop into the milk where they will rapidly commence to multiply.

Another common cause for bad flavor in the milk is the habit of placing the milk in the kitchen in the winter time, under the excuse that it shall not freeze, where the air also is filled with odors and bacteria too numerous to mention, caused by the frying, cooking, stewing and baking of different kinds of meat and vegetables which will all very rapidly impart their own flavor to the milk, and will cause an endless lot of trouble in the making of butter. Another cause of bad flavors in milk which the buttermakers have to contend with is the improper feeding of different foodstuffs such as potatoes, turnips, mangels, cabbage and other vegetables which if improperly fed will produce an undesirable flavor in the milk and butter. And in many places the pastures are full of such weeds as onions, garlic, and others which will cause a vast amount of trouble which adds to the burden of the buttermaker.

To overcome the result of these bad and undesirable flavors the buttermaker

will have to use skill and diligence in up-to-date methods. The buttermaker will set to work to produce an abundance of such bacteria which are desirable and will produce a rich and fine flavor in the butter. In procuring this particular kind of bacteria, a certain amount of milk is taken and pasteurized where all bacteria and germ life is killed and destroyed and renders the milk perfectly free from all flavor-producing bacteria. Then in the milk is added what is known as commercial butter culture, which contains only such bacteria as are desirable and which will produce the fine flavor and aroma so much wanted in butter. Then this culture or starter is set at a certain temperature to ripen and develop. When a right amount of these bacteria have developed this starter is added to the cream. Now a terrible struggle for supremacy is being carried on by the different kinds of bacteria, and those strongest and greatest in number will take in the forts and strongholds of the "enemy" and in turn be supreme rulers, and their flavor will predominate. It is a fact, however, that if the bad and undesirable bacteria have developed to any marked degree their particular flavor will also prevail to a greater or less degree. Therefore it becomes necessary in order to make butter with the best possible flavor, even with the help of a good commercial starter, to see that the milk received is free as much as possible from any bad odors or flavors. In

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**R. HIRT, JR., DETROIT, MICH.**

and be sure of getting the Highest Market Price.

# BEANS AND CLOVER SEED WANTED

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

**MOSELEY BROS., GRAND RAPIDS, MICH.**

26-28-30-32 OTTAWA ST.

## Parchment Paper

For Roll Butter

Order now from

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

## Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

We are in the market for

## CLOVER, ALSYKE BEANS, PEAS, POP CORN, ETC.

If any to offer write us.

**ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.**  
24 AND 26 N. DIVISION ST., 20 AND 22 OTTAWA ST.

## 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?

# POTATOES

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

**H. ELMER MOSELEY & CO.**

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417  
Bell Main 66

304 & 305 Clark Building,  
Opposite Union Depot



fact, the greatest of precautions should be taken to guard against receiving any milk which is contaminated, as no amount of skill, starters, or diligence can overcome the effects of contaminated milk on the flavor in butter.

Therefore it becomes necessary for a man in the profession and art of butter-making to know and understand the effects of the different kinds of bacteria on the flavor of milk and butter. He must know the cause and how to prevent the bad and undesirable flavors in milk which are so numerous and will be found wherever the air is impure or where perfect cleanliness is not observed.

It may be proper to mention in connection with this that the strictest rules of cleanliness must be observed in the creamery in making the butter, as perfectly pure and sweet milk received may be spoiled and contaminated in the process of making it into butter, if the buttermaker is filthy, careless or negligent.

The buttermaker must be a man of knowledge, skill and diligence. He must have a knowledge of the care and management of machinery necessary in the creamery, such as a boiler, engine, separators, pumps, churn, vats, etc., the operating of which requires skill and experience. Then the buttermaker must be a diplomat. He has to deal with the patrons and he must be able to regulate the little differences which so often will appear. Upon the buttermaker rests, in a large degree, the responsibility of success or failure of the creamery.

The buttermaker should also be able to give advice and instructions as to the proper care and selection of the dairy cow, how to feed and what to feed to produce the best results in the production of milk, and he should be able to give such other information as will be of value to the creamery patron.

Buttermaking is a science and profession and no man with inadequate experience, or one who has not mastered the details in all its phases should try to pass as a buttermaker. There is no specified length of time laid down in which to prepare and master the details of the profession, as that depends largely upon the adaptability of the individual, but I would recommend that two years' of active work as apprentice under one or more well qualified buttermakers, and at least one term in a dairy school should constitute, with the average person, the necessary amount of time in which to prepare himself for the work.

I fully believe and most earnestly recommend that for the future welfare of the dairy industry that there should be a law passed to grant license or certificate of qualification to those qualified. The creamery patron demands it for his own protection against the so-called cheap buttermaker, who in most instances has very little experience and will work disaster to the creamery company where he may be employed.

E. J. Holmes.

**A Tip For the Waiter.**

"Everything all right, sir?" asked the waiter.

The patron nodded, but still the waiter hovered near.

"Steak cooked to suit you, sir?" he asked again presently.

Again the patron nodded.

"Potatoes the way you like 'em, sir?"

"Yes."

Another period of silence.

"I hope the service is satisfactory, sir?"

"Are you bidding for a tip?" demanded the patron.

"Well, sir, of course we get tips sometimes and I've got to go to the kitchen for another party, so—"

"So you'd like a tip now, to be sure of it. Well, I'll give you one."

"Yes, sir."

"Here is the tip: I have a large strident voice that I am capable of using. If anything is wrong I'll let out a roar you can hear in the kitchen. If you don't hear it you can know I am dining in peace and comfort, for it's no fun to have to pass verbal judgment on every mouthful I eat."

"But the tip."

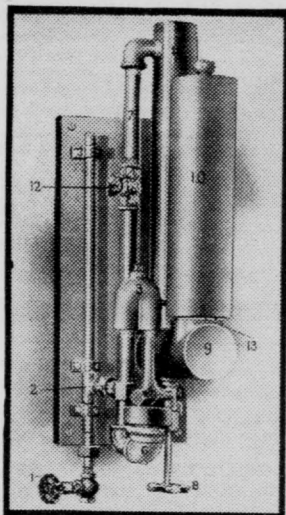
"That's the tip, and a mighty good one it is, too."

**Proof Positive.**

Green—How do you know that Scribbles and wife are such a loving couple?

Brown—Because she reads everything he writes, and he eats everything she cooks.

**The Improved  
Perfection  
Gas  
Generator**



is clearly the leading illuminating machine of to-day. While trying to make a saving in your gas and electric bills let us assist you.

We can generate gas for 11c per thousand feet.

We can illuminate a store 60x20, 12 foot ceiling, with 6 mantles, giving 3,000 candle power light at a cost of 2c per hour.

We can burn 3 mantles for a given length of time against 2 mantles of any other machine on the market giving the same candle power.

We control all territory and solicit all correspondence direct. All business of the late Perfection Lighting Co. is turned over to us.

We are the sole owners of the machine and do our own manufacturing, hence our ability to GUARANTEE every machine.

**Butler & Wray**

Grand Rapids, Mich.

17 S. Division St.

**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

**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

**Uniformly Good Butter Increases the Demand and Price.**

The question is often asked: Why is it that the price of butter has been so high during the past year compared with that in previous years, and this in spite of the fact that creameries are being built by the dozens all over the country? One explanation for this is that the consumption of butter per capita is increasing; and this increased consumption is largely, if not entirely, due to the improvement in the quality of the butter.

A creamery that is making extras the year around began doing business about ten years ago, with farmers who had always made their own butter. The butter made by these farmers was not much different from that found in other places where dairy butter holds sway, and therefore represented as many different grades of butter as there were butter-makers. After the creamery began handling the milk of these farmers, the butter needed by them was taken at the creamery. An inspection of the books at the creamery showed that the amount of butter taken by the farmers was gradually increasing, so much so that at the close of the second year's run, the books showed that the same patrons had taken more than twice as much butter the second year as they had taken the first. This goes to show that when people get a product of superior quality, they will gradually consume more and more of it, and this furthermore at a much higher price than is paid for an ordinary or inferior article.

When the College here began receiving milk from the farmers a little more than a year ago, attempts were made to dispose of the butter in Lansing, a city that had been handling dairy butter and oleomargarine in large quantities. The College at this time could not dispose of more than 20 pounds of butter daily in this city at top market prices, the complaint being that the price was too high. Efforts were made, however, to sell as much College butter in Lansing as possible, with the result that the demand for the butter was increasing. During the past summer, the College was sending 150 pounds of butter daily to the city at top market prices with no further complaint about high prices. In fact, when the demand became so great that our supply fell short, requests came to send the butter at any price.

The people of Lansing had not been in the habit of getting a first quality of butter, which we attempted to furnish them, but they soon learned to appreciate the difference between high grade and inferior grades of butter.

These examples go to show that a sure way to increase the consumption of butter and to displace inferior grades, is to improve the quality of our creamery butter. Just as soon as creameries will turn out a more uniform high grade product, made under the cleanest and most sanitary creamery conditions, just so certain will they be that competition from inferior grades of butter will be lessened. Emphasis should be laid upon keeping creameries clean and sanitary so as to give no possible foundation for the stock arguments of the oleo-consumers that this product is made under more cleanly condition than creamery butter.

John Michels,  
State Instructor in Dairying.

**Cheese Stocks Lightest For Many Years.**

The issuing by Stephen Underhill of an annual estimate of the visible stocks of cheese in the United States, Canada and Great Britain is looked forward to with much interest by those engaged in

this important branch of trade, and the figures that have been compiled are of more than usual interest. Mr. Underhill has the reputation of candor and fairness and in the statement that has just been published he has sought to give the figures which in his judgment came from the most reliable sources. His estimate at the various points of distribution is as follows:

Points of Distribution	1903
New York City	105,750
Canada	180,000
Liverpool	64,000
London	125,000
Afloat from New York	8,974
New York State	80,900
Chicago	96,700
Wisconsin and vicinity	115,000
Ohio	40,000
Boston	20,380
Philadelphia	23,000
Baltimore	24,161
Pittsburg	18,000
Penn. (creams)	13,500
St. Louis	11,447

Total 935,821

His previous estimates of a similar character were as follows:

1902	1,214,340
1901	990,395
1900	948,547

Mr. Underhill adds a footnote that "of the above stock I find there are 120,000 boxes averaging twenty pounds each and 227,000 boxes averaging thirty-five to forty pounds each." It appears from the reports in hand that most of the Pittsburg, Baltimore and Ohio stocks are small sizes, while the same kind make up a very considerable part of the holdings at Philadelphia, Chicago and in Wisconsin. More than two-thirds of the cheese in New York City as well as New York State are small sizes.

It will be seen from these figures that the total holdings are nearly 30,000 boxes less than on January 1, 1902, exclusive of the Bristol, England, stocks, which have never before been given. Figuring 120,000 boxes of this year's holdings at twenty pounds each, 227,000 boxes at forty pounds each, and 608,821 boxes at sixty pounds each it gives a total weight of 48,009,260 pounds of cheese. Last year the report included 970,000 boxes of twenty pounds each, 122,000 boxes of forty pounds each, and 995,340 boxes of sixty pounds each, or a total weight of 66,534,400 pounds. This would make the shortage this year equal to 18,525,140 pounds, or about 28 per cent. less than last year. This is the real basis of the higher prices that are now ruling in all the consuming markets of the world.

Our lamps do but cast shadows when the true light is shining.

**POULTRY**

SHIP TO

**LAMSON & CO., BOSTON**

Ask the Tradesman about us.

**F. M. C.  
COFFEES**

are always

**Fresh Roasted**

**Butter**

I always want it.

**E. F. Dudley**  
Owosso, Mich.



**Hay and Straw Wanted Quick**

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

**PATENT STEEL WIRE BALE TIES**

Prices guaranteed. Write for price list.

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

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

**DON'T SHIP US**

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

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

**Michigan Maple Sugar Association, Ltd.**

PRODUCERS OF

**High Grade  
Maple Sugar and Syrup**

119 Monroe Street,

Grand Rapids, Mich.

**Pure Maple Sugar**

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

**Pure Maple Syrup**

10 Gal. Jacket Cans, each	\$8 50
5 Gal. Jacket Cans, each	4 50
per case	
1 Gal. Cans, 1/2 doz. in case	5 75
1/2 Gal. Cans, 1 doz. in case	6 25
3/4 Gal. Cans, 2 doz. in case	6 50
7/8 Gal. Cans, 2 doz. in case	4 25

Mail Orders Solicited. Goods Guaranteed.

**Commercial Travelers**

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

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

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

**Gripsack Brigade.**

H. F. Campbell, traveling representative for E. N. Lightner & Co., of Detroit, has engaged to represent that house a second year.

F. F. Hunt, formerly with the Perfection Lighting Co., has taken a position with Butler & Wray, manufacturers of the Perfection lighting system.

**Manistee News:** Charles Hawley has left his chair in Seeley's barber shop to take a position as traveling salesman for the Manistee Shoe Manufacturing Co.

**Lansing Republican.** Clinton Leonard left last night for Nashville, Tenn., to take a position as salesman for C. J. Austin, formerly of the Austin-Burroughs Co.

**Vermontville Echo:** Alton J. Hager, formerly of this place, has resigned his position as traveler for the Fred A. Ross Lumber Co., of Detroit, to take a position with the Eagle Lumber Co., of Grand Rapids. As a result Mr. and Mrs. Hager will move from Charlotte to Grand Rapids.

**Grand Rapids Council, No. 131, United Commercial Travelers,** will meet in regular monthly session Saturday evening, in their council chambers over 66 Pearl street. Fifteen candidates await initiation, and it is expected this will be the banner class of the year. All members are requested to put in an appearance.

**Traverse City Eagle:** Joseph W. Zimmerman has resigned his position of traveling salesman for the Hannah & Lay Co. and will go into business for himself. He will devote his time to buying and selling real estate, stock, etc. Mr. Zimmerman has been connected with the company for several years. His place on the road will be taken by Charles E. Hall, who has looked after the wholesale trade in the city. S. W. Burns, of the grocery department, will hereafter visit the wholesale trade in the city. These changes take place next week.

It is expected that the annual meeting of Grand Rapids Council, U. C. T. will be held in the new hall in the Willard Barnhart building. The floor leased by the Council has been divided into two large rooms, with ante and property rooms between. The front room, looking out on Ionia street, will be used as a club room. It is being beautifully decorated and will be filled with up-to-date furniture, including billiard and pool tables and card tables. The rear room will be used as a lodge room, with a small room in one corner in which the goat is confined except during business hours. The lodge room is the largest ever occupied by the Council and will be decorated and furnished in a manner which will probably excite the approval of every member.

**Marquette Traveling Men Come Out Second Best.**

Negaunee, Feb. 2—The much-heralded basket ball game between the Marquette and Twin City traveling men, which was played here Saturday evening, ended in a victory for the Ishpeming and Negaunee team by the score of

32 to 26. The score was tied in the third inning, but the Twin City players took the lead from that point and kept it until the end of the game. There was some good individual playing, but the aggregations were about on a par so far as effectual team work was concerned.

The Marquette players came on a special train, and, with the rooters, filled two coaches. They brought along the famous U. C. T. Zobo band. The efforts of the musicians, combined with the demonstrations of the gallery, seemed to affect the nerves of the men in the field, for when the noise was the loudest the fumbles became more frequent and the batters hit the ball for longer runs.

The attendance was the largest that the rink has accommodated this season. The galleries were packed with ladies, every one with a horn, upon which its possessor exhausted the capacity of her lungs in one continuous performance.

B. J. Miller and Walter Yeazel umpired the game. Their decisions were accepted without any kicking and the Marquette men took the defeat good naturedly.

After the game the members of the two teams and their ladies and all the commercial men who accepted invitations, that had been extended to all the members of the fraternity, about seventy-five in all, sat down to a banquet in the dining hall at the Breitung House. After the last course had been served the toastmaster called upon Fred Bennett, who responded with a solo, and Will Monroe, the "bandmaster" of the crack Zobo band. Mr. Monroe confessed that he was not an after-dinner orator and confined his speech to a few remarks. Mr. Stiffs, a magician from St. Paul, next amused the company with several very clever feats. A number of the Breitung House boarders got hold of the hand instruments and, after practicing for some time, filed into the dining room with Harvey Pearce at their head, piping forth "A Hot Time" in rather an uncertain key. The performers were loudly applauded, but their leader blushing acknowledged that the repertoire had been exhausted.

The Marquette people left on their special train at 12:00 and the Ishpeming contingent went home on a special car. All seemed to enjoy the occasion and probably another game will be arranged before the close of the winter.

**The Fancy Dress Ball Not a Masquerade.**

Grand Rapids, Feb. 2—The February meeting of Grand Rapids Council, No. 131, U. C. T., at the council rooms should be largely attended, as it is the last meeting before the annual election of officers, which occurs in March. It is expected at this meeting to initiate one of the largest bunches of tenderfeet ever put in at one time in Michigan. Saturday evening, Feb. 14, at St. Cecilia hall, will be the eventful party of the season—the "fancy costume"—it is not a masquerade, but a fancy or comic dress party, without masks, and no one will be admitted on the floor without a costume, and it is anticipated a very large crowd will be present. So get a hustle on and join the merry throng.

Let us be joyous, happy and gay,  
 We have plenty of work—now for play.  
 Ja Dee.

**Going After the Dead-Beats.**

Menominee, Feb. 3—The Menominee Retail Grocers' Association has engaged a collector for the purpose of making a general round up of bad debts owed to the various members of the organization. According to the rules observed by the Association, any person that contracts a bill for groceries and permits thirty days to elapse without making a cash settlement will be placed on the proscribed list and no member of the Association will furnish supplies to the delinquent until the outstanding account is fully liquidated. Nearly all the grocers in the city belong to the Association and in a short time it will be impossible for a man who is trying to beat the grocers by trading at different stores and leaving a trail of debts behind him to get his daily bread without paying for it.

**The Grain Market.**

Wheat during the past week has been active both ways: the fore part, it had a downward tendency, and to-day, the opposite is the case. Fluctuations have been 2c in cash, and 3c in May options. The bare wheat fields and anticipation of cold weather made the shorts feel anxious, and they would bid up on the strength of that to cover short sales. However, if we get a good covering of snow, it will change the tone. Argentine shipments, also large receipts during the past week, had a tendency to depress the market. However, we think it was an unnecessary scare as the foreigners want our wheat at present prices, as we are sending some out right along. France has taken considerable of our wheat until within a few days when she seems to have held off. We still think wheat around present prices is good property.

Corn has been active; there has quite a demand sprung up for export, about three times as much as has been exported in the last few weeks. Report has it there were 700,000 bushels exported, which is a great deal. Prices have been very firm; in fact, have been advanced. The visible made an increase of 900,000 bushels, which must be expected at this time of the year; in fact, it usually increases more at this time of the year. We look for no recession in prices.

Oats have been extremely strong. The demand keeps pace with, if not ahead of the supply; as long as this condition exists, we may not look for any lower prices, but they may be elevated somewhat.

Rye has been at an even tenor, nothing to change it. While there has been nothing to strengthen it, still there has been nothing to depress it—we still look for lower prices in that cereal. Export demand has not been urgent, and it looks now as though it would not be. We thought at one time, on account of the shortage of the rye crop in Europe, there would be a better demand for our rye and prices might go higher; they seem to get along on the other side with less than we anticipated they would need.

Beans have also remained very even in price; the demand is not as urgent as it was a few weeks ago. Holders are not willing to sell, but are not holding for higher prices, simply because they all think the market is strained and top-heavy.

Flour has been very steady, with firm prices, and some advance has been made in spring wheat. Demand from the home mills has been exceedingly good, and they have been able to place all of their output, the only trouble just now being the scarcity of cars. I presume other shippers have also been delayed on account of the scarcity.

In mill feed there is nothing to depress quotations; prices are as firm as ever; in fact, a little firmer.

Mills are paying 74c for No. 2 red, 70c for No. 2 white, and 60c for No. 3 red.  
 C. G. A. Voigt.

**Telephone Topics.**

At the annual meeting of the stockholders of the Benzie County Telephone Co. a dividend of 10½ per cent. was declared, and it was voted to increase the capital stock from \$20,000 to \$50,000. It was also voted to build extensions of the line from Benzonia to Saile and Bear Lake, from Chief to Copemish and from Thompsonville to Wallin, Lake Ann and Empire.

The Oceana Telephone Co. has paid a 6 per cent. dividend during the past year. The stockholders have voted to increase the capital stock from \$20,000 to \$50,000.

The Northeastern Telephone & Telegraph Co., which will have its headquarters in Bay City, has completed its wire from Bay City to Alpena and within a few days conversation can be carried on with the town on the up-shore. The line is in working order as far as Tawas, and takes in Standish, which is off the line of the D. & M., along which the wire runs. As soon as the Alpena connections are completed and the company can get to work, a wire will be run from Standish to West Branch and from there up the Michigan Central to Mackinaw City, the company thus covering the entire northeastern portion of the State.

Onondaga business men have organized a telephone company to create and equip a local exchange.

**Shoe Dealers Considering Organization.**

Kalamazoo, Feb. 3—There is a movement on foot to form a Retail Dealers' Boot and Shoe Association of the State of Michigan. The purpose of the same is the betterment of the retail shoe trade; also, among numerous other things are advertising and the discontinuing of any retail shoe merchant of handling or selling the product of any shoe manufacturer who is now or has been operating any retail stores in Michigan or elsewhere. The Association, after being formed, is to meet at least once a year. Any retailer of shoes desiring to join such an Association is invited to send his name to J. F. Muffley, Kalamazoo, or F. A. Place, Three Rivers.

**We Don't Want**

you to think that this is the only hotel in Grand Rapids; it is not. But we do want you to think that it is

**The Best**

first, last and all the time. And you will think so, too, after you have been a guest for a short time.

**Livingston Hotel**

**The Warwick**

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

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

If you have money to invest read The M. B. Martin Co.'s advertisement on page 31.

**Drugs--Chemicals**

**Michigan State Board of Pharmacy**

	Term expires
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
HENRY HEIM, Saginaw	Dec. 31, 1907

President, HENRY HEIM, 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.

**The Happy Land For Chemists.**

In Denmark, Norway and Sweden pharmacy is practically a close corporation, much in the nature of a trust. Licenses are under control of the body which corresponds to our Pharmaceutical Society, and the number of them is only very sparingly increased with the population. Except for this slight expansion a new license is never issued, unless where an old one has become extinguished through the death of the holder or his retirement from business. The whole trade acts together; prices are fixed by agreement; cutting is unknown and one chemist will not bid against another in any way. Chemists do not prescribe, and doctors, who work hand in hand with the chemists, do not dispense. By way of reciprocity for this abstinence, chemists will not put up a prescription by any foreign doctor, nor will they repeat prescriptions. Consequently, the patient has to pay a fresh fee to the doctor every time he needs a fresh bottle of medicine—a happy state of affairs for the druggists and doctors, but hardly generous to the public.

As for proprietary medicines, they do not want them, and the chemists are not going to encourage the sale of proprietaries, even at full face prices, to the discouragement of dispensing. Consequently these Northern wildernesses are practically deprived of the inestimable benefit conferred upon more appreciative publics by the enterprising vendors of proprietary medicines.

One effect of the peculiar adjustment of the prices to avoid competition is that a prescription taken in to be dispensed is often charged a very odd price, the prices of the drugs being calculated out to a fine point, as if a chemist here should charge 1s. 7½d. for a mixture. They do not have a set price for all mixtures, but figure them out according to the drugs contained in them. This does not prevent the profit being large.

Naturally, the pharmacies of these countries are palatial establishments, and the fortunes accumulated by their happy proprietors are enormous. Lest by any chance any foreigner should get a look in at the drug trade, the custom house will not sanction entry of chemicals used in pharmacy except to licensed pharmacists. Patent medicines are by law only permitted to be sold on a doctor's prescription, and are stopped at the custom house except when addressed to a registered pharmacist. Happy chemists of Scandinavia!

**Menstruation and Headache Powders.**

The following two cases occurred in my practice recently: In the first, a lady aged 33, of a "nervous" temperament, had an unusually severe head-

ache in July. She had always kept "headache powders" in the house, and usually found one sufficient to give relief. On this occasion she had taken two powders at once, and within a short time she began to feel numb and cold. An hour later I found her prostrated. Cyanosis was extreme, the lips and finger nails were blue, the extremities were cold and clammy, and the skin of the face was a deathlike, ashen pallor. The radial pulse was just faintly perceptible and numbering 102 and the heart sounds and impulse were very weak. On attempting to sit up she fell back in a faint. She had vomited once, the matter consisting of coffee and undigested food. Aromatic spirit of ammonia and brandy were alternately administered in small doses, and she gradually recovered. A powder still remaining in the box I found later to contain no less than ten grains of acetanilid.

The second case, that of a lady, aged 24, came to my notice in April last, the patient showing the same symptoms as in the case above described, although with less severity and no vomiting. The treatment was the same.

The point of special interest to me in these cases was the fact that both patients were menstruating at the time, the first being in the second day of the period and the other in the last day. While this may have been a mere coincidence, yet the first-mentioned patient assured me she had for some years past taken these or similar powders for headache, often two powders at a dose, but did not remember having before taken one during a menstrual period. Neither patient had ever before experienced the symptoms. Geo. W. Williamson.

**Pineapple as a Digestive.**

The Lancet discusses the power of the pineapple as a digestive agent. Its digestive activity varies, says the writer, in accordance with the kind of proteid to which it is subjected. Fibrin disappears entirely after a time. With the coagulated albumin of eggs the digestive process is slow, while with the albumin of meat its action seems first to produce a pulpy, gelatinous mass, which, however, completely dissolves after a short time. When a slice of fresh pineapple is placed upon a raw beefsteak, the surface of the steak becomes gradually gelatinous, owing to the digestive action of the enzyme of the juice.

Of course, it is well known that digestive agents exist in other fruits, but when it is considered that an average-sized pineapple will yield nearly two pints of juice, it will be seen that the digestive action of the whole fruit must be enormous. The activity of this peculiar digestive agent is destroyed in the cooked pineapple. The active digestive principle may be obtained from the juice by dissolving a large quantity of common salt in it when a precipitate is obtained possessing the remarkable digestive power just described.

**The Drug Market.**

Opium—Is very firm on account of higher foreign market.  
Morphine—Is unchanged.  
Quinine—Is steady.  
Cod Liver Oil—Has advanced \$5 per barrel and it is said that the seals have driven the fish away from the Norway coast and that the catch will be light this year.  
Pyrogallic Acid—Has declined 10c per lb.  
Oil Wormwood—Is in better supply and lower.

**A Good Polish For Brasswork.**

For brasswork, such as andirons, etc., the following is an excellent and cheap composition:

Rottenstone	16 parts.
Bath brick	8 parts.
Emery flour	2 parts.
Infusorial earth	2 parts.
Oxalic acid	3 parts.
Cottonseed oil, refined	6-8 parts.

Powder the solids and mix by passing two or three times through a fine sieve, then add the oil, working the ingredients up together until a paste of the desired consistency is obtained. Infusorial earth, which may be obtained in quantity very cheaply from the manufacturers of filters, etc., may be used in the place of rottenstone and bath brick, but it must be very carefully powdered. It is now very cheap, as compared with the prices demanded a few years ago. Very dirty brass should be dipped primarily in a bath of oxalic acid, or dilute sulphuric acid, and rinsed in running water, before being rubbed with a pomade of any kind, as the treatment wonderfully curtails the labor of rubbing. Fine brasses, cleaned with a paste of the class of that above given, will retain their polish a much longer period if they are finally rubbed off with precipitated chalk carrying about 20 per cent. of sodium bicarbonate, thus neutralizing any residual acid remaining on the surface.

P. H. Quinley.

**Fruits and Vegetables as Medicine.**

"If people understood the medicinal values of foods they would use them more for physical ills; and doctors might have to go to something else for a living," says John A. Morris in What to Eat. "For instance, spinach and dandelion are good for kidney troubles; celery is good for rheumatism, neuralgia, disease of the nerves and nervous dyspepsia; lettuce and cucumbers cool the system, and the former is good for insomnia. If you want to perspire freely to relieve the system of impurities just try asparagus. Tomatoes contain vegetable calomel and are good for liver troubles, and strawberries make a fine complexion.

"There is nothing, medicinally speaking, so useful in cases of nervous prostration as the poor and humble onions. They are almost the best nerve known, and may be used in coughs, colds and influenza, in consumption, scurvy and kindred diseases. White onions overcome sleeplessness, while red ones are an excellent diuretic. Eaten every day, they soon have a whitening effect upon the complexion.

"For malaria and erysipelas nothing is better than cranberries. Fresh carrots and yellow turnips are good for nervous disorders, gravel and scurvy; carrots for asthma; watermelon for epilepsy and yellow fever; watercress for scurvy; lemons for feverish thirst in sickness, biliousness, low fevers, rheumatism, coughs, colds and liver complaints.

"Honey is a fine dish to take and is wholesome, strengthening, healing and nourishing. Eggs, beaten up raw with sugar, are used to clear and strengthen the voice, while with lemon juice and sugar the beaten white of eggs may be used to relieve hoarseness."

**Bull in Drug Store.**

An enterprising druggist, of Geneva, N. Y., recently employed a novel means of advertising "beef, iron and wine." Contrary to his expectations the venture proved most unprofitable, and the druggist to-day is a wiser, if not a better man. He placed a bull calf in his window with the mistaken idea that it

would serve as a docile reminder of the merits of "beef, iron and wine." At the approach of a woman attired in bright red the young bull got angry and proceeded to demonstrate, in a manner satisfactory to the most skeptical, that entered into the composition of the wine was an energetic factor. He quickly demolished the fancy trimmings of the window, and was soon in the street, where he was captured with some difficulty.

If you are going on a journey be at the station when the train comes along.

**Valentines**

Write for catalogue and discount before placing your order.

**Grand Rapids Stationery Co.**

29 No. Ionla 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.

**Little Giant 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.

**Cheaper Than a Candle**

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

**National Fire Insurance Co.**

of Hartford.

W. Fred Mc Bain,

The Leading Agency,

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Table listing various drugs and their prices, categorized by type such as Acidum, Ammonia, Aniline, Baccce, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semen, Spiritus, Herba, Magnesia, Oleum, and Syrups.

Table listing various drugs and their prices, including Menthol, Morphia, Sellaizt Mixture, and other medicinal products.

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

GROCERY PRICE CURRENT

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

Table with 2 columns: ADVANCED (Whitefish, Lima Beans) and DECLINED (Canned Pumpkin, Jelly)

Index to Markets By Columns

Index to Markets listing various goods like Flour, Sugar, Coffee, etc. with corresponding column numbers 1-5.

1 AXLE GREASE

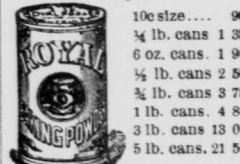
Table listing Axle Grease products like Aurora, Castor Oil, Diamond, etc.



Table listing Mica products like Mica, tin boxes, Paragon, etc.

BAKING POWDER

Table listing Baking Powder products like Egg, 1/4 lb. cans, etc.



BATH BRICK

Table listing Bath Brick products like American, English, etc.

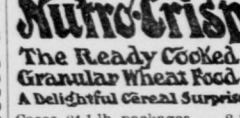
BLUING

Table listing Bluing products like Arctic, 4 oz. ovals, etc.



BREAKFAST FOOD

Table listing Breakfast Food products like Cera Nut Flakes, etc.



TRYABITA

Table listing Tryabita products like Peptonized Celery Food, etc.

BROOMS

Table listing Broom products like No. 1 Carpet, etc.

BRUSHES

Table listing Brush products like Solid Back, etc.

2 Shoe

Table listing Shoe products like No. 8, No. 7, etc.

Wien's Dustless Sweeper

Table listing Wien's Dustless Sweeper products like No. 6, No. 8, etc.

BUTTER COLOR

Table listing Butter Color products like W. R. & Co.'s, etc.

CANDLES

Table listing Candle products like Electric Light, etc.

CANNED GOODS

Table listing Canned Goods products like Apples, Blackberries, etc.

Table listing Beans products like Baked, Red Kidney, etc.

Table listing Blueberries products like Standard, Brook Trout, etc.

Table listing Clams products like Little Neck, etc.

Table listing Clam Bouillon products like Burnham's, etc.

Table listing Cherries products like Red Standards, etc.

Table listing Corn products like Fair, Good, etc.

Table listing French Peas products like Sur Extra Fine, etc.

Table listing Gooseberries products like Standard, Hominy, etc.

Table listing Lobster products like Star, 1/4 lb., etc.

Table listing Mackerel products like Mustard, 1 lb., etc.

Table listing Mushrooms products like Hotels, Buttons, etc.

Table listing Oysters products like Cove, 1 lb., etc.

Table listing Peas products like Marrowfat, Early June, etc.

Table listing Pineapple products like Grated, Sliced, etc.

Table listing Pumpkin products like Fair, Good, etc.

Table listing Raspberries products like Standard, Russian Caviar, etc.

3 Shrimps

Table listing Shrimps products like Standard, Succotash, etc.

Table listing Strawberries products like Standard, Fancy, etc.

Table listing Tomatoes products like Fair, Good, etc.

CARBON OILS

Table listing Carbon Oil products like Kooene, Perfection, etc.

CATSUP

Table listing Catsup products like Columbia, etc.

CEREAL COFFEE

Cere Kofa

Put up in cases of twenty-four packages, twenty ounces each. For sale by all jobbers.

CHEESE

Table listing Cheese products like Acme, Amboy, etc.

CHEWING GUM

Table listing Chewing Gum products like American Flag, etc.

CHICORY

Table listing Chicory products like Bulk, Red, etc.

CHOCOLATE

Table listing Chocolate products like German Sweet, etc.

CLOTHES LINES

Table listing Clothes Lines products like Sisal, Jute, etc.

COTTON

Table listing Cotton products like Cotton Victor, etc.

COCOA

Table listing Cocoa products like Baker's, Breakfast, etc.

CLEANER & POLISHER



Table listing Cleaner & Polisher products like Gall Borden Eagle, etc.

4 COCOANUT

Table listing Coconut products like Dunham's, Bulk, etc.

COCOA SHELLS

Table listing Cocoa Shells products like 20 lb. bags, etc.

COFFEE

Table listing Coffee products like Roasted, Dwinell-Wright Co.'s Brands, etc.



White House, 1 lb. cans

Table listing White House products like White House, 2 lb. cans, etc.

Teifer Coffee Co. brands

Table listing Teifer Coffee Co. products like No. 8, No. 10, etc.

Santos

Table listing Santos products like Common, Fair, etc.

Java

Table listing Java products like Common, Fair, etc.

Mexican

Table listing Mexican products like Choice, Fancy, etc.

Guatemala

Table listing Guatemala products like Choice, etc.

Arabian

Table listing Arabian products like Arablan, etc.

New York Basis

Table listing New York Basis products like Arbuckle, etc.

CONDENSED MILK

Table listing Condensed Milk products like 4 doz in case, etc.



Table listing Eagle Brand products like Gall Borden Eagle, etc.

FARNACEOUS GOODS

Table listing Farnaceous Goods products like Beans, etc.

5 CRACKERS

Table listing Crackers products like National Biscuit Co.'s brands, etc.

Soda

Table listing Soda products like Soda XXX, etc.

Oyster

Table listing Oyster products like Faust, Farina, etc.

Sweet Goods-Boxes

Table listing Sweet Goods products like Animals, Assorted Cakes, etc.

Teifer Coffee Co. brands

Table listing Teifer Coffee Co. products like No. 8, No. 10, etc.

Santos

Table listing Santos products like Common, Fair, etc.

Java

Table listing Java products like Common, Fair, etc.

Mexican

Table listing Mexican products like Choice, Fancy, etc.

Guatemala

Table listing Guatemala products like Choice, etc.

Arabian

Table listing Arabian products like Arablan, etc.

New York Basis

Table listing New York Basis products like Arbuckle, etc.

CONDENSED MILK

Table listing Condensed Milk products like 4 doz in case, etc.

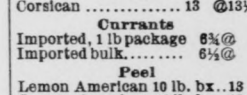


Table listing Eagle Brand products like Gall Borden Eagle, etc.

FARNACEOUS GOODS

Table listing Farnaceous Goods products like Beans, etc.

6

Table with 2 columns: Item name and price. Includes Hominy, Macaroni and Vermicelli, Pearl Barley, Peas, Rolled Oats, Grits, etc.



Table with 2 columns: Item name and price. Includes Cases, East India, German, Tapioca, Wheat, Fishing Tackle, Cotton Lines, Linen Lines, Poles, Bamboos, etc.

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

COLEMAN'S HIGH GRADE EXTRACTS. Includes Vanilla and Lemon.

JENNINGS'S FLAVORING EXTRACTS. Includes Folding Boxes, Taper Bottles, Full Measure, and Tropical Extracts.

Table with 2 columns: Item name and price. Includes Beef, Pork, and various cuts.

Table with 2 columns: Item name and price. Includes Mustard, Bayle's Celery, etc.

7

Table with 2 columns: Item name and price. Includes Mutton, Veal, GELATINE, GRAINS AND FLOUR, etc.

Table with 2 columns: Item name and price. Includes Winter Wheat Flour, Patents, Second Patent, etc.

Table with 2 columns: Item name and price. Includes Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, etc.

Table with 2 columns: Item name and price. Includes Meal, Feed and Millstuffs, Oats, Corn, etc.

Table with 2 columns: Item name and price. Includes Licorice, LYE, MALT-OLA, MEAT EXTRACTS, etc.

Table with 2 columns: Item name and price. Includes Molasses, Mustard, etc.

8

METAL POLISH



Sold by all jobbers or write manufacturers. Packed 1 dozen in case.

Table with 2 columns: Item name and price. Includes OLIVES, PICKLES, etc.

Table with 2 columns: Item name and price. Includes POTASH, PROVISIONS, etc.

Table with 2 columns: Item name and price. Includes Bologna, Liver, etc.

Table with 2 columns: Item name and price. Includes Compound, Bologna, etc.

Table with 2 columns: Item name and price. Includes Sausages, Liver, etc.

Table with 2 columns: Item name and price. Includes Beef, Pork, etc.

Table with 2 columns: Item name and price. Includes Canned Meats, etc.

Table with 2 columns: Item name and price. Includes Corned beef, etc.

9

RICE

Table with 2 columns: Item name and price. Includes Carolina head, Carolina No. 1, etc.



Japan, No. 1, Imported. Japa, No. 2, Imported. Java, fancy head. Java, No. 1. Table.



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

Table with 2 columns: Item name and price. Includes Durkee's, Snider's, etc.

Table with 2 columns: Item name and price. Includes Church's, Dwight's, etc.

Table with 2 columns: Item name and price. Includes Diamond Crystal, Table, etc.

Table with 2 columns: Item name and price. Includes Common Grades, 100 lb. sacks, etc.

Table with 2 columns: Item name and price. Includes Warsaw, Ashton, etc.

10

Trout

Table with 2 columns: Item name and price. Includes No. 1 100 lbs., No. 1 40 lbs., etc.

Table with 2 columns: Item name and price. Includes Mess 100 lbs., Mess 50 lbs., etc.

Table with 2 columns: Item name and price. Includes Whitefish, No. 1 No. 2 Fam, etc.

Table with 2 columns: Item name and price. Includes ANISE, CANARY, etc.

Table with 2 columns: Item name and price. Includes SHOE BLACKING, Handy Box, etc.

Table with 2 columns: Item name and price. Includes SOAP, Beaver Soap Co. brands, GRAND PAS, etc.

Table with 2 columns: Item name and price. Includes JAXON, Single box, etc.

Table with 2 columns: Item name and price. Includes JAS. S. KIRK & CO. BRANDS, etc.

Table with 2 columns: Item name and price. Includes SALT, Diamond Crystal, etc.

Table with 2 columns: Item name and price. Includes Common Grades, 100 lb. sacks, etc.

Table with 2 columns: Item name and price. Includes SALT FISH, Large whole, etc.

Table with 2 columns: Item name and price. Includes Pure Ground in Bulk, Cassia, etc.

11

STARCH

Table with 2 columns: Item name and price. Includes Common Gloss, 1-lb. packages, etc.

Table with 2 columns: Item name and price. Includes Common Corn, 20 1-lb. packages, etc.

Table with 2 columns: Item name and price. Includes SYRUPS, Pure Cane, etc.

Table with 2 columns: Item name and price. Includes STOVE POLISH, No. 4, 3 doz. in case, etc.



Table with 2 columns: Item name and price. Includes DOMINO, Cut Leaf, etc.

Table with 2 columns: Item name and price. Includes TABLE SAUCES, LEA & PERRIN'S SAUCE, etc.

Table with 2 columns: Item name and price. Includes TEA, Sundried, etc.

Table with 2 columns: Item name and price. Includes GUNPOWDER, Moyune, etc.

Table with 2 columns: Item name and price. Includes TOBACCO, H. & P. Drug Co.'s brands, etc.

Table with 2 columns: Item name and price. Includes WHOLE SPICES, Cassia, etc.

Table with 2 columns: Item name and price. Includes SALT FISH, Large whole, etc.

S&W logo and text: Less than 500, 500 or more, 1000 or more.

12

Table 12: Lubetsky Bros. brands, Fine Cut, Soap, Washboards, Wrapping Paper, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Baskets, Butter Plates, Egg Crates, Faucets. Includes prices for various household goods.

13

Table 13: Mop Sticks, Palls, Toothpicks, Traps, Tubs, Wash Boards, Window Cleaners, Wood Bowls, Wrapping Paper, Yeast Cake, Fresh Fish, Oysters, Cans, Hides and Pelts. Includes prices for various household and food items.

14

Table 14: Candies, Stick Candy, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Loaf, French Cream, Dandy Pan, Hand Made Cream, Crystal Cream mix, Fancy-In Paris, Champ. Crs. Gums, Pony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Chamption Chocolate, Cursive Chocolates, Quintette Choc., Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, Molasses Chews, 15 lb. palls, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wit, String Rock, Wintergreen Berries, FRUITS, Oranges, Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Late Valencia, Seedlings, Medt. Sweets, Jamaica, Rodi, Lemons, Verdell, ex foy 300, Verdell, ex chce 300, Verdell, foy 300, Call Lemons, 300, Messinas 300s, Messinas 300s, Bananas, Medium bunches, Large bunches, Foreign Dried Fruits, Figs, Californias, Fancy, Cal. pkg., 10 lb. boxes, Extra Choice, Turk., 10 lb. boxes, Fancy, 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Hallow., lb. cases, new, Sairs, 60 lb. cases, Almonds, Tarragans, Almonds, Ivras, Almonds, California, soft shelled, Brazils, Filberts, Walnuts, Grenobles, Walnuts, soft shelled, Cal. No. 1, new, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts - new crop, Fancy, H. P., Suns., Fancy, H. P., Suns., Roasted, Choice, H. P., Jumbo, Choice, H. P., Jumbo, Roasted, Span. Shell No. 1 n/w

15

Table 15: Stoneware, Butters, Churns, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs, Sealing Wax, LAMP BURNERS, MASON FRUIT JARS, With Porcelain Lined Caps, LAMP CHIMNEYS - Seconds, Anchor Carton Chimneys, First Quality, Pearl Top, Electric, OIL CANS, LANTERNS, LANTERN GLOBES, BEST WHITE COTTON WICKS, COUPON BOOKS, Coupon Pass Books, Credit Checks, Steel punch.

Our Catalogue is "Our Drummer"

It lists the largest line of general merchandise in the world. It is the only representative of one of the six largest commercial establishments in the United States. It sells more goods than any four hundred salesmen on the road - and at 1-5 the cost. It has but one price and that is the lowest. Its prices are guaranteed and do not change until another catalogue is issued. No discount sheets to bother you. It tells the truth, the whole truth and nothing but the truth. It never wastes your time or urges you to overload your stock. It enables you to select your goods according to your own best judgment and with freedom from undue influence. It will be sent to any merchant upon request. Ask for catalogue J.

Butler Brothers 230 to 240 Adams St., Chicago We Sell at Wholesale only.

38 HIGHEST AWARDS in Europe and America

Walter Baker & Co.'s PURE, HIGH GRADE COCOAS AND CHOCOLATES. Includes an illustration of a woman in a long dress and hat.

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

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

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

IGAN SELL YOUR REAL ESTATE. \$150 EVERY MONTH. Includes text about real estate services and contact information for ZENO M. O. SUPPLY CO., SOUTH BEND, IND.



THE FOOD LAWS.

Deplorable Condition of the Department Under Commissioner Snow.\*

When I met with you on the occasion of your first banquet, two years ago, I commented favorably on the four years of progress the State Dairy and Food Department had made under the administration of Commissioner Grosvenor and congratulated you on the fact that a citizen of your own county had been appointed to act as chief of that Department, expressing the hope that his administration might be as creditable, and that during the time he held the office the progress made might be as noticeable, as during the administration of Commissioner Grosvenor.

Little did I think at that time that it would be possible for the short space of two years to bring about so much demoralization, suspicion, indifference and ridicule.

I have had some personal experience in undertaking to discuss food affairs with him and found him wholly ignorant of the work of the Department. When I asked him what stand would be taken in the next Bulletin on a subject which was of vital interest to the trade, he frankly acknowledged that he never knew what was in the Bulletin until after it appeared in print. He made two different appointments to meet the wholesale grocers of Grand Rapids and failed to keep either, without an apology or explanation. The President of the Grand Rapids Board of Trade wrote him an important letter some months ago, which has never been replied to. Inspector Bennett tells me that he has written Mr. Snow time and time again on important matters pertaining to affairs connected with his district and that he has never received a reply in return. Instead of directing the work of the department, as the chief of a bureau is expected to do, he has apparently been content to permit his subordinates to pursue their duties in accordance with their own ideas, without restraint, restriction or direction of any kind.

Under such circumstances it is not to be wondered at that unscrupulous men have gotten on the force and that things have been done in the name of pure food which, under other circumstances, would be designated as blackmail. Other inspectors have, in some cases, gone through their districts like wild men, causing arrests right and left without submitting the cases to the Department and, in many instances, the arrests can be traced to mercenary motives and not to a disposition to protect the people who pay the bills and naturally expect their representatives in the Food Department to be actuated by right motives instead of by passion and prejudice.

Why have such conditions assumed control? Because of the exigencies of politics. Governor Rich disgraced himself and betrayed the people by dragging the office of Food Commissioner into the mire of party politics and Governors Pingree and Bliss naturally followed in his footsteps, insisting on appointing the subordinates as well as the head of the Department. Such a policy necessarily destroys the effectiveness of the Department, because a chief who does not select his own lieutenants will not be held responsible for their actions. Nor will they pay due attention to the instructions of such a chief, because they realize that they owe their positions to his superior officer and can al-

ways go over his head in the event of conflict or controversy.

The first Commissioner, Mr. Storrs, of Muskegon, resembled Mr. Snow in many respects. He was totally ignorant of the duties devolving upon him and stopped off at Grand Rapids to discuss the situation with me on his way to Lansing to be sworn in. He asked me what course I would recommend him to pursue and I suggested that he first write the other Food Commissioners and obtain copies of their reports, so as to note what was being done elsewhere. "What!" he exclaimed, "are there other food commissioners? I thought I was the only one."

Just so long as the Food Department is made the prey of politicians and, without regard to their personal fitness or unfitness, men are appointed commissioners or inspectors because they obtained a county, township or ward delegation for some successful candidate, just so long will the administration of the food laws be a byword among decent men and afford excellent opportunity for the grafter and blackmailer.

It is a commonly conceded fact that there are only two lawmaking powers in this State—the Legislature and the Supreme Court. About the middle of last November a third lawmaking power appeared on the horizon in the person of Col. John Bennett, of Muskegon, who prepared a ruling, which was published in the Bulletin of the Food Department, holding that all lemon extract must conform to the formula of the U. S. Pharmacopoeia. This publication, which is issued every ten years under the authority of the Government, prescribes medicinal and pharmacopoeial standards only. It does not pretend to be a standard for food products, and the forthcoming edition will expressly disclaim any such intention. Commissioner Grosvenor always held that there was no statute covering lemon extract, providing it did not contain by any substance deleterious to health. Inspector Bennett, however, conceived the idea of usurping the province of the Legislature or the Supreme Court—or both—by promulgating a ruling which has done more to bring the Department into disrepute than any one of the many foolish blunders it has made in the past. In pursuance of this idea, a reputable citizen of Grand Rapids was arrested on a Saturday afternoon and lugged off to a neighboring city, being refused permission to communicate with his family or consult with his attorney. When Commissioner Grosvenor caused an arrest, he always notified the person in advance, so that he might be in readiness. Mr. Bennett is apparently so intent on humiliating those against whom he proceeds that he loses sight of the fact that a man is presumed to be innocent until he is proven guilty and he is so unfortunately constituted, mentally, that any one who crosses his path or questions his judgment is immediately consigned to the category of enemies and criminals, to be hounded into submission. The reason Mr. Bennett gave for taking Mr. Jennings to Muskegon was that he "has no confidence in Kent county courts and prosecutors," which I believe to be a flimsy pretext, unworthy of serious consideration. Judge Russell, before whom the case was tried in Muskegon, sustained Mr. Bennett's contention and the matter is now before the Supreme Court for review. Able attorneys and members of the Food Commission assure me that that tribunal will make short work of the pernicious

activity of Mr. Bennett in setting himself up as a lawmaking power in opposition to such authorities as Dr. Vaughan, Prof. Prescott and Prof. Kremers.

I believe that turpentineless lemon extract is superior in every respect to an oil extract, based on my own experience as a drug clerk and grocery clerk; and this opinion is supported by every chemist of national reputation who has expressed himself on the subject.

The duty of the retail grocer at this time is plain: He must obey the law. Pending the decision of the Supreme Court, he must bend the knee to Inspector Bennett and greet him with a smile, while he feels more like showing him the door and asking him to right about face. If he were a fair man, the grocer could meet him halfway, but he has come to regard the retail dealer as his enemy, and has been known to assert that nine-tenths of the retail grocers of Michigan ought to be behind the bars—an opinion he is welcome to entertain all alone by himself. I do not share it with him and I candidly believe that any one who entertains such an opinion is unfit to serve the State in any capacity.

As a loyal citizen of Michigan and one who probably did more than any other man in the State to create the sentiment which ultimately resulted in the enactment of food laws and the creation of the Food Department, I claim the right to contend that the offices of the Department shall be held by capable and honest men; that the laws shall be equitably and energetically enforced, without malice or vindictiveness; that honest differences of opinion shall be respected; that hairsplitting and technicalities shall be avoided; that due notice shall be given the trade of any changes the Department may seek to carry into effect; that blackmail and bluff and bluster forever cease; that underhanded means and treacherous methods to entrap the unwary be forever discarded. Until these changes are effected and the Department is placed on a decent basis, those of us who are responsible for the food laws will continue to hang our heads in shame and the manufacturer and jobber will be compelled to do as they have in the past—submit to expensive court costs or find the man's price and settle.

\$30,000

Buys 25,000 Bearing Trees

330 acres, all improvements, on easy payments. New yellow peach, "Slappey."—Red June Plums—4 years old. Sold last season \$10,000 from trees. Crop now on trees, ripe June, worth \$20,000.

SOUTHERN ALABAMA THE FRUIT PARADISE

of the world. Rich lands, high, dry and healthy; plenty fuel, building material and markets. No crop failures. Prospects the finest for 1903 crop. L. & N. R. R. crosses the farm. Side tracks and station in orchards. Greatest bargain ever offered investors. Owing to health of owner, will sell this valuable property. Write quick for particulars, pictures, etc. Address

E. M. RUMPH, Red Level, Alabama.

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 "imitate meats" and an unlimited market awaits us. We can retail our product one-quarter cheaper than meat and yet make 200 per cent. profit. Present factory capacity, five tons a day. Consider the facts fairly and we are confident that you will find a way and a reason to join us.

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

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

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

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

For prospectus and other information address

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

\$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 30x70 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.

\*Paper read by E. A. Stowe at annual banquet Kalamazoo Retail Grocers' Association.

# The New York Market

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

New York, Jan. 31—There is certainly a good trade being done among the New York jobbing grocers this month and any one will agree with this statement if he will note the activity in every store. Prices are, as a rule, well sustained with one or two exceptions and the spring promises to be eminently satisfactory.

Coffee is the exception. Ask how the market is and we get the same old story of "nothing doing." The whole situation is in favor of the buyer and has been so for so long that the buyer has come to look upon himself as the only factor to be considered in the coffee market. While no change has been made in the quotation of 5 1/2 c for Rio No. 7, cables from Europe and Brazil tend toward a lower basis and there are those here who look for a drop of a fraction at any time. Business has consisted of the average daily demand and nothing more. In store and afloat there are 2,673,762 bags, against 2,408,979 bags at the same time last year. The crop movement shows that since July 1, last year, the amount received aggregates 9,938,000 bags, against 11,364,000 bags during the same time last year. In mild grades buyers seem to be waiting for the blockade to be raised off Venezuela. At least that is what they say. Meantime little is being done and prices are pretty strongly adhered to.

Tea importers are not pushing themselves forward at all. They realize that if a man wants tea he must pay for it and that is the situation. There is a fairly satisfactory trade being done every day and prices are seemingly gaining in strength right along.

Sugars are mighty dull. There is hardly anything doing, either in new business or in withdrawals under old contracts. Nor can any active sugar trade be looked for in January. Prices are steady and this is the one redeeming feature of the situation.

Canned goods are decidedly quiet. Probably there is less activity in the canned goods market than has prevailed for twelve months. Grocers seem to be pretty well stocked up, packers are not anxious to talk about futures and the whole situation is simply a waiting one. Some rather harsh criticism is being heard regarding the recent action of the Alaska Association in reducing the price of salmon below the cost of production and, while the consumer is enjoying the results of the cut, the trade seem to think it is unjustified. Another salmon deal or report of a deal that makes some fun for the boys is that of the combine of the Southeastern Alaska packers and the control of the same by the Griffith-Durney Co. The fun is in the remarks made by Mr. Kelley, of the Kelley-Clarke Co., who intimates that Mr. Durney is a spinner of fairy stories. In this case, perhaps "fish story" would be the right designation. Aside from salmon, prices are generally pretty well sustained and dealers seem to be hopeful of the future. New Jersey standard tomatoes are worth \$1.10; fancy Maine corn, \$1.20; future Maine, 82 1/2 @ 85c.

There is sufficient call for the best grades of eggs to keep the market steady, although the week has shown a slight decline from outside rates. Western stock ranges from 18 @ 22c, the latter being probably almost outside.

## Business Wants

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

### BUSINESS CHANCES.

FOR SALE—GOOD PRINTING, 500 NOTE HEADS, 90 cents; 500 envelopes, 90 cents. Send for samples. Tradesman Printing Co., Winchester, Ind. 72

FOR SALE—GROCERY, BAKERY AND market; cash business of \$60,000 last year; central location; city of 30,000 in Michigan; ill health reason for sale; \$5,000 to \$7,000 required; no agents. B. J. Kingston, Jackson, MI h. 71

BEST OPENING IN IOWA—A LEADING dry goods room for forty years. Town, 5,000; only two competitors. Write E. Penn, Mt Pleasant, Iowa. 60

FOR SALE—OR EXCHANGE, FIXTURES suitable for grocery store. Address, Lancaster, Cary Station, Ill. 57

WANTED TO BUY A DRUG STORE IN A good town. Would prefer north of Grand Rapids. Address C. J. Becker, Rockford, Mich. 59

WANTED TO RENT—WE WANT A LARGE store-room and good location in good country town; Michigan or Illinois preferred; will carry general stock of \$35,000; give full particulars and best terms in first letter. Address K. H. 136-138 Fifth ave., Clinton, Iowa. 55

FOR SALE OR EXCHANGE FOR GOOD Iowa, Northern Illinois Southern Wisconsin or Michigan farm a first-class stock of dry goods, clothing and groceries; will invest from \$5,000 to \$8,000; located in good Illinois country town; good business. Address H. K., 136-138 5th ave., Clinton, Iowa. 54

\$500 MILLINERY STOCK IN EXCELLENT condition. Must be sold at once. Best opening in Michigan. Town 8,000 inhabitants; competition light. E. B. Mowers, Eaton Rapids, Mich. 52

\$1,800 BAZAAR STOCK. WILL SELL IT AT your own price or divide it in lots to suit purchaser. Address E. B. Mowers, Eaton Rapids, Mich. 53

FOR SALE—A MERCHANTABLE STOCK of dry goods and kindred lines in progressive town of Waterloo, Iowa. Liberal terms to responsible persons. Opportunity unexcelled. Owner going into banking business. Fassig & Davis Co., Waterloo, Iowa. 51

FOR SALE—DRUG FIXTURES, SECOND-hand and cheap, for cash. For description address C. J. Rouser, Lansing, Mich. 68

FOR SALE—\$4,000 GENERAL STOCK, largely shoes, in best small railway town in Michigan; cash business; will sell right; ill health; shall retire. Address No 67, care Michigan Tradesman. 67

EXPERIENCED BUSINESS MAN AND general merchant with finest references desires to invest \$500 with services in any business, or in grocery or general business as manager and bookkeeper. Address Box 300, Crosswell, Mich. 66

FOR RENT—ONE-HALF OF MILLINERY store; best location in a growing city of 25,000. Address Miss M. Sales, 477 Main St., Fond du Lac, Wis. 65

WHOLESALE CLOTHING HOUSE DESIRES to employ an experienced salesman to travel in Eastern and Central Michigan. A salary guaranteed and commission paid on sales; good references required. Apply under letter to K, care Michigan Tradesman. 64

CROCKERY AND BAZAAR STOCK FOR sale. Inventories—say \$6,000; can be reduced to \$5,000 or \$4,500; this stock is new and complete, and a paying business; good reasons for selling; population of city, 25,000; a fine chance for a hustler; will make terms satisfactory to purchaser who will talk business. Address No. 61, care Michigan Tradesman. 61

FOR SALE—COUNTRY STORE STOCK and fixtures. Valued about \$1,500; sales from \$4,000 to \$5,000 per year. Good location. Good chance to build up. Address No. 49, care Michigan Tradesman. 49

FOR SALE—MY BUSINESS AT MANISTEE, Mich., consisting of dry goods, cloaks, suits, millinery, trunks and boys' clothing. Doing a cash business at a good profit. Reason for selling, other business claiming my attention outside. Apply to H. McKenzle. 44

FINE BAZAAR STOCK, GOOD TOWN, FOR sale, \$2,000. Clark's Business Exchange, Grand Rapids. 47

FOR SALE—STOCK OF BAZAAR GOODS, about \$1,200, brand new and in fine shape. No high priced goods. Every article is staple. Low rent. Best country town in the State. Town about 2,500. A big snap for some body. Will give particulars and reason for selling to persons who mean business. Address No. 69, care Michigan Tradesman. 69

PARLOR WANTED WITH A \$5,000 STOCK of dry goods and groceries or dry goods alone. Stock must be in good shape to put with another stock of like amount or cash. Address No. 50, care Michigan Tradesman. 50

THE HOOPER HUSTLER, the noted merchandise auctioneer now selling stock for Geo. S. Smith, Albion, Iowa. Address Box 355. 70

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

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. Lock Box 491, Shelby, Mich. 38

SODA FOUNTAIN FOR SALE—TUFT'S confectionery, new, used only three seasons; complete with gas; drum for charging, eighteen syrups; cost \$475; will sell for \$350. Address J. W. Runner, 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 Runnels, Corning, Mich. 31

FARM TO EXCHANGE FOR STOCK OF goods. Address No. 26, care Michigan Tradesman. 36

FOR SALE—STOCK OF GROCERIES AND crockery; 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. Milton, 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, an investment in this land will make 30 money. Send for my circular and learn why. Address W. B. Sawyer, Carthage, Mo. 27

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

CHANCE OF A LIFETIME—WELL ESTABLISHED 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

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, Sault Ste. Marie, Mich. 23

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

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—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, Colonville, Clare Co., Mich. 16

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 20x90, connected by large archway; brick addition, 20x35, 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 incumbrance. Price \$9,000.00. Three large stores recently destroyed there by fire. Investigate by communicating direct there with the owner, S. K. Woodworth. 10

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 GROCERY dry stock in a rapidly growing city in Eastern Michigan. Stand has been occupied by a successful grocer for several years. Rent, reasonable. Address No. 7, care Michigan Tradesman. 7

BAKERY FOR SALE—OWING TO ILL-health of my wife I wish to sell bakery restaurant; good trade; fine town. Address Box # 61, Grand Ledge, Mich. 5

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

FOR SALE—AT A BARGAIN—\$1,500 CLOTHING, or would exchange for a stock of shoes Address No. 946, care Michigan Tradesman. 988

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

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

FOR SALE—DRUG STORE GRAND Rapids; good business; good reason. Address No. 994, care Michigan Tradesman. 993

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

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

FOR SALE—WHOLESALE GROCERY IN a thriving city of 30,000 in the Northwest. Address R, care Michigan Tradesman. 962

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

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

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

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

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

FOR SALE—FIRST-CLASS, EXCLUSIVE millinery business in Grand Rapids; object for selling, parties leaving the city. Address Milliner, care Michigan Tradesman. 607

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

### MISCELLANEOUS

WANTED—A TINNER AND PLUMBER. T. Frank Ireland Belding, Mich. 59

WANTED—AT ONCE, FOR A PERMANENT position, first-class dress goods salesman and trimmer. Young man, single. Write references and salary expected. Crosoe's Dept. Store, Rhineclander, Wis. 56

WANTED—FIRST-CLASS DRY GOODS man who has had experience in general store. Give references and state salary wanted. Address No. 63, care Michigan Tradesman. 63

WANTED—A YOUNG MAN WHO THOROUGHLY understands stenography and typewriting and who has a fair knowledge of office work. Must be well recommended, strictly temperate and not afraid of work. Address stenographer, care Michigan Tradesman. 62

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, broeze powder and other specialties. Address No. 35, care Michigan Tradesman. 35

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 travelling salesmen to call on the grocery and drug trade. Address, giving references, Dunkley Company, Kalamazoo, Mich. 14

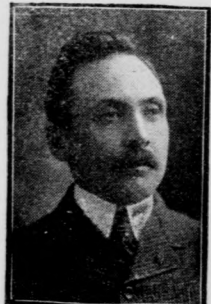
WANTED AT ONCE—A REGISTERED pharmacist, young man preferred. Send references and state salary. Address No. 6, care Michigan Tradesman. 6

## Cheney & Tuxbury the Real Estate Men

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

### "THE O'NEILL SALES"

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



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

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

## Cera Nut Flakes

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

## 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.

## 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.

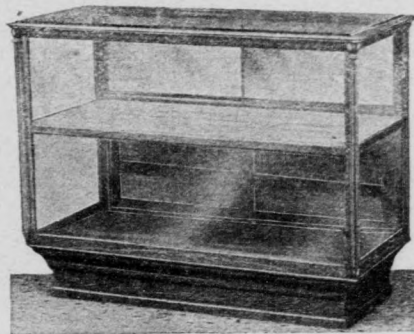


The Kneeland Crystal Creamery Co., 72 Concord St., Lansing, Mich.

For sale by Worden Grocer Co. and Lemon & Wheeler Co., Grand Rapids

## Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

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

## 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.

# H. Leonard & Sons

GRAND RAPIDS, MICHIGAN

## Manufacturers and Manufacturers' Agents

FOR

White and Decorated Crockery and China.  
"Leonard Cleanable" and "Champion" Re-  
frigerators.

"Insurance" Gasoline Stoves.

Children's Carriages.

Screen Doors, Window Screens, Hammocks.

Glassware, Grocers' Sundries, Notions, Sil-  
verware.

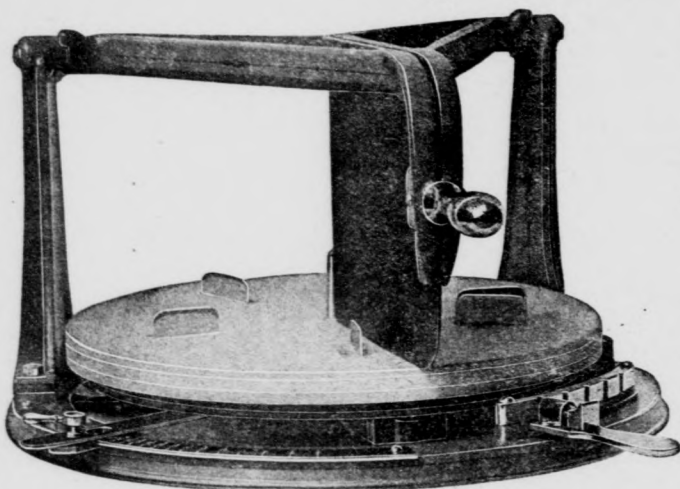
Full line of House Furnishing Goods, etc.

Low Prices

Prompt Service

Ask for Catalogue

# The Templeton Cheese Cutter



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

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

There is absolutely no waste in cutting.

It keeps your cheese fresh.

Saves half the time of the clerk.

Cuts automatically and accurate to weight.

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

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

## The Templeton Cheese Cutter

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

Mr. Craigue gives the situation:

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

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

"Very truly yours,

"COLORADO SPRINGS, COLO.

A. D. CRAIGUE."

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