

"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.

Pin Your Faith to "White House" Coffee

ROASTED AND CANNED BY

Dwinell-Wright Co., Boston and Chicago

The goods are of prime quality—the BEST, invariably uniform; are well advertised, easy to sell and, if a grocer would only bring himself to realize it, mighty convenient to handle in 1 and 2 lb. air-tight tin cans. No bother in weighing and grinding, no time lost, the certainty of always pleasing a customer with unimpaired strength and flavor.

Walsh-DeRoo Buckwheat Flour

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

Put up in 5 lb., 10 lb. and $\frac{1}{8}$ bbl. paper sacks, 125 lb. grain bags and bbls.

Write us, please, for prices.

Walsh-DeRoo Milling Co.
HOLLAND, MICH.

F. M. C. COFFEES

are always
Fresh Roasted

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 OILBARREL AND GASOLINE BARRELS

STANDARD OIL CO.

C. C. Wormer Machinery Co.

Contracting Engineers and
Machinery Dealers

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

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



Get our prices and try
our work when you need

Rubber and
Steel Stamps
Seals, etc.

Send for Catalogue and see what
we offer.

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

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

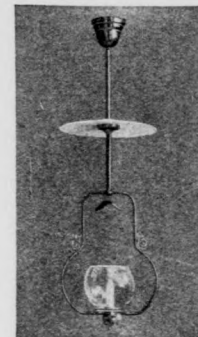
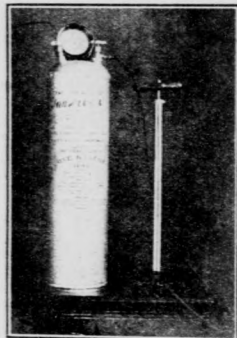
And

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. 3, 1903.

Gentlemen:--Accept our thanks for your order of the 8th for the 3 light system. You will find it the best investment of \$30 that you ever made. Now you should give your customers a chance to secure a light equally as good for their houses. We shall expect you to boom the sale of our lamps for houses on every and all occasions. Will you not order your sample at once and get the benefit of the long night season?

Waiting your further favors, we are
Yours very truly,

SUPERIOR MFG. CO.

Dic. H. H. S.
F. B.

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 11, 1903.

Number 1012

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

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. McCORNE, Manager.

Experience and Ability Essential

One-nine 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 invest-
ments into ill repute as the thousands of stock-sell-
ing schemes which in past years have been pre-
sented 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 real-
ize the acknowledged large profits the industry fur-
nishes under proper management and supervision.
Any information pertaining to our companies, fur-
nished on application.

CURRIE & FORSYTH, Managers

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

IMPORTANT FEATURES.

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 30. Grocery Price Current.

Have You Any Money to Invest?

If so, do not delay to investi-
gate at once the unusual op-
portunity offered for a safe, re-
liable and very profitable invest-
ment by

The M. B. Martin
Co., Ltd.

Makers of

Choice Vegetable Meats

Vegetable Frankforts,
Grain Sausage,
Nut Cheese, Etc.

Room 28-30 Porter Block
Grand Rapids, Mich.

Send for Free Prospectus and
full particulars. Shares now
selling at \$2.50 (par value \$10).
Will soon sell for \$5. Be fore-
handed and get in on the ground
floor.

The Grocery Market.

Sugars—The raw sugar market showed
some weakness during the past week
and prices have declined 1-16c on 96
deg. test centrifugals. Stocks are mod-
erate and sales are few, the demand
for refined being so light that there is
not the necessity of materially increas-
ing stocks of raw sugars until the pres-
ent supply is decreased somewhat.
As soon as the raw sugar market dis-
played any weakness, the refined market
also developed a weaker tendency and
Feb. 5 prices for all grades were re-
duced 10 points, with an extra conces-
sion of 3c per 100 pounds for bulk
granulated in bags. The present high
cost of cooerage is given as the reason
for quoting a lower price for granulated
in bags than in barrels. The reduction,
however, made very little difference in
the demand, which continues slow and
orders are only for small lots for im-
mediate use.

Canned Goods—Nothing of particular
interest is noted in the canned goods
line this week. Notwithstanding the
dulness there is a feeling of confidence
among the holders, which is buoyed up
by the fact that they are not holding
any large stocks of any single line. In-
vestigation seems to indicate that if
the market does not advance there surely
will not be any declines in values dur-
ing the spring. The impression is that
dealers are well stocked with canned
goods and it is very hard to ascertain
definitely whether they will have to re-
plenish those stocks again before the
spring buying commences. However,
many think that they will have to buy
more supplies soon and that they will
find that there is going to be a rush for
canned goods as heavy as it has been
during any preceding year. This is
based upon the united reports that the
consumption of canned goods is larger
than ever before. This is largely a
matter of conjecture, but the next few
weeks will show whether it is correct or
not. Regarding tomatoes, although the
market is very quiet and sales are few,
there is no disposition shown on the
part of holders to cut the price. Stocks
of these goods are not large and many
holders think that at least a part of last
year's unusual advance will come again
this year between now and August 1,
hence they are indisposed to urge
the sale of the goods at present. There
is nothing new in the market for
peaches, apples or small fruits. It is
very seldom that business is very active
in this line during February, but a bet-
ter demand is expected next month.
Quotations are unchanged, which shows a
firm market unaffected by the slow de-
mand. Corn is firm and no lower
prices are expected in this line. Peas
show a little weakness, some holders be-
ing anxious to move their stocks of these
goods and shading prices a little to do
so. Salmon continues to move out fair-
ly well at unchanged prices. Sardines
are very firmly held, the belief being
generally accepted that the new com-
bine will have trouble in operating its
plant this season and that the output
will be lower than usual.

Dried Fruits—The dried fruit market
continues quiet with no change to speak
of. Almost the only article displaying
any activity just at the present time is
prunes, which are moving out well at
unchanged prices. Stocks of the small
sizes are fair, but the larger sizes are
in light supply, as has been the case all
this season. Raisins are unchanged in
price, but the demand is light for both
loose muscatels and seeded. Stocks of
these goods are considered sufficient for
the requirements of the consuming trade
and it is believed that prices will re-
main practically the same the remainder
of the season. Prices for apricots are
unchanged. Demand is fair with a
somewhat higher tendency. Peaches
are firmly held, but sales of these goods
are few. Stocks of figs are quite large
and demand is only moderate. Prices
show no change. There is but very little
demand for dates at present and the
market has a weaker tendency, although
prices show no change. Evaporated ap-
ples are rather quiet, what trade there is
being only for small lots to meet im-
mediate needs. Stocks are fair and are
considered sufficient for the needs of
the trade the remainder of the season
unless there should be an unlooked for
demand in this line. Currants are
meeting with fair sale at previous
prices.

Rice—The rice trade shows no
change. Demand is fair with sales be-
ing for small lots, but in the aggregate
amounting to quite a satisfactory busi-
ness. Stocks are moderate and are
firmly held.

Molasses—There is nothing of particu-
lar interest in the molasses market.
Stocks are rather light and are very
firmly held. Demand is fair, being a
little more active for the better grades,
which are in light supply.

Fish—Trade in fish of almost all
grades is good and is expected to show
some increase in the next six weeks.
Stocks on hand are not large and no de-
cline in the price of any variety is
looked for in the immediate future.
Trade in mackerel is good; also in cod-
fish and halibut, particularly for these
goods put up in packages.

Nuts—The movement is slow, how-
ever, are firmly maintained on every-
thing, except pecans and filberts. There
is a fair demand for peanuts at un-
changed prices.

Rolled Oats—There is nothing new to
report in this line. Prices are un-
changed and there continues a good de-
mand.

Detroit—The Automatic Pie Ma-
chinery Co. has filed articles of asso-
ciation and will manufacture, sell and
lease all kinds of pie and baking ma-
chinery. The capital stock is \$30,000.

Detroit—The Detroit Stay Manu-
facturing Co., manufacturer of dress stays
and shirt waists, has filed articles of as-
sociation. The authorized capital stock
is \$60,000.

St. Clair—The Reid Wrecking Co.
has been organized with a capital stock
of \$50,000, held by Jas. Reid, Wm. H.
Reid and James Thomas Reid.

LOOKING BACKWARD

Over a Banking Career of Half a Century.*

My good friends, this is an event. You are all so kind to come here to-night and express your feeling by your presence and by your kindly words. Banking in Grand Rapids has been peculiar in many ways and I have been sometimes mistaken for some one other than a banker, and an incident which I will relate to you, which I related to a group of ministers the other day with some hesitancy, but still I think they received it kindly, was this: I was introduced to a gentleman, at a promiscuous assembly, not a thousand miles from here, by a friend. He looked me over critically and said, "May I ask what your avocation is, sir?" I modestly told him what I had tried to do. He looked me over again very critically and said, "Well, sir, I never should have taken you for a banker. I thought you was either a minister or a horse jockey."

A few years ago, a gentleman came into the bank and introduced himself with a card. He said, "I am about the city writing up the history of lumbermen and I have been directed to you, Mr. Hollister, to get some of your history." I said, "No, sir, I am not a lumberman." "But I understand you are, and I want to have you give me some of your history." I said, "No, sir, I have been interested in lumber occasionally, but I am not a lumberman." He insisted upon continuing the interview and, getting a little impatient, I said, "No, sir, no, sir, and I am quite busy this afternoon." "Well," he said, "now, Mr. Hollister, I would be very glad if you would give me some of your remissnesses." "What, did I understand you correctly?" "Mr. Hollister," he said, "I would be very glad if you would give me some of your remissnesses." "Well," I said, "I have nothing of that sort," and I bowed him out.

A gentleman appeared at my door one day. He said, "Mr. Hollister, put on that other face of yours; I don't want to borrow any money to-day."

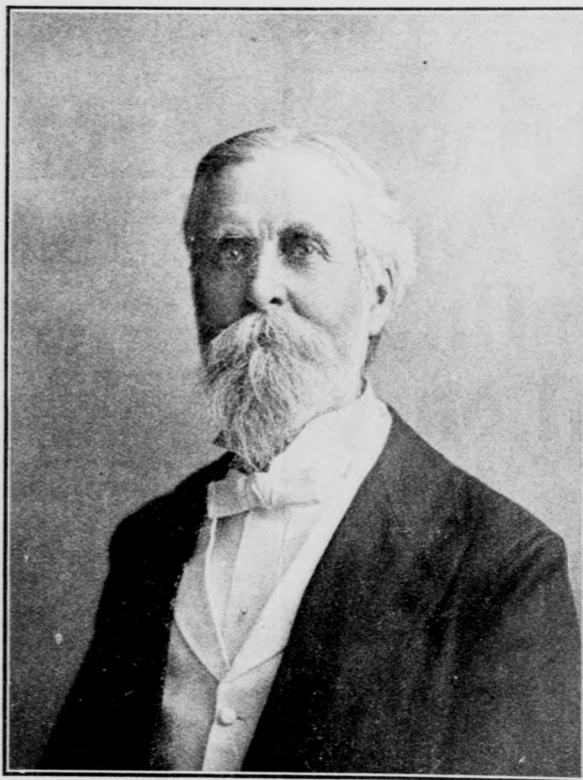
Many a banker in Grand Rapids for the last fifty years has had to assume various duties and take on various avocations. As an official of the institution which I have represented to some degree, in connection with the other officials, I remember at one time to have been in the farming business, running a farm out in North Dakota. Well, as between the frost and the grasshoppers and the drouth, the balance generally was on the wrong side, so our experience in banking was not very good. I remember another experience when we were engaged in the lumbering business, that did not prove very wonderfully fine. Then we were engaged later—I am simply showing you, gentlemen, that banking is not always confined to discounting notes—in the dry goods business, and then came a stock of boots and shoes we had to deal out, but the trouble with the boots and shoes was that they were largely made up of ladies' shoes and they were mostly misfits. They were of the narrow sizes and you know they would not fit the "understanding" of our ladies on the narrow sizes, because you know our ladies all have a good understanding. Then I came to the bank one morning and I found that the "bloom" on the cheeks of the younger men that I had been accustomed to see there had disappeared.

*Response to greetings by Harvey J. Hollister, at reception given him by his son, Clay H. Hollister, at Pantlind Hotel.

A certain Mr. Bloom, engaged in the ready-made clothing business had disappeared during the night and left us a few stray garments and his autograph. We had his autograph—quite a number of them. Then, perhaps, you have heard the rumor—it was only a rumor—that one time as an institution some of the officers were greatly interested in civic affairs. They were anxious to bring pure water from Lake Michigan. That is only a rumor—perhaps you never have heard of that. Then, later on, the institution was charged with the over-use of water. I hope that charge will not be brought against anyone here to-night.

Well, to go back a little, there have been occasions when the institution itself had to be turned into sort of a hospital, a financial hospital, I mean, and the officers and the directors had to become professional nurses for the time being—a good many sick ones, a good

the boy who commenced here fifty years ago? Well, on the shadowy side were the impulsiveness of youth; the immaturity of knowledge regarding even the simple principles of banking; the ignorance of even the right methods of book-keeping; the lack of acquaintance with the different kinds of money in circulation. But there was an opposite to those. On the other hand was the hopefulness of youth, a good mother back there, and somehow in the heart was a feeling that I must get on, and get on in right ways, and then, beyond that, friends, was my employer, a man who had infinite patience with me, and I revere his memory to-day for that patience that he had with youth fifty years ago. He taught me how in many ways to succeed and, above all, he taught me how to control myself. A man of wonderful energy, a seer in his time, he knew so many things. He was ambitious to get on, he saw the future of this Valley, he knew what was before the people; but he worked too hard and his life was shortened. That was in the early fifties. Then came on



many tired ones and most of them were suffering from nervous diseases. It only needed a combination of the allopathic and homeopathic, eclectic, etc., and most of them have recovered. At one time there was a panic spread over the country that troubled a good many institutions, and I think many interests here had mild attacks of nervous prostration—I think our institution had one or two. It did not last a great while, but while the fever was on we were somewhat troubled. Perhaps some of my brother bankers will remember the dates—this occurred in 1893.

Well, friends, those were not all the things that happened. But, throwing aside the lighter vein, I look down a long period of years, fifty years, and I can distinctly see to-night two lines of experience. I may say one is the shadowy one and the other the bright one. Now, briefly, let me tell you some of the shadowy side—just a few words. What were the shadows that were over

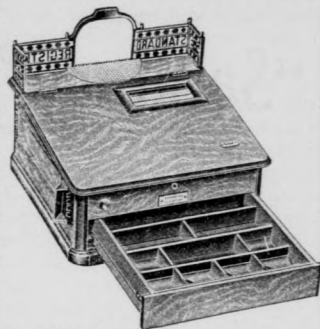
the panic of 1857. The anxieties attendant upon that panic were serious, but, on the other hand, there had come to me a dear wife and in the little white cottage on Fulton street I had a place of refuge, so that the dark shadows faded away always when I entered the door of that little white cottage. And so it went on for years, and then came the serious times of the war, when the little capital that we had gathered up in the year 1861 was swept away entirely, leaving me stranded and, beyond that, hopelessly, apparently, in debt. This first friend of mine, Mr. Daniel Ball, was one of the fine men that lived in this Valley in the early days. I can not say too much, friends, in his memory, but there came another friend when in 1861 the exchange bank of Daniel Ball & Company had to fail. Such men as Judge Withey, Mr. Foster, Mr. Comstock, Mr. Powers, and other good men did not lose their confidence. They gave their confidence freely and one good man, Mr. Sweet, said to me one day two months after that time, after we had closed our office, "Harvey, you may put up my name over that door and

open this place Monday morning and I will give you a little capital here and you go in here and do what business you can in my name." That was forty-two or forty-three years ago. Out of that little beginning, friends, came the First National Bank and the Old National Bank, but there was the crisis. The war was upon us and values had disappeared, but there was a man who stepped in and helped a boy, a lad, a young man, to get on his feet again. How can I ever forget such men as those! Friends, the years went on, the panic of 1873 came. Those were anxious times. Those of you who never have served as trustee of the monies of other people know not the anxieties that come in the days of stress. You can not understand it. It is not your own money. You have the feeling that what has come over the counter must go back, and there is the responsibility of meeting the obligations as they arise. Friends, it is a tremendous load to carry, but there comes with it the compensation—the confidence of men, the confidence of the men about you, the confidence of good men. If I had a word to say to the young men to night, it would be this: Seek to become connected with good men and, another thing, I believe there is such a grace—it may not be called a Christian grace—but I believe it is one of the graces, the grace of continuity, continuousness. Do not get discouraged because things do not go right. Stay on, stay on, plod on for the time being and the reward comes.

Friends, the panic of 1873 passed by, the country prospered, and the panic of 1893 came later, although Black Friday in 1884 intervened. Those things were dark and shadowy, but some of you have traveled along in Canada where the great waters of the Ottawa fall in the larger waters of the St. Lawrence and you know how long the waters of the Ottawa, dark as they are coming from the North through the alluvial soil of the North, refuse for a long time to become a part of the pure water of the greater river; but finally the greater river absorbs and purifies and takes to itself and makes pure and beautiful the dark waters of the lesser river. So, friends, the shadows in my life have merged finally into the brighter side until there are no shadows. There are no shadows in my financial history, so far as I know. I sought to serve, but I have been served. I have been well served by the men that have been about me. There is the strong point in a man's life—to become associated with good men. Allusion should be made here to Mr. Barnett. Mr. Barnett and I have been connected most intimately, not only in banking but in many ways, for forty years. It remains yet to have the first word of misunderstanding, the first word other than that of kindness. I owe so much to that man, as I owe to Mr. Ball, as I owe to Mr. Sweet, as I owe to other good men about me, Judge Withey and others like him, and Mr. Foster. A young man, coming as I did here, was utterly dependent upon those about him. How fortunate that I should somehow get into the current where were such men and that they seemed somehow to have confidence!

Friends, there comes a time, later, when an institution such as I represent comes to have a personality of its own, a life of its own. It would not matter so much to-morrow if Mr. Barnett and I should drop out. The institution would go on, because it has a life of its own. It is as it should be. The old must give way to the young. The young men of to-day have a wonderful opportunity and future before them. It is with gratitude that the young men who have come up in my own home are here to-night. My three boys have been always a comfort to me. They are a comfort still in my older age, and my daughter, too. We have much to be thankful for, friends, and not least is this coming of you together here to-night to greet me with your kindly feeling. And as you go home I hope you will all bear with you this feeling, that you have extended a great kindness to my children and myself by your presence on this occasion.

Accurate Record



of your daily transactions is kept only by the

Standard Autographic Register

They make you careful and systematic. Mechanism accurate but not intricate. Send us your order for Cash Register Paper. Quality and prices guaranteed. Drop us a postal card.

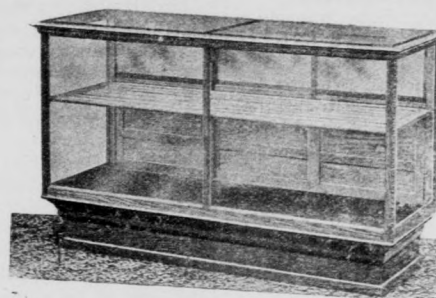
Standard Cash Register Co.,

1 Factory St., Wabash, Ind.

Style No. 2. Price only \$30

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 64 Cigar Case. Also made with Metal Legs.

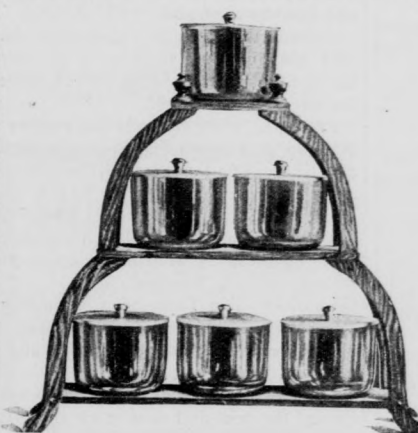
Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

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

NOT AT ALL OFFENSIVE

SCH. 5¢ CIGAR

FLINT GLASS DISPLAY JARS



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. They are silent salesmen. They are 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 Street, Lansing, Mich.

For sale by Worden Grocer Co. and Lemon & Wheeler Co.

"Better than Chips"



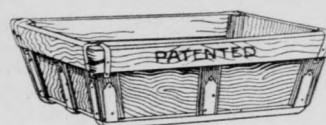
Chocolate Sticks



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

Putnam Factory National Candy Co.

Grand Rapids, Michigan



Delivery and Display Baskets

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

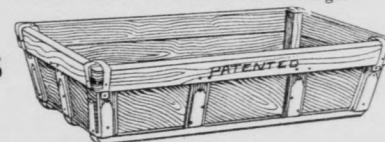
1/2 bushel size.....\$2.50 per dozen
3/4 bushel size..... 3.00 per dozen
1 bushel size..... 3.50 per dozen

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

Manufactured by

Wilcox Brothers

Cadillac, Mich.



REMEMBER Malt-Ola

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

Lansing Pure Food Co., Ltd.

Lansing, Michigan

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

WORDEN GROCER COMPANY

Grand Rapids, Michigan

Around the State

Movements of Merchants.

Charlotte—L. A. Stone has sold his bazaar stock to F. A. Ives & Co.

Saranac—Lee E. Jones has purchased the meat market of Wm. Benedict.

Rockford—DeWolfe & Adams, bakers, have sold out to Leon Goodrich.

Rogers City—Fred Basel has opened a grocery store on Michigan avenue.

Medina—H. C. Harrington has sold his implement stock to E. S. Palmer.

Lakeview—E. G. Smith has purchased the grocery stock of Peter Peterson.

Onsted—F. M. Skinner, jeweler and confectioner, has sold out to Bert Richard.

Six Lakes—A. J. Gramzo has purchased the general stock of Ida M. Wood.

Ypsilanti—L. Hayden has opened a meat market at 17 North Washington street.

Port Huron—Wm. Bauer has engaged in the grocery business at 828 Pine street.

Newaygo—L. E. & P. C. Green continue the hardware business of L. E. Green.

Holland—Mrs. C. Oosting has purchased the millinery stock of the Sutton Sisters.

Jackson—D. B. Porter, cigar dealer, has sold his stock to W. H. Freer, of Chelsea.

Fremont—Frank H. Smith expects to open his new general store about March 1.

Quincy—C. U. Michael has sold his hardware stock to Lee O. Burch and L. H. Ryan.

Battle Creek—A new shoe store has been opened at 22 Main street by E. V. Abell.

Battle Creek—Albert T. Carpenter has purchased the drug business of Edmond I. Carbine.

Kalamazoo—M. D. Spencer & Sons have purchased the grocery stock of Parr & Smith.

Bellaire—Wm. Hierliby, boot and shoe dealer, has added a line of men's furnishing goods.

Brooklyn—Culver & Parker continue the general merchandise business of the W. S. Culver Co.

Turner—A. H. Phinney & Co. succeed Whittemore & Phinney in the banking business.

Muskegon—W. D. McDonald, dealer in second hand furniture, has sold out to W. W. Slocum.

South Haven—J. R. Spellman & Co. have engaged in the flour and feed business at this place.

Owosso—J. E. Carland & Co. have sold their dry goods and grocery stock to Charles Davidson.

Mt. Pleasant—Waterman Bros. have purchased the bazaar and dry goods stock of Graves Bros.

Montrose—L. Hardy, of Grand Rapids, has opened a shoe store in the Van Weigen store building.

Hillsdale—Schmitt & LaFleur have opened a branch shoe store at Litchfield, with Mr. LaFleur in charge.

Lansing—Sheets & Cook, East Side meat dealers, have dissolved partnership, the former succeeding.

Chippewa Lake—D. E. Cole has engaged in the grocery business, purchasing the stock of F. C. Collins.

Pontiac—W. R. Owen has sold his interest in the bazaar business of W. R. Owen & Son to his son, R. L. Owen, and C. S. Foster. The new style is R. L. Owen & Co.

Romeo—Morland & McKay succeed J. R. Morland & Co. in the glassware, hardware and stove business.

Middleville—Joseph Rogers, the Hastings egg and poultry buyer, has opened a branch store at this place.

Copemish—Hazard & Dodt are putting in a line of hardware and implements in connection with their general store.

Stanton—Hunt, Eby & Co., of Eaton Rapids, have acquired a sufficient acreage and will establish a pickle factory at this place.

Holland—Albert Hidding has purchased the grocery stock of Monenaar & DeGoode, at the corner of Seventh and River streets.

Mt. Clemens—Chas. S. Ferrin has purchased the interest of his partner in the hardware, paint, oil, bicycle and plumbing business.

Shelbyville—Adelbert Wheeler has purchased the hardware stock of H. Miller and will put in a line of buggies and farm implements.

Vermontville—C. E. Hammond has sold his furniture stock to H. G. Barber & Son and it is being moved across the street to their store.

Clare—L. Wing has sold his hardware stock to Bert Lewis and Euley Patrick, of Ovid. The business will be continued at the same location.

Lowell—Scott & Campbell, hardware dealers, have dissolved partnership. The business is continued under the style of Scott & Winegar.

Calumet—The Tamarack Co-operative Association has declared a dividend of 8 per cent. on the capital stock and 9 per cent. on all purchases.

St. Johns—Abner Furtney has purchased the boot and shoe stock of Squair & Gardner. Wm. Gardner will remain in the business with Mr. Furtney.

Eaton Rapids—Arza Smalley has purchased the interest of C. M. Hunt in the implement business and the style will hereafter be Fowler & Smalley.

Menominee—The Carpenter-Cook Co., wholesale grocers, have added a dry goods department, placing it in charge of J. J. Cole, of Iron Mountain.

Benton Harbor—Harry L. Bird has merged his drug business into a corporation under the style of the H. L. Bird Drug Co. The capital stock is \$10,000.

Sault Ste. Marie—D. Hamenel & Co. have sold their implement business to A. M. Rogers, their former manager, who will enlarge and continue the business.

Rapid City—A. Hirshman will close out his general merchandise stock about March 1 and will remove to Sanilac, where he will engage in the same line of business.

Lansing—Longyear Bros., furniture dealers, have dissolved partnership, Horton Longyear retiring. Denison Longyear will continue the business in his own name.

Coldwater—G. W. Harding has taken his son, Ross Harding, into partnership in the implement business. The business will be continued under the style of Harding & Son.

Detroit—The T. B. Rayl Co., wholesale and retail dealer in hardware and house furnishing and sporting goods, has increased its capital stock from \$60,000 to \$100,000.

Traverse City—Arthur Rosenthal, who conducts the clothing, dry goods and shoe business under the style of the Globe, has purchased the bazaar, furnishing and crockery stock of Asher & Co. and will close it out on the premises.

Allen—The Farmers' Supply & Lumber Co. has been formed with a capital stock of 5,000. The principal stockholders are A. W. Hamblin, John Hughes, E. G. Hamblin, Fred A. Wagner and Wm. N. Bengel.

Lake City—Winter & Ashbaugh have sold their grocery and hardware stock at their branch store in Caldwell township to John Bielby. Walter Coombs, who has been local manager for Winter & Ashbaugh, will remain in the same capacity under the new ownership. Mr. Bielby will continue to reside at this place.

Calumet—The movement to close the stores in Calumet at 6 o'clock each evening, with some exceptions, until April 1 has failed, all on account of three business men who refused to sign the agreement. No amount of arguing could change the opinion of the three and they succeeded in knocking out the proposition. All other merchants in town were willing to close.

Jackson—H. S. Griggs, for the past several years manager of the Jackson Grocery Co. branch of the National Grocer Company, has resigned the position, and about Feb. 15 will go to Chicago to reside permanently. He will take up a line of work in the general offices of the National Grocer Company. W. J. Butterfield has been appointed manager of the Jackson branch. This is a well-earned and deserved promotion, in view of fifteen years of faithful and successful service devoted to the interests of the house.

Manufacturing Matters.

Hillsdale—C. A. Bail succeeds Chas. T. Jaeserich in the cigar manufacturing business.

Rockford—The Rockford Canning Co. has increased its capital stock from \$7,700 to \$8,500.

Bishop—The Bishop Creamery Co. has increased its capital stock from \$2,600 to \$4,000.

Battle Creek—The Union Steam Pump Co. has increased its capital stock from \$300,000 to \$375,000.

Perry—The Perry Glove and Mitten Co. has declared an 8 per cent. dividend from the profits of 1902.

Kalamazoo—The capital stock of the Kalamazoo Pure Food Co. has been increased from \$27,000 to \$36,000.

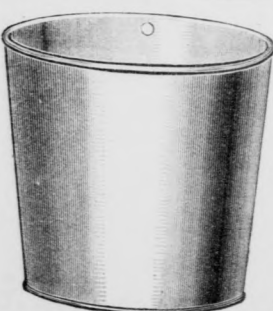
Detroit—The style of Bootz Bros., manufacturers of cream crackers, has been changed to the Bootz Baking Co.

Kalamazoo—The Smith & Pomeroy Wind Mill Co. has merged its business into a corporation with a capital stock of \$40,000.

Maple Rapids—A. L. Casterline will retire from the flouring mill business March 1, having sold out to J. E. Hewitt, of Greenville.

Bellaire—E. J. Kauffman and Henry Richardi have engaged in the grist mill business under the style of the E. J. Kauffman Milling Co.

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



Live Merchants

will handle

"Sanitary"

brand of

Dried Fruits

Put up in 1 pound packages

Convenient

Clean

Economical

Good fruit at a reasonable price. Neat packages—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



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.

Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids
Detroit Opera House Block, Detroit

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

SAP PAILS

Sap Pans and Syrup Cans

Let us have your orders.

WM. BRUMMELER & SONS,

Manufacturers of

SHEET METAL GOODS.

249-263 So. Ionia St.

GRAND RAPIDS, MICH.

Grand Rapids Gossip

The Grain Market.

Wheat has about held its own. While the trade has been broad and many longs have sold, there were plenty of buyers, which absorbed all the wheat and held the prices even. Exports have been fair. In wheat and flour the United States exported 146,000,000 bushels on this crop year. The Northwest seems to be holding wheat for flouring purposes. The only point that is selling for export is Duluth and that will not go out until navigation opens. The visible made a small decrease, not worth mentioning, as we have 48,000,000 bushels in sight, against 56,000,000 bushels at the corresponding time last year. The car famine also had a tendency to hold wheat back, but that will probably be overcome before long, as the railroads say there will soon be more cars for shipping grain East. When wheat does begin to move it will go out very fast, especially as the continent has light stocks and will need all the wheat this country has to spare. Farmers are not free sellers at present, as they are in good condition, financially, and do not have to sell, so they are holding for higher prices.

Corn has also held its own and the visible made a gain of 1,220,000 bushels. Should enough corn come along that would grade prices would recede from present quotations, as the crop was large. It all depends on whether it will be in good shape for grading. The present weather is certainly very favorable to cure the corn and, as prices are quite high, they may go lower.

Oats are strong and all offerings are absorbed as fast as they are offered. Exports also have been fair. The question is, Where do all the oats go? The present outlook does not look like any decline in prices, especially if the demand keeps up.

Rye is flat, with not much doing. Especially is this the case in this State, as our rye is hardly up for distilling purposes and it all has to be exported, which will be felt in lower prices before long.

Beans have been neglected. On account of the high price, consumption has been restricted and prices are 15@18c per bushel lower.

Flour is very steady. The demand is good, except for exports. Germany will put on a duty of \$4.10 per barrel, which will stop exports to that country. As the duty on wheat is very much lower, the German miller will import the wheat and grind it into flour, which, of course, will be detrimental to the American miller.

Mill feed is still on the advance. Prices are \$1 a ton higher on bran, while middlings remain the same.

On account of the shortage of cars, receipts have been the lowest they have been since harvest, as follows: wheat, 31 cars; corn, 4 cars; oats, 3 cars; flour, 4 cars; beans, 1 car; bran, 1 car; potatoes, 13 cars.

Mills are paying 74c for red wheat, 69c for No. 1 white and No. 3 red.

C. G. A. Voigt.

The Produce Market.

Apples—Cold storage stock is being slaughtered by holders in order to realize.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.

Butter—The market is weak and dairy

grades are 1c lower than a week ago. Local handlers pay 12@13c for packing stock, 14@15c for choice and 16@17c for fancy. Factory creamery is steady at 25c for choice and 26c for fancy.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—20c 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—The usual February slump has taken place and the market is still weak and unsettled. Case count have declined to 16@18c; candled to 19@21c and cold storage to 14@16c.

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

Game—Rabbits are strong and in active demand at \$1.50 per doz.

Grape Fruit—\$4 per case for California; \$5.50@6 per case for Florida.

Grapes—Malagas, \$6@6.25.

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 per box. Messinas 300-360s fetch \$3.50.

Lettuce—Head commands 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—All markets are glutted with stock, in consequence of which holders are unable to move their supplies or boost the price above the 60c basis which has ruled for the past five or six weeks.

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.

Potatoes—Country buyers are paying 30@33c around Cadillac and 40@42c in the vicinity of Greenville. Michigan growers and shippers are receiving hard knocks from Wisconsin, on account of the lower prices the growers of that State are willing to accept.

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, 13@14c; small hens, 12@13c; ducks, 15@16c; young geese, 12@13c; turkeys, 17@18c; small squab broilers, 14@16c; Belgian hares, 12 1/2c. Ducks, geese and broilers are scarce and in active demand.

Radishes—25c per doz. for bothouse.

Spanish Onions—\$1.50 per crate.

Spinach—90c per bu.

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

Turnips—40c per bu.

Hides, Pelts, Furs, Tallow and Wool.

The hide market does not change materially. The demand is fully up to the supply, and while the price is questioned and too high for tanners' profit, they go out of sight somewhere. The trade is not satisfactory. Stocks are poor and prices likely to go lower.

Pelts are not plenty and are eagerly sought for. No stocks of quantity are being offered, while prices are well up.

Furs are in good demand for March sales in London. Prices are well sustained. The quality holds good generally, but will deteriorate quickly.

Tallow is not so strong. Offerings are larger, indicating that there is plenty of stock for all wants. Pelts are in larger offering, but strongly held.

Wool is not in sufficient quantity in the State to influence offerings or price of consequence. Prices East are well maintained in small sales. Manufacturers hold largely of wools in dealers' lots.

Wm. T. Hess.

The strenuous minister dispenses religion by the pound.

Good Umbrella Season.

All signs point to a good umbrella and parasol season. In umbrellas there is a strong tendency toward colors. In the city stores the variety of colored lines is much larger than last year. In the country black as a staple has the big call. All of the jobbing houses are showing increased lines and varieties.

Theo. W. Elliott has engaged in the hardware business at Lakeview. Foster, Stevens & Co. furnished the stock.

Detroit—Strong, Lee & Co. have sold their dry goods stock to Burnham, Stoepel & Co. and will retire from business.

A. J. Boadway has opened a grocery store at Cadillac. The Judson Grocer Company furnished the stock.

QUICK MEAL GASOLINE STOVES

RINGEN STOVE CO., Manufacturers.

Write for 1903 catalogue.

D. E. VANDERVEEN, Jobber,
Grand Rapids, Mich.

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.

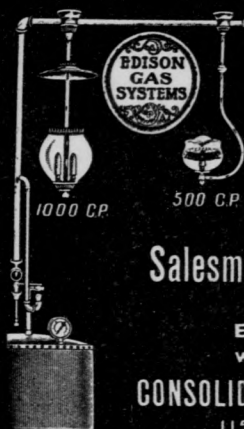
Will keep your

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. Wiens
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.

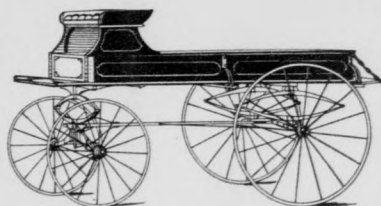
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CONSOLIDATED GAS AND ELECTRIC COMPANY

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

Business Wagons



The QUALITY of our Business Wagons is unexcelled. They are DURABLE, RELIABLE, ATTRACTIVE. Our catalogue illustrates and describes them fully. Write for it to-day and let us quote you money saving prices.

ENOS & BRADFELD,

116-118 South Division St.,

Grand Rapids, Mich.

The Steady Customer Wanted, Not the Occasional Buyer.

Written for the Tradesman.

Everything had been done to ensure success that could be. The location had been selected after due deliberation, the building was fine and the store room large, light, airy and attractive. It had been fitted up with intelligence and the first-class goods had been arranged with taste and fitness. The store had been opened with not too much "hurrah" and the commercial vessel was successfully launched and its first voyage begun with every prospect of success.

For the first month affairs went on prosperously. From morning until night the trade-tide went in and out of the "Up-to-Date Grocer" and Lou Rutledge, the young proprietor, began to wish there were two of him so that he could pat himself on the back. After the first six weeks were over, however, while the tide kept up its daily ebb and flow, it became noticeable—at last painfully so—that the flood-tide had been reached and that the high water mark was less every day. That never was going to do. There was a fault somewhere and unless he found it that splendid craft of his was going upon the rocks as sure as guns.

His books could tell him nothing. There was the account of sales—it was one to be proud of during that first month—but not a sign was there to indicate where the goods had gone. That led to the overhauling of the delivery clerks' books, with the result that, while during the prosperous period the names of the best people in town were often found, there was also a gradual dropping off of the very customers he was desirous of keeping. "It is the steady customers that I have got to have if this

store is going to amount to anything, and my job is to find ways and means of changing this legion of occasional buyers into steady customers." That conclusion reached he tipped his head on one side and indulged in a considerable amount of vigorous thought.

He kept it up for five good days and a good part of as many nights. The last night was Saturday and the last day was Sunday; and right in the middle of the sermon—for Louis Rutledge insisted from the first that church is a good place for a tradesman to go to—he startled everybody in his immediate vicinity by audibly muttering, at the end of the minister's most emphatic question, "Just the thing, by Jimminy!"

On his way home he stopped at the store and took with him a goodly number of delivery books; and before dinner and after dinner he was busy making out lists of the best people in town who, attracted by the novel, had bought goods of him from time to time as chance or circumstance had led them. While he was listing the names he made a note of the character of the goods each had bought and when the long list was finished he found to his delight that each treasured name had appeared in connection with some favorite article. With that for a fact he drew a long breath and indulged in his usual Sunday reading.

Monday morning he awoke early, took an early breakfast and a hearty one and was at the store by the time Jim had turned the bolt and pulled up the curtains. Then, with list in hand, he looked over his stock in the lines of goods indicated on the list, satisfied

himself that they were all he wanted them to be and then waited.

At a quarter to eight he went into the telephone closet and began operations:

"Hello, Central. Give me 9-2-5."

"Is this 925?"

"Yes."

"Is this Mrs. Porter-Mathews?"

"Yes."

"This is the Up-to-Date Grocery talking, Mrs. Porter-Mathews, on Calaway avenue. We have just received a lot of those delicious oranges you like, and they're the very best we've had this season, and I thought that perhaps you might like to have the first choice. Would you like to come and see them or shall I send some up? I'll give you the 'cream of the cream,' if you say so," the expression being one that Mrs. Porter-Mathews brought back with her from "abroad" and which she fancied she said with a Parisian accent.

"I'm just coming down town to do my marketing and will come directly to your place. Thank you for letting me know about the oranges."

"Good," muttered Rutledge when he had rung off. "That means a good big order, if I know what I'm about; and if Mrs. Porter-Mathews doesn't live well for the rest of her natural life it'll be because I can't find the best goods for her and make her buy them of me.—Central, give me 713—Good morning, Mrs. Van Stahl. Mrs. Van Stahl, you were so well pleased with the flour we sent you last that I'd like to ask you if you will let me send you a bag of a new brand the same house has just put upon the market. The firm have asked me to test it with my customers who know what good flour is and you would confer a great favor on me if you would give it a fair trial and tell me exactly

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.

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

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"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.

I CAN SELL YOUR REAL ESTATE

or business, no matter what it is or where located. Wherever mail is delivered, I do it. I sell, lease, or rent real estate, farms, residences, store buildings, mills, factories, lumber or coal yard, stock of goods, any kind of business, or any other property, and two stamps for my trouble. If you want to, send for **FREE** copy of **BARRON'S MONTHLY BULLETIN**. It is full of bargains.

A. M. Barron, South Bend, Ind.

\$150 EVERY MONTH Selling the most popular and useful article for daily use in every home (city or country). Factory, bank, business concern, sells like wildfire; millions will be sold; a necessity that will sell in every territory near and over again; to show is to sell. **AGENTS** Wanted, men or women. Sample 10 cents; return back if you say so. Write quick for exclusive territory. **ZENO M. O. SUPPLY CO., SOUTH BEND, IND.**

Start Right With a Bright Light

The Royal Gas Co. are so positive that a Royal Gem Lighting System will please you that they offer a 10 day trial on the first order from your city. If the system is not what they claim it, same may be returned at their expense.

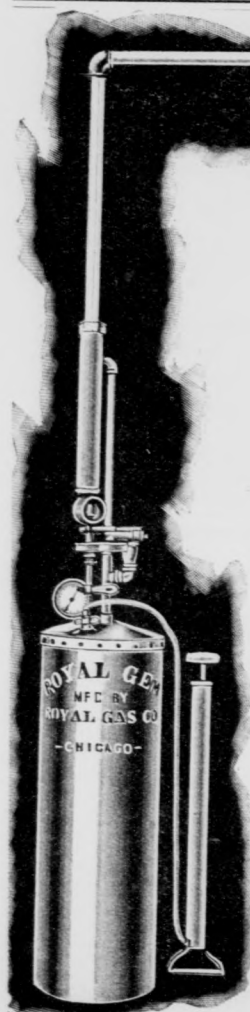
Our Special Offer

1 five-gallon machine; 3 single fixtures, oxidized; 30 feet of ceiling pipe and connections. The above all complete ready to put up only

\$30

The cost of running the above system only **10c** per hour for **1500** candle power lights. It will light a room 20x60 feet. Its light is as bright as an electric arc light. It is as simple as shown in the cut. It can be operated by a boy. **It is guaranteed.** When ordering state height of ceiling and size of room.

ROYAL GAS CO., 197 and 199 West Monroe Street, Chicago, Ill.



what you think of it. They have asked me to represent them in this part of the country and if you asserted that the new flour is better than the other that would settle the matter so far as we are concerned. Could I send some over this morning?"

"Why, Mr. Rutledge, I hardly need tell you that I am flattered and, of course, I shall be glad to try the flour. Is the price the same as the other?"

"Yes—only you understand that the bag sent will cost you nothing. I noticed that your last order included some of those seedless raisins. They went off like hot cakes, but we've just opened up a new invoice and they are better than the last. Would you want some of these?"

"I'll come and see them. I don't see how they could be any better than the last I got."

"Good again!" exclaimed the grocer to himself, and told Central to give him 553. "Now if I can make this next one come to time I shall have done a good week's work before nine o'clock.—Is this 5-5-3?"

"Shure."

"Will you please ask Mrs. Merryweather to come to the 'phone?"

"I will thot."

"Mrs. Merryweather, did you find those canned goods all right that you ordered last week? This is Rutledge, the grocer."

"Indeed, I did."

"Well, I have a new lot and the shipper says they discount anything he has sent yet. Sha'n't I send you over some?"

"Yes, but I was coming down town with the carriage this morning and I'll stop in to see them. If they are really better than the others I shall want more of them."

"There, now if things work out as I want them to, I am going to get a bit of first-class advertising this morning and it will cost me only the wholesale price of a sack of flour. If that Porter-Mathews rig comes around, and I guess it will, the folks in that neighborhood are the same as fixed. If it should so happen that the Porter-Mathews and the Van Stahl coachmen should drive up at the same time there will be a sensation; and if Queen Merryweather should drive up before the other two get away, wouldn't that be enough to jar the continent! With those three on my list as steadies, the rest will take care of itself; only, from this time on, the number of 'occasionals' in this establishment is going to be 'nit.' With these three that I'm going to 'nail' to-day, the latter are going to be a minus quantity in a mighty short time."

The rest is the old story of the pig's going to market: "The rope began to hang the butcher—the pig began to go." The clerks in the Up-to-Date Grocery had hardly got things where they wanted them when up came the Porter-Mathews span in fine style and half of the crowd on the sidewalk either stopped or walked slower to see the mistress of the grandest house in town alight and, purse in hand, walk into that grocery. She was hardly inside when up drove the Van Stahl equipage and the little lady was soon exchanging her pretty German accent for the would-be French one of the Mrs. Porter-Mathews, each of whom soon became interested in the goods she was ordering. They had hardly begun when the "Queen" came in; and that Rutledge so pleased them and so managed that when they separated this fact

was fixed: They had stopped being "occasionals."

All this took place some ten years ago and when, the other day, a reporter came along asking Rutledge to what he attributed his remarkable success, he told him the story I have written, and wound up with this sentence: "The grocer who can make 'occasionals' into steady customers is the one who will make soonest the biggest pile."

Richard Malcolm Strong.

Recent Business Changes in Indiana.

Converse—Agness, Smethurst & Co., druggists, have dissolved partnership. The business is continued under the style of Agness & Smethurst.

Garrett—Milliken & Clark succeed Isaac B. Milliken in the drug business.

Hillsboro—Lough & Holland, furniture dealers and undertakers, have dissolved partnership, Holland, Walker continuing the business.

Liberty—Creed & Bond, department store dealers, have discontinued business.

Liberty—Bond & Hughes succeed C. E. Hughes in the dry goods business.

Martinsville—J. W. Vandiver has taken a partner in his grocery business under the style of Vandiver & McFarland.

Medora—Hinderlider & Co. continue the general merchandise business formerly conducted by Hinderlider & Hughes.

Morocco—C. B. Holley has purchased the hardware stock of Fred W. Schmal.

Wabash—Smallwood & Steele succeed Smallwood & McDonald in the general merchandise business.

Good Linen Trade.

Spring purchases of linens are good. It is pointed out that crashes intrinsically are the cheapest goods on the market. The medium and low priced lines have been affected some by fights between the larger interests. Northwestern retailers are buying better of most linen lines than ever before. Mercerized damasks are taking well in many markets.

Helping Things.

Mr. McCall—Good evening, Bobby, is your sister at home?

Bobby—I don't know. I heard her tellin' ma she expected a proposal to-night, an' if you ain't the feller I guess she ain't home.

Expansion in the West.

Increased trade with the Orient and wonderful commercial activity are 1903 features along the Pacific coast.

Only \$33 Chicago to San Francisco, Los Angeles, Portland, Tacoma, Seattle, and many other Pacific coast points, February 15 to April 30, 1903.

Via Chicago, Milwaukee & St. Paul and Union Pacific line. Three through trains daily. To the Northwest via this route, or via St. Paul.

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

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.

A RUBBER STAMP

with fac simile of your name for only

\$1.25

Why sign your name to thousands of letters when the above will answer the purpose and save TIME and MONEY?

We manufacture Stencils, Seals, Checks, Plates, Steel and Brass Dies, Automatic Numbering Machines, Check Perforators and Sign Markers. Send for our price list now.

DAVID FORBES

"The Rubber Stamp Man"

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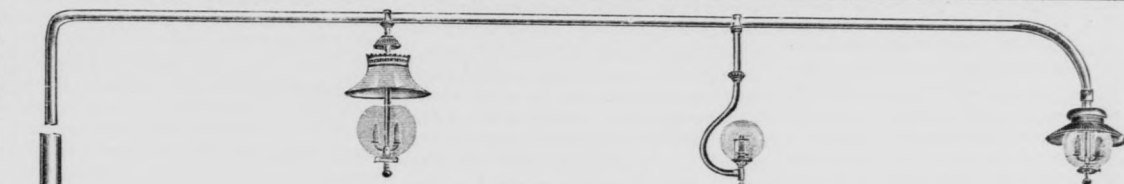
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know that there is nothing that helps more to make a store attractive and a business profitable than GOOD LIGHTS. Now, if there is a light which is the brightest, steadiest on the market and, at the same time cheaper, safer and easier to take care of than any other light made, don't you think it would be a good investment for you to have that light in your store?

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manufactured by the Incandescent Light & Stove Co., of Cincinnati, Ohio, is the FIRST and BEST Gasoline Lighting System ever manufactured. It is inexpensive, absolutely safe and gives a wonderfully brilliant light. The above cut shows the generating machine and our three leading designs of fixtures. The one on the right is the outdoor Arc (1,100 candle power). The one in the center is the inside single fixture (500 candle power). The one on the left is the inside Arc (1,100 candle power). If you will drop us a postal we will gladly tell you more about this light. Supposing you do it now before you forget it.

Dixon & Lang
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P. F. Dixon
AGENT FOR INDIANA



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

E. A. STOWE, EDITOR.

WEDNESDAY - FEBRUARY 11, 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 February 4, 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 seventh day of February, 1903.

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

THE WEAKEST OF WEAK SISTERS.

There is one class of man who is more to be pitied than the general run of men. He is the man who accounts his position to his friends or his clubs or his surroundings. The individual who is known as the son of his father has a certain sort of individuality, although this individuality can not exactly be called enviable. Some men are known for their possessions, whether horses, lands or houses, and through these acquire an individuality. Their horses gain prizes, as do their dogs. Their lands yield rich crops and their houses make pleasant places to visit. However, the man to whom especial reference is made is he who, having no self-earned possessions, relies upon outsiders to weigh down his light balance.

When a man is heard to speak about Charley Whateverbisnameis, or Tommy Thumb, because both these men are known and belong to clubs, presumably exclusive, no man will make a mistake if he comes to the conclusion that the talker has no individuality and is a weak member in the Great Sisterhood of Weak Sisters. Sometimes a man of this stripe is amusing because his ingenuousness is of that quality which creates a smile, pitying or otherwise. Unhappily, the man who frequently arouses the pitying smile often arouses contempt. He is not the object solely of masculine pity, for women are as keen to notice the want of individuality in a man as is a man. There have been often expressions of surprise why certain men were favorites with women. They have neither the graces of mind nor of body. They are brusque and deliberately rude; still these men have friends among women, and often have the devotion of women who are superior among superior women.

The riddle is not difficult of solution: That man has individuality and force. He does not rely upon a name of a friend to give him a lift, as it were,

in the good opinions of people. He knows that he can stand or fall by himself, and is conscious of the fact that he is, himself, his own tower of strength; that he certainly must have force or individuality.

There is no weak sister about this creature, although he is often an uncomfortable companion, even if a good friend. Young men who are casting themselves into the social vortex should remember that if they wish to be stamped as not belonging to the Weak Sisterhood they should never use a powerful friend's name unless warranted by the occasion—a safe plan which all men should follow.

It is an old and much mooted question whether or no that style of misrepresentation or prevarication sometimes called a white lie is ever permissible. It resolves itself into the old contention as to whether the end ever justifies the means.

An instance which serves to revive the query occurred recently in Chicago. Dr. Frank Gunsaulus, while preaching to his immense congregation in the Studebaker theater, noticed that the place was filling with smoke and, thinking the building to be on fire, he paused in his sermon and, asking his hearers' pardon, said he was suffering from an injury to his hip and found it impossible to continue, adding: "Kindly pass out at the conclusion of the benediction and proceed to your homes without the usual closing service." The people were somewhat astonished, but not alarmed, and they filed out the building without confusion and later learned the truth. If Dr. Gunsaulus had told them the building was on fire there would have been a panic and some incident injury, if not loss of life. There was no real truth in the statement that he was suffering from any hip trouble. That statement was made simply to allay suspicion and avoid danger. What he did was very thoughtful and level-headed at least in the worldly sense. Now there is a lively discussion going on as to whether or not the course he took was justifiable.

If the United States does not proceed to build the biggest and best navy in the world it will not be the fault of our alleged friends in Germany, who are so eager to flaunt their naval power in our faces. While all the while declaring they have no ulterior purposes the Germans are constantly doing things that irritate and offend. It would be well if the German government would act in accordance with Chancellor von Buelow's declarations that "rudeness is not dignity," and that "business need not necessarily be transacted with bad manners." These are fine words, but they are not accurately descriptive of German behavior.

What ails Ireland? Poverty principally. Recent statistics show that the average income of an Irish peasant family of five members is \$125 per annum, after rent and taxes are paid, or \$25 for each person. There are over 2,000,000 persons living on that \$25 annual income. Those who can escape from it emigrate, but there are comparatively few who can escape unless assisted either by some society or by friends in America or elsewhere.

There are three classes of people in the world: Those who go ahead and do things, those who wonder why something is not done, and those who criticize whatever is done.

WHEN WOMEN DRINK.

That many society women drink ardent spirits, and sometimes to excess, is a well-known fact. They have many opportunities for indulgence in this form of dissipation that the men do not imagine exist. Of course, the society woman does not "drink" in the sense in which the hag in the slum and the bibulous cook do. She is too careful of her sylphlike figure and of her porcelain skin to indulge in much champagne, and she has enough to make her nervous without whisky, but what she does take is a sip of liquor here and a tumblerful of Madeira there and a drop or two of cognac in her coffee after luncheon, and maybe a cocktail to give her an appetite for dinner. This all counts up at the end of the day, and after a while madam feels the need of her little fillips and encouragers in order to enable her to carry out the exacting routine of her busy social life. She does not realize she drinks. But stimulate she certainly does.

Living, as she does, in an electric atmosphere and under highly unwholesome and artificial conditions, with nerves always strung to the highest state of tension and ever looking out for some new form of excitement, it is almost inevitable that artificial stimulants should be resorted to in order to enable the jaded human organization to meet the excessive demands that are made upon it. From morning until night, and often through the night as well, there is one long round of worry and excitement.

The demands of fashionable society are so exacting that even the simplest things become either fatiguing or exciting. The mere act of dressing, for instance, which has to be repeated several times in the day, makes a severe call upon the strength of a delicate woman, even if she has a clever maid to assist her, and after having been laced into her armor of satin and lace and had her head coiffed elaborately she is too tired to go out without having recourse to a nip of cognac or cordial to brace her up and give her courage to face the world with the stereotyped smile of amiability expected of her.

Then there are the ordeals of shopping and trying on. Standing on high heels and in a tightly laced corset—straight-front hygienists notwithstanding—to have a heavy velvet gown fitted in a superheated room is an ordeal that would cause most men to topple over and faint. But the poor fashionable lady has to stand it and perhaps drive off to pay a half dozen calls after she has been dismissed by the dressmaker. But the dressmaker knows the psychological moment when the customer is just on the verge of fainting or hysterics, and comes forward with an offer of a glass of Benedictine or the "finest drop" of green Chartreuse, and her fair customer finds it so grateful and comforting that on her next visit she looks out for it as a matter of course, and in a short time starts a bottle in her own room, if she has not already done so.

The high-sounding names of the various expensive liqueurs have such a distinguished ring about them that it never occurs to the lady who is consuming them that she "drinks." Some women delude themselves still further by drinking eau de cologne or some other perfume on the assumption that a pick-me-up of this kind is quite harmless, whereas, if anything, it is more deadly than the other.

Of course, it is not suggested for a

moment that all women who have recourse to this kind of thing go the length of making themselves intoxicated. But they do often get as far as acquiring a color and sparkle in the eye and a style of conversation, all of which are quite foreign to their real nature, and the effect in the long run is bound to be unmanageable nerves, if nothing worse.

REVIVAL OF SAIL POWER.

A few years ago it looked as if the sailing ship was destined to disappear from the ocean altogether. The percentage of steam tonnage compared with sail had become so great, and the number of new sailing vessels added to the world's fleet was becoming gradually so small that the passing of the old "wind wagon" seemed measurably within reach. Now, however, sentiment has apparently changed, and there has been some revival of sailing tonnage, not in the shape of the beautiful old clipper ships of the thirties and forties, but in the much more economic and substantial form of great six and seven-masted schooners, with displacements of more than 5,000 tons, and great steel-hulled, four-masted, square-rigged ships, ranging from 2,000 to 5,000 tons. These immense freight carriers, with steel spars and an immense sail spread, handled largely by mechanical means, can be operated so cheaply that for many classes of freight they have been found to be much more profitable than steam vessels, particularly for long voyages where fuel is scarce and expensive, and where, as a consequence, freight rates by steam tonnage would be practically prohibitive.

In 1900 only 2.2 per cent. of the new tonnage constructed in Great Britain, where two-thirds of the annual output is accounted for, was sail tonnage. Last year the per cent. reached 5.6. As many as a dozen four-masted steel sailing ships were turned out of British yards, each ship being of greater tonnage than 2,000 tons. France during the same time constructed twenty-eight sailing ships, averaging 2,600 tons each, while Germany constructed even larger ships, one being a five-master of 5,080 tons displacement. The biggest sailing vessel ever built is accredited to this country, in the shape of a seven-masted schooner, which displaces 5,218 tons.

Should the price of fuel continue to increase and the wages paid engine-room crews constantly grow as at present, the tendency to revert to sails will grow stronger from year to year until a fair proportion of the modern tonnage will again be of the sail type.

THE GRACE OF CONTINUITY.

Mr. Harvey J. Hollister, who is always "happy on his feet," was never happier than he was on the occasion of the anniversary of his reaching the fifty year mile post as a banker, when he uttered some truisms suggested by his long and varied experience which are worthy of preservation for all time to come. Among the hints thus thrown out was the following reference to the virtues of continuity, which every business man would do well to paste in his hat:

If I had a word to say to the young men to-night, it would be this: Seek to become connected with good men and, another thing, I believe there is such a grace—it may not be called a Christian grace, but I believe it is one of the graces—the grace of continuity, continuousness. Do not get discouraged because things do not go right. Stay on, stay on, plod on for the time being and the reward comes.

SOUTHERN UTAH==WASHINGTON AND IRON COUNTIES

Their Wonderfully Rich Mineral Deposits Being Rapidly Developed. Great Future, Etc., Etc.

For the benefit of those now interested and for those who may hereafter become interested in THE BRUNDAGE MINING AND REDUCTION COMPANY, we give herewith some of the inside history of the company's property, touching also on Washington and Iron counties, Southern Utah, a section of the State heretofore neglected, but which has been rapidly coming to the front the past few years in the discovery and developments of its wonderful mineral resources.

The more THE BRUNDAGE MINING AND REDUCTION COMPANY develop their property, the more it is demonstrated as a fact that Mr. Brundage struck a snap when he got hold of their property at SILVER REEF at the time he did.

There have been some wonderful developments in Southern Utah the past two years, and there is no question but that it is on the verge of a boom that will develop immense riches for those who are becoming interested in mining properties in that richly mineralized country contained in the counties of Washington and Iron in Southern Utah.

This company has eleven mines, three water power mill sites, and a five-stamp mill. Their Barbee mine sold at one time in an early day for \$80,000.00, their Walker mine for \$60,000.00 and their mill could not be replaced now for much less, if any, than one-half the company's capitalization. The company owning this property in an early day operated it for about two years, just enough to get the mines nicely opened up. The miners went on a strike, their Treasurer, in New York, skipped off to Europe with over \$100,000 of the company's money, leaving their account overdrawn with Wells, Fargo & Company's bank in Salt Lake. They attached this property, it was sold by the sheriff, and the bank took it in. It was idle a few years, then the Mormon bishop leased it and ran it as a custom mill, milling ore for miners who were leasers in adjoining properties, during this time, letting the mill get into a very bad condition.

Mr. Brundage was at the mines three months last year building over the mill, and it is now in fine condition, capable of milling 25 or 35 tons of ore daily, \$28,000.00 was expended on this property last year.

Very soon after Mr. Brundage secured this property from Wells, Fargo & Company's bank, other parties were after it and sixty days after this it could not have been bought for \$50,000.00. We get Warranty Deeds for this property. These two mines control 2,714 feet of the apex of the ore vein.

Their Jumbo and Wonder mines were worked nearly three years by the Leeds Company. The mill they had, we are told, was a good one for those days, but was very poorly managed and did not run continuously. When the big miners' strike came on their mill was destroyed and the company went out of business. These two mines were not patented property, were worked as claims, which were afterward re-located by other parties, miners, who kept up their assessment work as required by law from year to year, taking out at times, in a crude way, a little ore for the Bishop to mill, to pay him for their accounts at the store.

We have surveyed the Jumbo and Wonder mines, and all of the proceedings and papers are correct, have passed the Government Land Office at Salt Lake, and have been forwarded to Washington. With these are also papers for our Jumbo and Wonder Water Power Mill Sites. We will soon have our deeds from the Government.

The Jumbo and Wonder mines control 3,000 feet of the apex of the ore vein, making in all 5,714 feet of the apex of this reef owned by THE BRUNDAGE MINING AND REDUCTION COMPANY, with titles perfect.

This company owns seven other mines or claims, which are fully described in our thirty-two page illustrated prospectus, which we send free on application.

This mining camp of SILVER REEF was in operation for about fifteen years, from 1872 until 1887, and it is said \$20,000,000.00 of bullion was shipped during these years. SILVER REEF was a town of 1,500 miners. It was very expensive operating there in those days, with steam as a motive power, coal and wood very costly, and then, too, they were 300 miles from a railroad; everything had to be freighted overland. Now we are eighty-five miles from a railroad, with daily stage, costing us \$1.50 to ship a bar of bullion, valued from \$600.00 to \$700.00. The valleys are now settled with farmers wherever they can

irrigate, one settlement within a mile of our camp, another five miles, so the necessities of life are in sight and at hand.

The development of Southern Utah, the past few years, shows that the mineral resources of that country are simply "wonderful." Overlooked, as it seems to have been all these years, it has, the last three years, been coming to the front with rapid strides.

To the south of SILVER REEF, near the Utah-Arizona line, are the great copper mines of Grand Gulch, where eastern capitalists are now pushing the developing of the mines and building large smelter plants. There are also great salt deposits mined out of the mountains like so much rock. The salt we use in treating our ore comes from these mines, delivered to us by the ton.

West of SILVER REEF is what is known as the "State Line" Mining District, which has attracted a great deal of attention the past year on account of the satisfactory dividends being paid to stockholders by the companies operating the mines of that district.

Just over the line, in Nevada, is the old Peoche Mining District, like SILVER REEF, one of the "wonders" in the early days, it was abandoned, has been opened up and is working again.

A company from Denver, in 1901, bought up 100 of the old mines of Peoche, paying \$10,000.00 a mine in cash, and are now working them and shipping ore to the smelters.

We consider our eleven mines worth more than \$10,000.00 each, say nothing of the value of our three water power mill sites and our mill.

At Virgin, east of SILVER REEF, oil discoveries have been made the past year; development work is now being pushed forward with very encouraging prospects.

At Iron Mountain, north of SILVER REEF, are some of the greatest iron deposits known in this country. The Colorado Iron & Fuel Co. are developing property there and are expending large amounts of money. One company from Pennsylvania have options on properties at Iron Mountain for which they are to pay \$2,500,000.00. Cincinnati capitalists have forty to fifty claims that they have been prospecting the past two years, have now organized a company and are pushing the developing of their property.

Near Cedar City are mountains of coal.

This country is now soon to be opened up to the outside world by two new railroads, the Salt Lake, Los Angeles and San Pedro, running from Salt Lake to the Pacific coast, known as Senator Clark's road. What is more interesting to mention is the extension of the Rio Grande and Western, part of the Gould system, from Marysville down through the Parowan Valley, passing the immense coal deposits near Cedar City, the iron interests at Iron Mountain, thence south, their survey running within a mile of THE BRUNDAGE MINING AND REDUCTION COMPANY's property at SILVER REEF, taking in St. George and the Grand Gulch copper country, following the valley of the Virgin River out the southwest corner of Utah, connecting with the Santa Fe at Manvel in Southern Nevada. The distance from Marysville to Manvel, 366 miles, is the link that completes the Gould Trans-Continental line, connecting the Atlantic with the Pacific.

That Southern Utah is entering a period of a great and wonderful boom is beyond the question of a doubt, and THE BRUNDAGE MINING AND REDUCTION COMPANY have property interests that will surely be greatly increased in value many times their capitalization within the next two or three years. Stock at \$1.00 par value now will be worth \$5.00 three years from now.

Remember that this company have no watered stock; never have had any. Buying stock at par now is getting in on the ground floor.

Do not be so foolish as to pass this by if you are able to buy stock, whether it be a large or small amount. Men of good, sound business judgment are buying this stock, and why shouldn't you? When this block of treasury stock is sold there is no more to offer.

We have a thirty-two page illustrated prospectus, giving description and views of the company's property. A one-cent postal card will bring you one.

Now, do not overlook this fact—that THE BRUNDAGE MINING AND REDUCTION COMPANY give you, with each certificate of stock, a positive guarantee that you will get 12 per cent. dividends for the next two years.

Brundage Mill Running---Silver Reef Coming to the Front by a New Company

From R. C. Lund, member of the State Land Board, who came up from St. George Thursday evening, it is learned that the Brundage Mining and Reduction Company, operating at Silver Reef, now has its reconstructed mill running regularly and with most gratifying results. Mr. Lund was at the camp about ten days ago, when he found everything moving nicely. The plant has now been in commission about a month and the start indicates that the company will make nice money during the year.

The Brundage Company own ten properties in the old camp, including the famous old Barbee and Walker claims; have a nice mill, perfect water rights, etc., and with all the preliminary undertakings rounded out, are now on the high road to rebuilding the fame of that almost forgotten early-day bonanza district.—Salt Lake Herald.

The officers and nearly all the stockholders are prominent business men of Cleveland. This company is now on a dividend paying basis, are guaranteeing 12 per cent. dividends, 1 per cent. a month, for the next

two years. That this guarantee may be bona fide and beyond a question of a doubt in the mind of anyone, The Brundage Mining and Reduction Company have arranged with the Central Trust Co., of Cleveland, and deposit sufficient funds whereby the Central Trust Co. endorse every certificate of stock, making the guarantee good.

There is a small block of this stock left and when sold the company has no more to offer. This company is capitalized for only 100,000 shares of \$1.00 each, which is very low for the amount of property the company own. Just think how much better show you have where earnings are divided between 100,000 shares than you do where they are divided with two or three million shares, as most mining companies are.

Do not be foolish and let this chance go by if you want to make an investment, either large or small, that will be satisfactory and one that you will enjoy having. A postal card will bring you a prospectus giving illustrations and descriptions of this property.

The Brundage Mining & Reduction Co.,

General Offices Room 1327 Williamson Building,
CLEVELAND, OHIO

Dry Goods

Dress Goods Selling Well All Over the Country.

New York, Feb. 7.—Spring trade in dress goods will surpass that of last year in volume.

The retailer who placed his orders in the fall for practically all the goods needed can now reap the benefit of his foresight, as prices to-day are practically from 10 to 15 per cent. higher than they were during the fall buying. Advances have been made on the raw material, especially in worsted yarns, which are scarce and reported as extremely hard to secure in suitable grades. Wool has advanced and continues to show an upward tendency, and will undoubtedly cause a further advance in manufactured materials. The present season has been termed by many "a cream season," the demand running largely to creams and whites.

The trade here is but a reflection of the conditions in every part of the country. Reports received here show that the West and especially the Northwest, are having a good dress goods trade. The head of one of the large dress goods concerns says:

"We are prepared to state that we have accomplished, already, a spring business in lightweight fabrics, the demand for which has been incessant through the entire winter months. This demand naturally increases as the spring months begin, when lightweight fabrics comprise a large proportion of the dress goods demand. The favorite of these sheer fabrics is voile, followed closely by silk and wool crepes, etamines, bison suitings, rifle cloth and goods of like nature. The voile weave performs other duties in many respects, taking its shape in novelty designs, such as boutonne carreaux, etamine dentelle, voile melange, voile pompador, ara-novette, comprising Scotch plaided effects, green and blue predominating over shot, with bourette yarns, voile meteor, croise, pointelle, and many other novel features. Following these lines mohairs have been a prominent factor in the spring demand; from plain weaves of mohairs and sicilians of every quality, these fabrics have been made in such effects as mohari prints, mohair metallics, Leno, Pekin stripes and nubs. There are many features in the dress goods business built upon staple groundwork, the foundation being prunella, batiste, granite, amure, etc. Relating to piece-dyed work, these are not only sold successfully in their respective positions, but novelties also are the outgrowth of these fabrics, obtained by supplying corded effects, raised nubs and a general diversity, bringing them into the category of fancy styles. These have been much demanded, as have also a general range of fancy dress fabrics. Blacks have occupied a place no less conspicuous than colors, and the demand has been in general for the same character of work, except that we have found our wide-range grenadines and other fancy features exceptionally strong. As to future predictions, as the season advances buyers can be assured of much stronger conditions in the value, and, not only the value of such merchandise as will be demanded, but they will also find an actual shortage in the supply."

In all of the large dress goods department extensive and attractive lines are being shown for the spring season. The offerings comprise in part 27 and 38-inch metallic waistings and mohairs, in cream and colored grounds, mohair melange and plain and striped zibeline mohairs. In sheer goods, bourette voiles, mistrais, plain and fancies, sanglier, plain and corded batistes, half and all-wool challies; also an extensive line in blacks, such as grenadines, voiles, crepe de chenes, mistrais and albatross. Lines of fancy mohairs, 36 to 50-inch suitings, granites, whip cords and prunellas; complete lines of staples; also full assortment of half and all-wool cashmeres and serges, tricots and 36 to 54-inch all-wool stockings. In French novelty waistings the line is most complete and decidedly attractive, while

coverts, venetians, meltons, kerseys and broadcloths are shown in endless array in all the popular shadings. Specials are being shown in broadcloth in the following numbers: 1003, 50 inch; 1002, 50-inch; 1001, 50-inch, and 35c 52-inch. Other specials consist of "Gilsey," 50-inch Venetian, "Averne," 36-inch "18," 54-inch granite "Queen" serges, double warp "superb," 38-inch Henrietta "Vesti," "Viola" mercerized waistings, "1030" 50-inch chevrot, "Palma" thibet, 54-inch "sterling" kersey, 54-inch (14-oz.) and silk stripe Bedford, 27-inch sheerstuff has been largely called for, with mercerized goods and broadcloths in excellent demand. Everything in the way of "creams" has sold readily.

The head of one of the large houses says: "In the orders coming to hand we find that a great many thin goods, broadcloths and venetians have been sold. Batistes have also moved well and a great many mercerized cotton waistings. One reason for the steady increase in demand is no doubt the fact that prices will be higher. Many large manufacturers have already advanced prices from 5 to 15 per cent., and the consensus of opinion is that prices will be still further advanced. The percentage is less in wool goods and more confined to worsted, the scarcity of fine yarns suitable for worsted goods and the increased demand being mainly responsible. Australian wools have gone up, and fine worsted yarns used in the manufacture of the better class veilings have almost disappeared from the foreign markets, which will undoubtedly cause a great shortage of foreign veilings in this market. Cream goods of all descriptions, from veilings to broadcloths, are selling very rapidly. Cream mohairs are decidedly scarce and in great demand. The market is going up and anyone who can buy goods at old prices should do so. We have made our preparations, and will continue all this spring at old prices and will let the future take care of itself."

Another house which lays stress on the advancing tendency of the market says: "In the foreign end the largest sales have been on novelty voiles, etamines, eoliennes and boutonne. Next to these have been black etamines, voiles, twine cloths, eoliennes and batiste; also, albatross and batiste, in colors and blacks. Colored and novelty mohairs have also been exceptionally good. Dentille riche, composed of silk, cotton and mohair, and zibeline mohairs. We are showing a large line of high grade novelties in mercerized waistings to retail at 75c to \$1.25, whites and creams predominating; also novelty styles, both in plaids and stripes. These goods are equal to silks in appearance and are taken in preference, being washable and their wearing quality exceptional. Colors in demand are navy blues, creams and blacks, more creams and blacks being sold than ever before. Prices are positively going to advance. Wools are anywhere from 10 to 15 per cent. higher than in the fall, and there is absolutely no getting away from the fact that the manufactured material will be higher."

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Grand Rapids, Mich.



White Overalls



will soon be in demand. The painter and paper hanger that is "on to his job" wants the good fitting kind—the kind that enables him to move in every direction with perfect ease. Empire overalls are of that sort. We have them with or without bibs and coats to match. You can sell them at 50 cents and make a good profit. Try the Empire.

Grand Rapids Dry Goods Co.

Grand Rapids, Michigan

Exclusively Wholesale

Take Notice

All cotton wash goods are going higher. Prints, Gingham, Shirtings, Cambrics, India Linons, Cottons, Etc. If you are in need of any of the above named goods order at once.

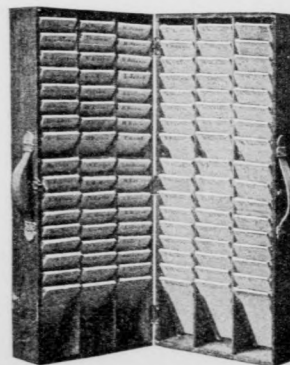
P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

P. S. All American prints will advance on Feb. 23. We will fill all orders at old prices up to that date.

A FEW POINTERS



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Wherein They Fail to Make Good Their Promises.

Written for the Tradesman.

It would seem from the announcements of certain correspondence institutions which teach advertising by mail that the woods are full of merchants who are lying awake nights because they can not find young men with the required amount of gray matter to take hold of their advertising and make it successful. According to the announcements of the advertising schools, the merchants are anxious to clutch young men by the throat and force them to accept from \$25 to \$100 weekly in salaries. It all reads well and serves to fire the ambition of the youth of the country, but is it true? Are the merchants of the country so eager to hire graduates of these modern institutions of learning?

In the first place, advertising men are born and not created by books and instructions from teachers. No man can become a good advertising man unless he is a good business man. He must have a level head. He must understand goods. He must be a shrewd student of human nature. He must know the ins and outs of business. Unless he possesses all these qualities he might better turn his talents in some other direction. There is more to the trade of writing advertisements than the mere knowledge of what styles of type look good together. There is something more in the art of getting the people than knowing what kind of a border shows off to the best advantage in an announcement.

True, instruction along the lines followed by some of these schools may have a tendency to help a young man in this line of work, providing he has the natural ability to start with, but to suppose that any school can make an advertisement writer of \$25 a week ability out of anybody that comes along is ridiculous. Such a thing is impossible.

I know of several persons who have taken courses in advertising through these schools, but of all these persons but one ever profited by the instruction, and this man had the natural advertising instinct. He had been studying previously while in a mercantile establishment. He had experimented with real advertisements, had watched the effect of his announcements, noted what results followed certain lines of campaign and, at the time he commenced taking the correspondence course, was a pretty good advertising man. All the remainder who took the courses found that they were as bad off at the end of their studies as they were when they began.

The full-fledged advertisement writer knows that the average merchant is a far different man than he is pictured in the advertisements of the correspondence schools. He knows that the average merchant does not believe in advertising. Such a statement in this day and age of the world may sound strange to the person not acquainted with the real situation, but it is true, nevertheless. There are but few merchants in any town or city who advertise to any extent. The mail school will tell the young man that it is because the merchants can not get men to write the advertisements. The man who has "been there" and rubbed up against these merchants will tell you a different story.

Not long ago I chanced to be talking with the advertising manager of one of the largest daily papers in Michigan. In the course of our conversation I asked him if he found any trouble in getting

the merchants to advertise, and he answered that the situation in the cities is much the same as it is in the small towns.

"They have to be educated to it," he said. "I can see but little difference here from what it is in the small town I came from. Of course, there are some here who realize that to succeed to any great extent they must use printers' ink, but the great majority when approached in regard to advertising kick and haggle and claim it does not pay, the same as do the little merchants in the country towns. It takes a long time to work up business even here where we have so many in business."

But the few who do realize that money spent in judicious advertising is money well invested are not looking for students with \$30 sheepskins as their only recommendations of efficiency. They want men who have been tried; men who know how to spend money in a practical manner; men who will not throw away their appropriations and get little or no return. They do not care a rap about diplomas and theory. They want to know if the young man can "deliver the goods." They want to know what he has done to justify their putting their business into his hands. It is dollars to doughnuts that the young man will have to show up something better than a correspondence school diploma if he succeeds in getting a \$100 a week job.

Many of these graduates presume to know it all when it comes to advertising. They think the old-timers who have been in the business and learned the ins and outs by hard knocks and real experience are a lot of back numbers. They think there is something mysterious about writing advertisements that the common run of men could never learn. They think an advertisement that is not set in the latest style type is no good, when the facts of the case are that some of the best pulling advertisements ever written have been printed in such outrageous style that good printers have blushed with shame when looking at the jobs. I do not say that this is often the case, but it has been so in many instances.

My experience has been that any merchant who has the desire to get a bustle on and advertise, that his trade may be increased, can write an advertisement. Advertising is nothing more than talking to the people on paper, and if a man has brains enough to have anything to say he generally can find words with which to say it. All merchants can not write advertisements. The fellows who forget about changing their advertisement from week to week are the fellows who have nothing to say. They do not care whether they advertise or not. A man's faith in advertising is mighty slim if he forgets all about his advertisement for weeks and weeks at a time. If he has any faith that it is a good thing he will see that it is done right. He will study it, plan new campaigns, seek for new ideas, and when he does this he will find himself in a pretty fair way to knowing how to write a good advertisement.

I doubt if there is any branch of business that is so much neglected as the advertising, but until the merchants of the country come to take more interest in it there will be no great calling for "expert advertising men." There is too much theory in the business now. What is demanded is men with ideas grounded on familiarity with the business world. When men come to realize that advertising that wins can be produced only by good business men there will be fewer failures. Theorists are too numerous already.

-Raymond H. Merrill.

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

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

Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

Full Cream Caramels,

Marshmallows.

MADE ONLY BY

Straub Bros. & Amiotte, Traverse City, Mich.

Clothing

How to Conduct Special Sales Successfully.

Basing the conclusion upon the experience of generations, the merchant follows the theory that the men who have not bought apparel up to the present time will not do so without special inducement. Merchants in every line, in fact, figure the bulk of winter business must be done before January 15, and that summer trade is practically over by July 4.

Doing business upon this basis, then, special sales and special offerings to buyers are the logical events during January, February, March and that part of April which can not be turned over into the spring season. In the cities the reduction in prices advertised in the great newspapers is the principal method of attracting attention of the buying public. But in the smaller cities and the towns, where the facilities for advertising are not so marked, the proposition assumes a more serious nature.

The species of special sales would fill volumes as large as the Congressional Records. There is no intention to name them. The red tag sale is a familiar one, in which red, the color of the auctioneer, pushes everything else into the background. The souvenir sale is another standby, tried by the service of many years. There is a long list of them that have been doing business for many years.

One of the best ideas for a smaller town, that worked to a charm in one of the Eastern States, is worthy of honorable mention. It requires a resident in a small town to appreciate the value of the suggestion. This special event was a carnation sale.

The flowers were obtained from the nearest city, at a comparatively small cost. When bought by the hundred, carnations are not expensive. The merchant gave a carnation with each purchase during the days of the sale. Those left over were distributed among the churches of the town on the Sunday following.

A hothouse flower is something to be nurtured in a country town. One who has seen the careful coddling of a weak geranium through many vicissitudes to its blossoming period may appreciate what a flower means. If he does not realize this, he will not appreciate the flower sale. He does not see its possibilities.

The most important part of the special sale idea, however, is the advertising. Without proper publicity and all that can be obtained through every possible medium, the sale can not succeed. The country weekly must be relied upon to a considerable extent, although circulation of the dodger aids the publication very much. Advertising must begin far enough ahead to have the sentiment aroused when the important day dawns.

It is the advertising feature after all that is a valuable thing in special sales. The clearing up of over-stock is desirable. But if true bargains are given the effect of the sale lives long after it has been closed. Just because the prices are cut and there seems to be an opportunity to get rid of some goods a trifle off color, it is poor policy to give customers anything that will not bring satisfaction. It is policy to have goods a little better than expected than to have them a little worse. It makes the friends in the end.

A Shelton, Conn., merchant, whose Christmas trade was sufficient to make

him profoundly grateful, adopted a novel scheme, rather out of the line of special sales, but in the advertising feature a good deal to the point.

Charles S. Deforest is a Shelton novelty dealer. He agreed to turn over to the local churches the management of his store for two weeks in January. There are six churches, the First Methodist, Congregational, Baptist Church of Christ, Church of The Good Shepherd, First Unitarian and St. Mary's Roman Catholic. These churches will take entire control of the store and divide profits during the fortnight they are in charge. Deforest has prepared for the rush by putting in a very large stock of goods.

His connection with the affair ended there, however. The churches provided the attractive young salesladies, while the pastors acted as cashiers. Sunday school children became cash girls. The churches expect to clear from this source more money than from six months of fairs and sociables. Deforest will gain in a measure that can not be estimated.

An undesirable feature of most special sales is the crowding of the stores. The wise merchant will provide clerks enough to handle his customers readily and will do everything in his power to accommodate the people who accept his invitation to buy at reduced rates. For it is really an invitation and customers should receive the same treatment that would be accorded visitors in the merchant's home. Sometimes this point is lost sight of. Success of a special sale, therefore, would seem to depend, first, upon the selection of a good scheme; second, upon the advertising of the scheme without stint; third, in the sale of goods that will attract trade in the future; and last, upon the treatment of the customers while they are in the store.—Apparel Gazette.

Show Cards and Signs.

High-class clothiers and furnishers of New York are in many instances using store signs made of artistically shaped scrolls or shields, which are wrought from heavy sheets of copper. The letters, which are from one-half to one inch in thickness, are either cast or sawed, and of brass or copper, and have a polished surface. Such signs are rich in appearance, but are rather expensive.

An odd style of inside window finish and signwork is being introduced. All of the woodwork is of hardwood—a light green with polished surface. The bottom of the show window has a platform, the front of which is beveled. On this bevel, in letters five inches high, is the firm name, painted in bright red with a black edge-line. Other colors are gold with a white edge-line.

Items mentioned in this department do not always meet with the publisher's views of chasteness, beauty or art, but give a detailed description of whatever is new and in use in signs or display cards.

Just now oilcloth signs are much in evidence. The announcements are much the same as heretofore. A few variations are noticeable: "Pre-inventory Sale," "Don't Miss It Sale," "Annual Push Sale." Black and red lettering on white is the vogue.

Another attractive Keiser street car sign displays an artistically posed figure of a man in evening dress. This picture is surrounded by a rococo border; the background outside of this panel is raven black, and the following lettering is snow white: "Wear a Keiser barathea tie with your evening clothes."

Another car sign is cleverly worded: "Stuttgart underwear wears so well you will forget when you bought it long before it is worn out."

Elder & Walker are showing white signs lettered in green. Here is the wording on one: "Ladies are better judges of men's hats than of cigars; so give him a hat."

The Semi-Ready Store ends all of its window cards, which are full of printed matter, with the following words: "You need not buy because you look, or keep because you buy."

Another of its signs reads: "Finished to order, ordered in the morning, home before night if you wish."

Thompson, the clothier, always has attractive signs. One of them reads: "The best way to command attention is to magnify values."

Rogers, Peet & Co. recently displayed this sign: "The shirts we regularly sell at \$1 are by no means regular \$1 shirts. These percales, for instance."

Some of the large shoe stores are displaying a hideous jumble of color mixtures on their window signs, which cheapens the effect of their window displays to an alarming degree. In two instances the managers said that this method seems to bring the after holiday trade into the store.

Script lettering, when properly executed, makes one of the most attractive and neatest signs. Few card writers can do this work properly. They will be much in evidence this spring, so we are informed by Binger, the show card king.

It is an uncomfortable sensation to find some other man's initials in your umbrella.

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



Copyright by
David Adler & Sons Clothing Co.

**New
Styles
for
Spring
and
Summer
Now Ready**

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
prepaid express to merchants.**

Write at once.

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



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

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

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

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

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

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

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

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.

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.



PAN-AMERICAN GUARANTEED CLOTHING

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

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

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



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

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

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

WILE BROS. & WEILL
BUFFALO
N.Y.

WEIRD CHIROGRAPHY.

Peculiar Contractions Which Sometimes Puzzle the Merchant.
Written for the Tradesman.

One stormy winter morning a fur-clad man whose coat was covered with snow and whose beard and mustache were frozen stiff handed in the following order with the request that it be filled at once so that he could take the goods back with him as soon as his team was shod:

Mr Lee Sir i wont this things of
murcheandas for me an obleag
carcean 5 g
sp tebeacco 2 p
smokean 1 p
shugear 1 \$
soces woal 1 p haei is
cearzae pance foll cloeath 1 yz
cinemeant
peaper
colt
east
beacean 3 p
ot meal 10 p henry Elleat

"So this is from Elliott," was my mental comment, as I glanced over the list and my eye caught the signature. We had sold him lots of goods, but it had so happened that his orders had heretofore always been verbal ones. Yet we are accustomed to struggle successfully with all manner of wierd and peculiar chirography and did not in the least fear being "stumped" by this. So I said "all right" to the teamster and told him we would have the goods ready for him as soon as he could possibly want them.

Then began the wrestle with the manuscript.

You to whom the above looks easy in print should remember that the writing itself was done by an uneducated man; one who is more accustomed to the use of an axe than a pen and whose hands have been trained to the felling of trees and the building of crossways through tamarack swamps rather than to the forming of "pot-hooks and hangers" with the frail implements of the writing master.

The order was a veritable scrawl.

"What do you make of this?" I asked Du Bois, who had once worked in the Battle Creek postoffice and prided himself on the fact that he could read and speak five different languages and make some progress in three or four more.

The young man reached eagerly for the paper and began to read aloud. The words dropped fluently from his lips until he struck the fifth item. Then he hesitated a moment, wrinkled his forehead into an ominous scowl, backed up like a locomotive preparing to buck a snow-drift, pulled the throttle wide open and repeated: "Kerosene, five gallons; Spear Head tobacco, two plugs; smoking, one paper; sugar, a dollar's worth; soces — sauces — sausages — maybe it's some sort of sausage. It says one pound. What do y-o-u think?" and Du Bois sighed despairingly.

"I'm asking you," said I.

"Give me a little time," he pleaded. "I deciphered the Anderson cryptogram that had the Chicago police guessing during the winter of ninety-eight and nine, and this ought to be easy compared with that."

"What about the next item, then?" I asked, as with wrinkled brow and abstracted air he began to scoop granulated sugar into a red sack.

"Kersey fulled cloth for pants," he announced promptly. "The only question about that item is the number of yards. It might be either one or two, but for a guess I should say a yard and a half."

"What makes you think it's a yard and a half?" I queried, curious to know how he had arrived at the conclusion.

"Well, it is only a guess, but I think he meant to write '1½,' and the characters that appear to us as 'y2' looked to him like '¾,'" answered Du Bois, illustrating his idea with a lead pencil.

"I presume you are right," I answered. "At any rate we'll take chances on it. Now, what about the rest of it?"

"Oh, the balance is easy enough. Cinnamon, pepper—of course we haven't the colt—but we have the yeast, bacon and oat meal. I should say that he wanted three pieces of meat; three pounds would hardly be enough for him."

"Then you think he doesn't want a colt?"

"Na-a! What have we to do with colts? We don't run a stock yard and he knows it. Maybe he wants some medicine for one, though. Wonder how a bottle of colic cure would answer?"

"We'll ask the driver when he comes along. He may be able to throw some light on the subject; but what bothers me is that fifth item."

"Lemme see it!" demanded Bud Dollibar. Bud is the junior clerk, and both his speech and his manners are often rude and abrupt. He is trying to improve himself, but makes slow progress, for most of his life has been spent in a disadvantageous locality.

Bud looked at the item in question and shook his head. "Hain't no sense to it," he announced with decision. "Hen tracks onto a mud-bank'd be a newspaper to it," said he.

I re-read the order carefully. That fateful fifth item haunted me like an unwelcome spectre. "Soces woal 1 p haei is," I repeated. Elliott seemed quite prolific in the use of the letter p. It was his favorite symbol for the designation of quantity. If p stands for pound, for plug, for paper and for piece, why might it not with equal propriety represent some other, as yet mysterious, standard of measurement? Why not, indeed? P might stand for "peck" or more likely for "package," and "woal" was probably "wool." I wrote the line as far as I thought I understood it. "Soces wool one package haei is." Then I called the attention of Du Bois to my labors.

We are headquarters
for

Tank Heaters and Feed Cutters

Write for list and prices.

Brown & Sehler

Grand Rapids, Mich.

JOSEPH SHRIER

193-195 Bank St., Cleveland, Ohio

Manufacturer and Jobber of

Hats, Caps and Straw Goods

GLOVES AND MITTENS

Our Line of

FALL AND WINTER Caps, Gloves and Mittens

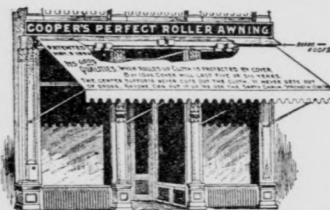
Is now complete and ready and like that Hat Line is "Just Right." Will give our personal attention to all duplicate orders. Write us or

Fred H. Clarke, 78 Woodland Avenue

Michigan Representative

Detroit, Michigan

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

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."

He did not seem especially pleased, for he had been figuring on it himself. "You're pretty fair for a novice," said he rather ungraciously, "but you are off the scent. That p stands for pair and I know it. That 'is' on the end of the line means 'ones.' Now see what I make of it: 'Soces wool one pair, haei ones.' Now what have we in wool that goes in pairs? Socks, of course. To be sure, we have other things, but socks is what he wants. What kind would he naturally buy in December? Why, heavy socks. Therefore you can fill the order like this: 'Socks wool, one pair heavy ones,'" and Du Bois looked at me for a moment in his unpleasantly superior way, and then went to wait on a customer.

"Heavy ones," I repeated, running the matter over in my mind. "I don't believe that's it. Heavy socks are all right, perhaps, but I'll bet he meant something else."

"Hycinth, my boy," said I, suddenly addressing Du Bois by his first name, "don't you think that instead of heavy socks Elliott might have wanted high ones?"

Du Bois looked at his slip containing the fateful line and I saw confusion stamped upon his erstwhile haughty countenance. "Maybe it is," he answered meekly.

After a while the driver returned and we asked him what kind of horse medicine we should send up for the colt. You see, we took it for granted that we had guessed out the meaning of the order.

"What colt?" asked the man.

"Elliott's, of course."

"He hain't got no colt," was the reply, "not unless ye mean this team of skates I got with me, and the youngest of them would vote if he had his rights."

So we sent the rest of the things, thinking our customer had gotten us mixed up with a veterinary pharmacy, and gave the matter no further thought.

A day or two after that Elliott came down in person.

"Why the Dickens didn't you send up m' salt with the teamster?" he asked with some warmth.

The light of inspiration broke in upon my mind.

"How do you write 'salt,' " I asked.

"How do I write it? Do yub mean how I spell it?"

"Yes, that's it. How do you spell it?"

"Why, c-o-l-t, of course."

George Crandall Lee.

The Boys Behind the Counter.

Sault Ste. Marie—W. F. Ferguson & Co. have engaged Chas. Hall, of Marquette, to take the management of their dry goods department, succeeding G. Warrick. Mr. Hall has been manager for Louis Grabower, of Marquette, for a number of years.

West Bay City—John Nelson has taken a position with Wood & Turner, of Terre Haute, Ind.

Shelby—J. G. Bennett is clerking for J. W. Runner. Mr. Bennett has had seven years' experience in a drug store.

Central Lake—Clarence Clapp, who has been head clerk in E. M. (Mrs. H. C.) McFarlan's general store, has resigned to take a position with Wolf Kaplan.

Ishpeming—Frank Lassenius, who has managed the business of the Finnish Mercantile Association ever since the organization was prefected, has tendered his resignation to the board of

directors and has been assured that it will be accepted. The board has asked him to stay with them until his successor is named.

Nashville—J. G. Davenport, of Battle Creek, has been employed by Foote & Furniss as jeweler.

Reed City—Arthur Mulholland has a new drug clerk in the person of Thomas Davis.

Kalamazoo—A. W. Rogers, who has had charge of the silk and dress goods department at Gilmore Brothers' for the past four years, has resigned his position to take a similar one with J. R. Jones' Sons Co.

Quincy—George Comstock succeeds Charles Allen as clerk in Max Glazer's dry goods store.

Alma—J. F. Medler is clerking in the dry goods department of H. J. Vermeulen.

Charlotte—Charles Foote succeeds John Nichols as clerk in F. E. Stocking's grocery store.

South Haven—Bert Matheson, formerly prescription clerk for John W. Armstrong, the Middleville druggist, has taken a similar position with Samuel Van Ostrand.

Stanton—C. E. Elliot, Jr., has taken a clerkship in the furniture store of Geo. C. Prevette.

Saginaw—B. F. Rogers, of Ludington, has entered the service of the Gately & Donovan Co., as manager of its wholesale department.

Bellaire—Thomas Running, of Traverse City, has taken a position at Flye's hardware store.

Owosso—Frank Brown, clerk at Johnson's department store, was given a surprise one night last week by the other clerks, it being the 44th anniversary of his birth. They presented him with a nice chair.

Lansing—A good story has just leaked out concerning two strollers who were unwilling strollers the night "The Strollers" were here. It happened that two clerks employed in a local hardware store where a steel range exhibition is being conducted were called upon to take a cutter drive to DeWitt last Thursday night to consummate the sale of a stove. While driving along at a good jog, comfortable and contented, with the merry jingle of the bells, the horse took a notion to hurry matters by lightening his load, and straightway sidestepped in a way that tipped the cutter in just the opposite position that it properly would be. The unhappy occupants were unceremoniously precipitated into a bank of the beautiful snow, completely submerged them in a downy but frigid bed. As Shakespeare says, the horse stood not upon the order of his going, but went at once. The two who were deposited in the snow bank came out without being drawn out, and were very vociferous in their remarks as to the character of the horse. It was six miles they had to walk before DeWitt was reached, and it is said that the sleighing has been ruined by the snow that was melted along the road which they walked. The boys admit using strong language, but deny the snow melting charge. It was 3 o'clock in the morning before they again passed through the highways of Lansing. The horse was found the next day at the beet sugar factory, it having traveled about forty miles before returning to the city.

Hudson—Heber Rockwell, who has occupied the position of clerk with the Beach Shoe Co. here for the past year, has taken a clerkship with Wood, Crane & Wood, of Adrian, and will enter upon his duties there on Feb. 2.

Cere Kofa

Cere Kofa is made from clean grains, no doctoring, and is put up in packages of 20 ozs. each, selling at 15 cents a package.

The biggest, cleanest and most nutritious package of coffee substitute on the market for the money.

Handle something you can recommend. Try it and be convinced. Order from your jobber or from us direct.

Grand Rapids Cereal Co.

Grand Rapids, Mich.

Mills Foot of Lyon Street, Raniville Building

Salt Sellers

Sellers of Diamond Crystal Salt derive more than just the salt profit from their sales of "the salt that's ALL salt." It's a trade maker—the practical illustration of the theory that a satisfied customer is the store's best advertisement. You can bank on its satisfaction-giving qualities with the same certainty you can a certified check. Sold to your dairy and farmer trade it yields a double gain—improves the butter you buy and increases the prices of the butter you sell. For dairy use the ¼ bushel (14 pound) sack is a very popular size and a convenient one for grocers to handle. Retail for 25 cents. For more salt evidence write to

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

Shoes and Rubbers

Several Plans For Closing Out Old Shoe Stocks.

A North Dakota firm writes asking for suggestions as to the best plan for closing out an old stock of shoes. They say they have about \$500 worth of old shoes, mixed lots and sizes very much broken up. It is the accumulation of many seasons and represents lines from a half dozen different houses. Their trade is mostly composed of farmers and ranchers, some of whom come as far as 100 miles to trade in their town, which contains only a few hundred inhabitants, their store being the principal one there.

They sell about \$5,000 worth of shoes a year and would be glad to dispose of this old stock cheap if it would be taken out of their territory.

The plan or scheme to be adopted in getting rid of an undesirable stock of shoes depends on the size of the town, its location as to larger cities and the class of trade to be dealt with. It is doubtful if the ranchers and farmers, comprising the trade in this case, and scattered over so much country, could be interested sufficiently to make any sort of a special sale a success. It would be a very expensive proposition to advertise it and the expense would not be justified, especially as the stock only inventories \$500.

Even if a special sale could be made fairly successful it would be impossible to sell the stock out clean and every pair worked off at a loss would kill the sale of a pair that could be made to bring a profit.

The stock is badly broken up in sizes they say. In that case, a certain percentage of the people who would be attracted by the advertising could not become purchasers.

The last plan would be to close it all out in a bunch and be done with it. It could be sold to an auction house. Shoes sold in this way often bring a fair price and most always net as much money as could be realized from a special sale, when the cost of the advertising and the time used, is taken into consideration.

The fact that these people have the old stock is, of course, known to most of their customers and when it is disposed of they should be impressed with the fact that it is gone and will be replaced with something new and fresh.

If there is a large city within forty or fifty miles, some merchant can generally be found who is willing to buy an old stock if the price is right and the stock not too large. It makes good advertising for him. If it is a \$500 stock he will probably advertise it as "the big \$2,000 stock of Blank & Blank bought at fifty cents on the dollar," etc.

His advertising can be used to good advantage by Blank & Blank to show their trade they really have gotten rid of the old stuff.

When a shoe stock gets to be two or three years old and all broken up in sizes, it is a white elephant and closing it out in bulk for whatever price it will bring is about the only remedy.

A firm over in an Illinois town adopted a novel and what proved to be a very successful plan for closing out one of those historical stocks.

They tried all sorts of plans without awakening any enthusiasm among their customers. So one day they made an arrangement—on the side—with a man who ran a butcher shop. Then they advertised pretty extensively that the stock

in bulk would be put up at auction on a certain day and knocked down to the highest bidder.

The announcement attracted no little attention, and on the day of the sale quite a crowd turned out. The butcher became the legal owner by virtue of having made the highest bid and the stock was boxed up and hauled over to his place of business.

Of course, everybody wanted to know what the butcher intended doing with a stock of shoes. He told them he did not know himself and would think it over. They all seemed to think—"Here is a good chance to buy shoes at a bargain from a man who does not know anything about shoes."

The butcher did not use a line of advertising or for that matter, seem to care whether he sold any or not, but the less anxious he appeared, the more anxious they were to get hold of the good things.

Every fellow who bought from one to half a dozen pairs told the other fellows what a snap it was, and inside of three or four weeks there was not a handful left and the lot brought a fairly good price. People are peculiar about such things. They will stand out in the street and buy tin watches of a traveling fakir at \$3 per, while an old jeweler whom they were well acquainted with could not sell the same crowd one tin watch if he tried for a month of Sundays.

A dealer in Missouri who was the owner of an ancient stock he was very anxious to part company with, tried several schemes with poor results, then he found one, that he says proved very satisfactory.

He sent out an announcement by mail stating that he had determined to dispose of all of his shoe stock that was not new and strictly up-to-date. Accordingly, his store would be closed up Thursday and Friday of that week while the stock was being sorted out and marked down to prices that would make them go with a rush, when the store opened for business at 8 o'clock Saturday morning. The store remained closed Thursday and Friday.

Friday night he had hung on every door knob in town a cardboard sign printed in colors as a reminder of the sale. Things opened up with a rush on Saturday morning and continued until the old stock was pretty well weeded out.

A sale scheme that will work one place may prove a failure in another, and a man must be guided altogether by conditions and surroundings.—Shoe and Leather Gazette.

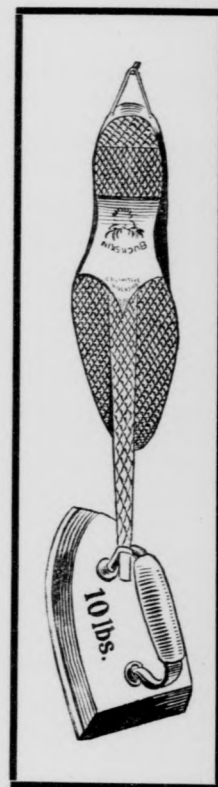
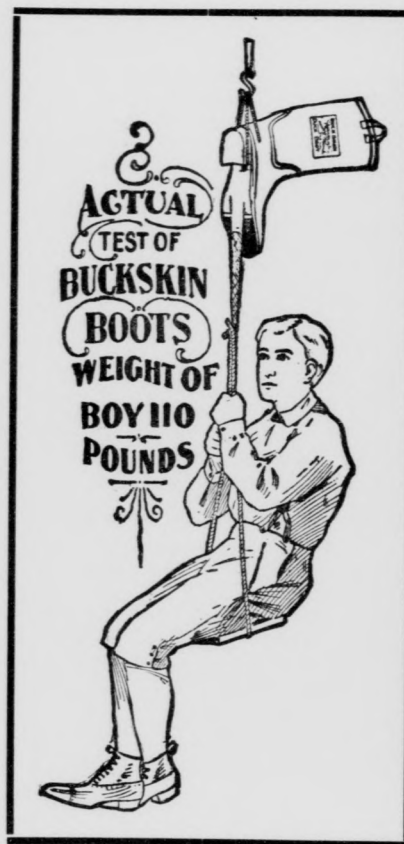
**Kent County
Savings Bank Deposits
exceed \$2,300,000**

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

Buckskin Rubbers



The Best in the World

We give exclusive sales.

Do you want them for your town?

Address all communications to

Milton Reeder

Selling Agent for Michigan

Grand Rapids, Mich.

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

NOTICE

We take pleasure in announcing to our friends and customers that we have secured the services of Mr. Arthur Hagney, of Randolph, Mass., for superintendent of our Northville factory. Mr. Hagney is a thorough shoe man and has spent seventeen years making high class Men's, Boys' and Youths' Shoes.

We have built an addition to the factory which will more than double our capacity and we will be able to fill all orders promptly. Our aim is to make the best shoes in the West, as we feel there is a growing demand for good, honest, Western-made shoes, and we have spared neither time nor money for that purpose.

Sample cases or pairs sent prepaid on application. We court comparison. Yours truly,

THE RODGERS SHOE COMPANY,

Toledo, Ohio

Factory at Northville, Mich.

Importance of Putting on Heel Plates.

While the writer was recently in conversation with a large and prominent buyer, one of his salesmen came to him saying that the customer wanted heel plates put on the heels of a pair of shoes he had just purchased. "Very well," said the buyer, "take the customer's name and address and we will have them put on and sent out to-morrow." Of course this would not answer, as the customer wanted to wear the shoes immediately. The customer thought such a proceeding very strange and right away started in to tell the buyer so, saying he had never before encountered any such difficulty when he desired a few nails put in the heels or plates put on. The buyer acknowledged that he had no way of doing it in the department, and that it would be necessary to send the shoes out to the shoemaker to have it done, so the customer finally consented to take the shoes with him, saying, "Give me the plates and I will have my shoemaker put them on." Where do you imagine the plates and all the other findings were? In a corner at the rear of the department, with all the various size plates mixed up together, and in such a condition that neither the salesman nor the buyer could tell what they had, and could not give the customer the size plate that he wanted, due to the fact that they were out of that particular size. All this time the department was full of customers waiting for some one to serve them.

Now the point is this—that one of the most essential needs in every well regulated shoe department is a good kit of tools that would obviate any such trouble as we have related. It would also send your customers away satisfied and save time; but in this case the customer went away far from being satisfied, and the salesman really lost more time in making explanations and trying to satisfy him than it would have taken to put the plates on, thereby sending the patron away contented. This is certainly false economy, for such trade is undoubtedly lost in stores that can not or do not make some attempt to accommodate their customers by attending to these little wants.

No doubt it is this desire on the part of a good many to be economical that prevents them from properly equipping their stores (or departments) with tools that they should have and use day after day; but not having an iron last and hammer so as to be able to put a few nails in the heels or plates on the shoes is downright negligence and nothing more, and it is something that a good many buyers and managers overlook.

In order to properly conduct a store

or department it is just as important to have an assortment of stretchers, iron lasts of various sizes, hammer, pinchers, nippers to cut out lasting tacks, button fastening machine, knives, etc., as any of the findings.

We should bear in mind that this is an age of hustle, and it should be the aim of every house to be as accommodating as possible to its customers in order to retain their trade. It takes but a little to send a customer around the corner to your competitor, so if you do not have all the necessary appliances for making any slight alteration, better get in line and secure them. Watch the big man and keep close to him—if he is successful copy him. Work out new ideas—do not be frightened by competition—remember that the field is open, and if you are the best man you will win. Also bring all your findings to the front and keep posted on what you have in stock. If you have them forward they will not take up much room, and you will then be able to better keep tab on them, and your customers will also see them. That is all you want to do—get these things out where the people can see them and they will sell. There is a good margin of profit on all findings. Try this and do not be caught napping like some of the other fellows.—Shoe Retailer.

We shall all be alike in our graves—although the box holding our bones may differ.

Assignees.

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

The Michigan Trust Co.
GRAND RAPIDS, MICH.



No. 369 OIL GRAIN CRUISING SHOE.

This shoe is made from the best oil grain leather. Just suits the man who wants a high cut shoe that is comfortable, light and durable.

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



Mayer's

Shoes

Mayer's Shoes for the

FARMER, MINER, LABORER, etc., are made of strong and tough leather. They are reliable in every respect and are guaranteed to give satisfactory wear.

Dealers who want to sell shoes that give the best satisfaction and bring new trade want our line. Write for particulars.

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



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

Send us your
sorting orders.

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

We not only carry a full and complete line of the celebrated

Lycoming Rubbers

but we also carry an assortment of the old reliable

Woonsocket Boots

Write for prices and catalogues.

Our assortment of combinations and Lumberman's Socks is complete. "Our Special" black top Felt Boots with duck rubber overs, per dozen, \$19. Send for a sample case of these before they are gone.

Waldron, Alderton & Melze,
Saginaw, Mich.

O, YES!

We make other shoes beside the Hard Pan, and good ones, too. But our Hard Pans receive the most painstaking attention from the moment the order reaches the factory. The upperstock, the insole, the outsole, the counter, the gusset, even the thread, and every smallest part are most carefully selected, scrutinized and examined. And the greatest watchfulness is exercised in putting these parts together; every process is closely followed, every mishap guarded against. Everything is done and nothing left undone to produce the greatest wearing shoe that can be made out of leather. To make our "Hard Pan Shoes—Wear Like Iron" is our greatest ambition. Try them.

HEROLD-BERTSCH SHOE CO.,
MAKERS OF SHOES GRAND RAPIDS, MICH.

**Trade Builders
That Will Help You**

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.

Walden Shoe Co.
31 North Ionia St., Grand Rapids, Mich.
Factory at Grand Haven



A cow kicked over a lantern in a shanty
and started a fire that laid Chicago in ashes.

Little things count.

The daily savings of a National Cash Register may be small, but in the yearly aggregate they may mean the difference between success and failure.

These savings are made by facilitating sales, by preventing mistakes in making change, by preventing losses through failure to charge goods sold on credit, and by enforcing carefulness in handling all transactions.

Some merchants testify that the Register saves them 50 cents per day; others say it saves \$5.00 per day, and not a few say that they owe their success to the machines. All agree that it pays for itself.

Let us tell you all the reasons why you need a National Cash Register. Detach the coupon, fill it out and mail to us today.

A
Fine
Booklet
posted free

NATIONAL CASH
REGISTER CO.,
DAYTON, OHIO.

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

Name _____

Mail address _____

NATIONAL CASH REGISTER CO.
Dayton, Ohio

"Saves a Good Many Dollars"

It saves a good many dollars, as charge sales are not overlooked or forgotten to be made, as they used to be.

Dry Goods.

SAFRANEK BROS.

Prague, Neb.



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

Series of Striking Suggestions by a Lynn Expert.

"As I have remarked before," said the retired shoe manufacturer, "some of the shoemakers of to-day may think I am more entitled to talk of olden times, but I am going to talk of the factories of the future instead of the backyard ten footer of my boyhood days.

"A factory is, everybody knows, only a part of the machinery in making a shoe, and we want first-class factories, with all possible improvements, just as we want first-class machines, to make good shoes. The ten footers served for making the crude shoes of the days before the war, but for the strong, beautiful and systematically made shoes of the future, we must have strong and beautiful and systematically arranged factories.

"To-day, a progressive manufacturer wants a compact brick structure, so that his departments are close together and his insurance rates low.

"Light is another advantage he wants, and is beginning to get. A storekeeper puts plate glass in all the walls of his shop and skylights in the roof, so his customers can see his goods. So a manufacturer should put big lights of glass all over his factory, so his workmen can see their work.

"Model Western factories appear to be great windows, on all four sides nothing but great windows in steel frames protected by brick work. The increase in work, both in quantity and quality, because of this good light, is said to be amazing and there is also a reduction of the lighting bills, which amounts to big sums as the years roll by.

"In fact, in a neighboring city, three failures occurred in a dark, poorly lighted factory, while none occurred in other factories, and another manufacturer built a new factory because his old factory was so dark.

"Light is power in more ways than one. Architects of to-day can not erect buildings stronger and more beautiful than men built centuries ago, but they can make them more serviceable and there are a thousand and one conveniences to be employed for this purpose.

"Elevators swiftly convey operatives and freight from one floor to another, but few factories pay attention to these time and energy savers. Moving stairways are not beyond possible advantageous use.

"Shoes are shifted from one department to another on ballbearing racks, but in stores and factories loads from a spool of cotton to tons of metal are sped along on aerial railways.

"The State laws provide for decent sanitation and ventilation of factories. We heat shops in winter so that operative, may do good work. For the same reason shops should be cooled in summer. A current of fresh air blown through a factory removes the stale, heavy atmosphere and revives the workman and causes him to do better work.

"Cleanliness is next to Godliness" but some factories are not godly places, especially where the workman, being forbidden to smoke by the insurance companies, sprays tobacco juice about his machine.

"A coat of white paint on the walls and ceilings of a factory makes an old shop look like new. Clean, uncluttered floors and fixtures are unrealized ideals in many shops of to-day. There is a place for everything and the place for dirt, refuse and waste is in the dump.

"Another advantage of the future is the abatement of noise. Advanced manufacturing establishments have cork

floors wherever possible, and workmen and foremen move over them noiselessly. Whistles to call all hands to work and announce the hour of closing are out of vogue in many places. Doctors say that noise distracts the mind from work but some factory machines must clatter.

"I would include other advanced ideas in a shoe shop of the future—baths, lunch rooms and dining halls and rest rooms, such as some of our Massachusetts factories now have.

"I would put over on every wall pictures of noted shoemakers, and sound mottoes to inspire workmen and make them think, and I believe that an occasional plant or flower would cheer up many a weary girl.

"A factory is used less than half a day. I would try to make it attractive, so that employees, instead of sauntering into streets and theaters at night, would like to come to it, talk over their work, read good books in a library, listen to lectures, study, have a dance or a social time, in fact, use it more than half a day.

"In fact, I would make the factory of the future a working home, in which all would be members of a happy family. I can hear the scoffers laugh at my industrial paradise, but I can cite instances in which these advantages I have mentioned paid well."

Fashions in Footwear.

The suggestion of French modes brings to mind the fact that in the history of footgear in America it has never been so elaborate nor so distinctly French as at present. Evening slippers and low cut shoes are made of lace, watered silk and velvet finished with jeweled ornaments or large rosettes. Black satin ties and slippers are embroidered with steel beads.

These come in the colonial style, with the wide tongue also decorated with steel. As to the lace covered slippers, the silk underneath the lace should match the gown. The high, yes, extremely high, Louis Quinze heels are also covered with satin and lace, and the stockings matching the shoes are either elaborately embroidered or inset with lace motives.

High heels in all shoes are the order of the day, but sensible women do not adopt them for walking purposes. For negligee wear there are attractive mules of black satins, black leather with colored heels and butterfly bows of velvet of the same tint. Still more attractive is a slipper made to match the negligee with which it is to be worn.

Great minds have purposes; others have wishes.



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

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



Spring Rubbers

Three Grades

GOLD SEALS THE BEST

Goodyear Rubber Company
Milwaukee, Wis.

The Lacy Shoe Co.

Laro, Mich.

Makers of Ladies', Misses', Childs' and Little Gents'

Advertised Shoes

Write us at once or ask our salesmen about our method of advertising.

Jobbers of Men's and Boys' Shoes and Hood Rubbers.



Roller Step Ladder

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

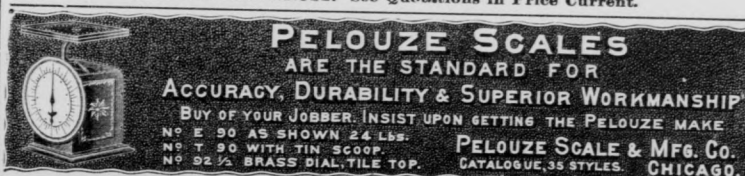
A Roller Step Ladder puts you in easy reach of your stock.

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

Hirth, Krause & Co.
Grand Rapids, Michigan

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

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)
AGAINST THE TRUST. See Quotations in Price Current.



Woman's World

Are You Meeting the Responsibility of Fatherhood?

Those of us who have a sense of humor are in the way of laughing a good deal at the Mothers' Congresses, where cranky old maids and beardless boys who have never given birth to anything but an unraisable idea make speeches, telling mothers in Israel how to raise their children. I, myself, have had the joy of attending two of these conventions of late years, at one of which the august assemblage devoted hours to discussing whether you should ever say "must" to a child, when life is one long "must" to all of us, while at the other an eloquent spinster warned mothers against the insidious nursing bottle, declaring that it was the taste for imbibing things out of a bottle, acquired in infancy, that led many a man to a drunkard's grave.

But, ludicrous as these meetings are, in many of their aspects, ridiculous as are many of the theories advanced, there is another side to them that is tragically serious and pathetic. It is blind groping after an idea, a reaching out for more light and wider knowledge, the expression of the realization of thousands of women that a sacred trust has been put into their hands, and their passionate desire to keep it well.

This feeling of responsibility for their children's rearing is, however, apparently a maternal sentiment only. We have business and professional men's leagues everywhere. Men travel from one end of the country to the other to attend the conclaves of the Elks, or the Hoo-boos, or Hoo-dooos, or what not; we have conventions of cattle breeders and dog fanciers, but there is no record of any number of men having ever thought the raising of their children of sufficient importance to meet together in a father's congress to swap ideas on the subject.

This is not because fathers do not love their children. In America, at least, men spend their lives in abject slavery for their families, but after providing their children with comforts and luxuries, they let it go at that. The average father's sole idea of his duty to his offspring is supporting them. All the balance he leaves to their mother. He is a mere figurehead—a creature who stands in the child's mind for a cash register and a tyrant—some one who pays the bills and with whom he is threatened when he is naughty.

This does not matter so much in the case of girls, where the mother's own experience gives her rules and measures for the guidance of feet that must walk the same paths she did, but where boys are concerned it is a fatal mistake. No woman is fitted to raise a boy, as the record of widows' sons shows. Ninety-nine times out of a hundred a woman lacks the physical strength and the mental firmness and determination to deal with a boy, and in all of the hundred cases she lacks the experience of life, the knowledge of the world and the sympathy with a boy's taste and inclination to enable her to guide and restrain her son aright.

Every woman's dream of an ideal boy is a long-haired, ruffled-collared, sad, sweet infant of the little Lord Fauntleroy school. That is what in her secret soul she would like her boy to be, and she would like him to grow up into one of the nice, good young men who always go to Sunday school, and would rather go to the Y. M. C. A. than the

theater, and wear long hair, and prefer to read poetry and crochet tidies to playing foot ball. When her beloved Adolphus, whom she is trying to prune into this model of propriety, breaks over the traces and is dirty and noisy and rude, when he wants to do things that will spoil his beautiful pink complexion, and possibly smash his lovely Grecian nose, when she catches him with the odor of stale cigarette smoke on him—why, it breaks her heart. This was not in her scheme of things. She never wanted to smoke or kick a foot ball, and she thinks he must be very, very wicked, and she calls him in and prays with him, and weeps over him, and gets another female saint to talk to him, and does everything that is possible to start him on the downward road, for the boy is not a conscious sinner. He has only followed nature and instinct.

Now, there is not a man in the world that does not know that this is true, yet what are the fathers doing for their boys? What one of all the hundreds of good, kind, conscientious men we all know is doing his duty by his own sons? For, let no man be deceived on this point—responsibility is one of the things in the world that we can not pass on to another. It is we, and not another, who must give account of our stewardship. It is not enough to pass a boy on to his mother. The successful business man, no matter how sweet an angel he is married, would not think of turning over his affairs to her to manage if she knew nothing of commercial matters and he has still less right to leave her to pilot a young soul through a channel of life she has never traveled, and where she knows none of the snags and dangers that threaten on every side.

We hear a great deal about the sacred duty of a mother, but the sacred duty of a father is still more binding, but how do men regard it? Would not the history of the average man's connection with his boy go something like this:

Boy born; father inordinately proud; opens bottles to celebrate the occasion when he meets friends downtown; six weeks later father flees to the club to escape the colic; next year, also flees, to escape teething; from three to five, father occasionally finds boy amusing as a plaything; from five to ten, he grumbles at the boy's dirt; from ten to fifteen, he sweats at his noise; from fifteen to twenty, he derides the boy's collars and neckties and girds at him for being a dude; and at twenty he chucks him out into the world to shift for himself, to find his way as best he can through all the temptations and snares and lures that he will have to pass through, or ever he win safely home at last.

To me it seems the most cruel thing on earth that any man should let his son go unwarned on such a journey. A mother is excusable for not arming her boy for it, for she does not understand, and hopes by some miracle that the sirens will veil their faces when her son passes by, and that the wine will not shine red in the cup, or the fascination of the gold on the green table stir the drop of gambler's blood that is in every one of us, but a man knows better. He knows that evil women will tempt, that bad companions will allure, that drink and cards entice, and that no son of woman may ever hope to escape, for the world is made over again every time a boy is born, and every one has to go through the same experiences.

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

Our Travelers

In Your Section

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

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

Geo. H. Wheelock & Co.

113 and 115 W. Washington St.

South Bend, Indiana



Contains no acid, no lye, no grit.

Does not injure the hands.

Takes the place of "floor cleaners," "washing compounds," "grease removers." Does the work of all with half the labor.

See prices in price list.

Write for free sample.

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

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.

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.

Knowing this, what is the father's duty? Surely a thousand times it is his duty to prepare the boy for the temptations he is to face. A woman's idea of fitting a boy to resist temptations is to keep him in ignorance of them, which would be all right if everybody could have a deserted island to himself, but it is slightly impracticable in a crowded world. A man's plans should be to forearm the youth, yet did you ever hear of a father sitting down quietly and calmly and having a real heart-to-heart talk with his boy about such subjects? Not in the way of preaching, which does no good, but as a man of the world to one who is to be a man of the world. I never did, and I have asked dozens of men the question of whether their fathers had ever tried to prepare them for the temptations of life, and in every instance the reply has been, sadly, "No."

There is no use in telling a boy that it is wicked to drink. He does not care. There is no use in inveighing against playing the races or gambling. He will not listen to you. There is no use in telling him that if he goes out on a bat he will have a head the next morning. He is bound to try it for himself. Youth and bounding life and high animal spirits are surging through his veins like champagne, and must bubble over into action and riot; but while he will not listen to preaching, he will listen to the quiet word when his father shows him, just incidentally, some man whose once brilliant career was wrecked by some harpy, or some man who drowned a great intellect in liquor, or some one whom gambling has made a fugitive from justice and a wanderer on the face of the earth.

Every normal boy, you say, must have his fling. That is sadly true, but it is his father's place to go with him, and see that he does not go too far, and to teach him the boundary that lies between liberty and license. If I were a father and had a son disposed to be wild, even more than with a good boy, I would go the pace with him, and it would be my hand that would pull him back from the abyss of drunkenness and the lure of the poolroom and the gambling table.

Whenever one of those heart-breaking stories of a young man gone wrong—a young man who has speculated with his employer's money or tapped the till, or killed in drunken fury—is printed, a pathetic picture is always drawn in the papers of the heart-broken old father with his gray hairs brought down in shame to the dust by a wayward son. For my part, my pity all goes to the boy, and I feel like exclaiming: "God forgive that father for his crime against his son, for somewhere he has failed in his duty to that erring boy."

And, gentlemen with boys, that question is squarely up to you to-day. What are you doing for your sons? You have been down the line. You know every snare and lure that are going to beset them. Are you going to send the ignorant, untried, inexperienced young creatures out to find by bitter experience, as you did, how weary is the harvesting of a crop of wild oats, or are you going to try to guide them into paths where there are fewer tares among the wheat?

Fathers say sometimes that their sons will not listen to them. This is a mistake. The only reason boys do not listen to their father is because the father so often does nothing but grind at them for "long-haired foot ball cranks," "asinine dudes," "dancing mon-

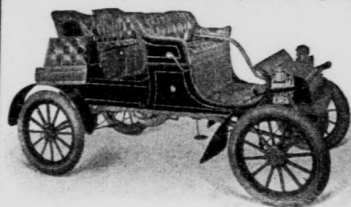
keys," and so on. The father has never shown any sympathy with their interests and pursuits and they think, rightly, that he does not understand them. Every man starts out by being a hero to his little boy, the one creature the little one wants to imitate and be like, and believes to be the wisest and strongest man in the world, and if the father ever climbs down off of that pedestal it is his own fault. The boy will never depose him. He will be king still, and it is within his province to mold and guide and direct that life if he will.

And be sure of this: No man who is his son's confidant and best friend, to whom the boy goes with all his hopes and dreams and plans and desires, is ever going to have to pay that boy out of prison or drag him back from a drunkard's grave. A man I once knew, when his son was going off to college, called to him and said: "My boy, you're going off to school, and you will do a lot of fool things. Write me about them. It will remind me of when I was at college. You will do a lot of wrong things. Tell me about them, for I have been there, too. You will get into scrapes. Call on me for help. That's what I am here for. You have always seen wine on the table and cigars in the smoking room, so you will not think yourself a devil of a wicked fellow to be sodden with tobacco and liquor. You know you will simply be a disgusting hog. So far as I could, I have prepared you for the temptations of life. Against those to come, I can not protect you. Meet them like a man, and in a way that will not make you ashamed to meet your mother's kiss." And the boy went through college a Sir Galahad.

Gentlemen with boys, I say again, the question is up to you. How are you meeting the responsibility of fatherhood?
Dorothy Dix.

Self-conceit, with the sting out of it, combined with aggressive self-respect, is certainly more profitable than 100 per cent. pure and retiring modesty.

NEW OLDSMOBILE TOURING CAR

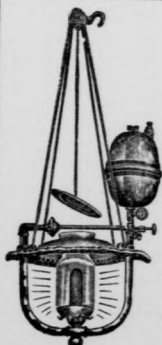


The finest machine on the market for touring on rough American roads; range of speed at will up to thirty miles per hour; general appearance same as the famous Oldsmobile Runabout; weight 1,350 lbs.; 10 horse power 2-cylinder motor; wheel base 7 ft.; tires 30x3 in. Dunlop detachable. Price \$1,250.

Oldsmobile Runabout, Improved for 1903 at \$650.00.

CATALOGUE ON REQUEST.

Adams & Hart, Selling Agents
Grand Rapids, Michigan



Halo Pressure Lamp, 500 Candle Power.



DON'T

take the risk of selling

Adulterated Flavoring Extracts



Souders'

10c Lemon
15c Vanilla

Extracts

are guaranteed ABSOLUTELY PURE, and comply with the Michigan Pure Food Laws.

You are authorized to sell SOUDERS' EXTRACTS on such a guarantee at the manufacturer's risk. They are also guaranteed better than many other brands sold at higher prices. Manufactured only by

The Royal Remedy & Extract Co.
Dayton, Ohio

N. B. Our new Michigan goods are now ready for delivery; guaranteed absolutely pure, and made in strict conformity to the Michigan Pure Food Laws. Dealers are authorized to sell them under our guarantee. **Order at once, through your jobber.**

DEAD

stock may include some "foods," but not

DR. PRICE'S TRYABITA FOOD



People like it—they buy it; it moves rapidly and is a repeater.

You may have noticed our effective and persistent advertising, that helps to move our goods and it also helps your store if you carry Dr. Price's Tryabita Food. In addition the merit of this wonderful

WHEAT CELERY FLAKE FOOD

wins friends for itself and those who carry it. Can you afford to overlook these facts?

PRICE CEREAL FOOD CO.
BATTLE CREEK, MICH.

All Kinds
of
Solid

PAPER BOXES

All Kinds
of
Folding

Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

GRAND RAPIDS PAPER BOX CO.
GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers

One Quart of Gasoline

will give more light and burn longer in our

BRILLIANT OR HALO

SELF-MAKING GAS LAMP than 8 quarts of kerosene will do in any lamp, and the light is better than can be had from incandescent gas burners, electricity or coal oil, and less than 1-10th the cost. Over 100,000 in home and business use at an average expense of

Less Than 15 Cents a Month

Any one can use them; are simple and absolutely safe; can be hung anywhere. A beautiful light for almost nothing, without smoke, smell or greasy wick. Don't be persuaded to try imitations. Every lamp is guaranteed. Write for catalogue. Agents wanted everywhere.

BRILLIANT GAS LAMP CO., 42 State Street, Chicago



The New York Market

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

New York, Feb. 7.—Weaker cable advices from Europe, large receipts from interior points in Brazil and freer selling generally, as a consequence, have tended to depress the coffee market and the general situation is in favor of the bears. At the close Rio No. 7 is worth 53½@55¢. The demand has been light and buyers will not, of course, purchase ahead of current wants. In store and afloat there are 2,679,482 bags, against 2,376,977 bags at the same time last year. Mild grades have been very quiet. There is said to be no Cucuta to speak of in the market and quotation is now 93½¢. East India grades are dull. There is almost a total absence of new sugar orders, with very little doing in the way of withdrawals under old contracts, notwithstanding the slight decline in quotations of refined. Supplies are more than ample and it is not likely that prices will be higher in the near future. Importers' stocks of teas excepting Congous are pretty closely cleaned up and a good volume of business at full figures is reported on all sides.

The rice market lacks animation. Quotations here do not seem to be satisfactory to millers, who report a better rate prevailing at interior points and as long as this is true New York will have to be content with smaller supplies. Choice to head, 53½@67¢.

Quotations of spices are generally well sustained. This is especially true of pepper, stocks of which are concentrated in so few hands that rates can be well controlled. The actual volume of business, however, is light and in nothing is there more than an ordinary trade.

Offerings of molasses are decidedly light and would-be buyers find that they must pay full quotations; nothing seems to be gained by shopping around after job lots. Good to prime centrifugal, 17@27¢. Open-kettle, 32@40¢. Syrups are in light supply and firm. There is nothing of especial interest to chronicle in canned goods. The business generally is pretty good and quotations are fully sustained.

There is a good call for the better grades of butter and best Western creamery continues firm at 26¢. The supply is not overabundant and the situation rather favors the seller. As to lower grades the supply is more than equal to the demand. Imitation creamery, 17@20¢; factory, fresh, 17@19¢; held stock, 14@17½¢; renovated, 15@19¢.

The demand in cheese is of an insignificant character and buyers do not seem to care about purchasing beyond daily needs. Full cream is still held at 14½¢, with some very good cheese quoted ¼¢ lower.

Liberal supplies of eggs are said to be close at hand and in view of this the market is rather weaker. Western stock ranges from 20@22½¢, the latter for fancy fresh-gathered.

Choice medium beans, \$2.35; choice red kidney, \$2.95@3.05; choice pea, \$2.35@2.40. The market for beans, as a rule, is steady and quotations seem to be firmly adhered to.

The Potato Metropolis of Colorado.

The chief source of wealth in Greeley up to the present time has been the potato—or, as they frequently say in Colorado, the spud. In Greeley "potato is king." "Potato is king" does not sound so poetical as "cotton is king," or even "corn is king," but one who has never seen the broad fields of Greeley in potatoes can not imagine their beauty. I have never seen the cotton fields in their full glory, but I have frequently admired immense areas covered with Indian corn in Illinois, Iowa and Nebraska. But no cornfield which I have ever seen equals in beauty, in my opinion, the potato fields of Weld county, Col. They stretch away for long

distances toward the horizon, in long, straight rows, covered with the richest green and dotted with the beautiful potato blossoms. Here and there toward the horizon one sees the cottonwood trees, sometimes looking like stately elms, sometimes like sturdy, broad-branched oaks; and I may remark that the cottonwood tree, often despised, has a beauty which is rarely appreciated by those who live where it flourishes and is the main reliance for shade. Occasionally one sees a long avenue of cottonwood trees which can compare in beauty with the elms of a New England town.

It is claimed that nowhere else in the United States is there so large a production per acre of potatoes of high quality as in Weld county, of which Greeley is the county seat and the principal city. An eighty-acre farm has been known to produce as high as \$10,000 worth of potatoes in a single year. In recent years the price of land has become high, say from \$75 to \$150 an acre, but it has again and again happened that a man has paid for his farm in one crop. Richard T. Ely.

A Monopoly.

A woman once asked a little girl of five if she had any brothers.

"Yes," said the child, "I have three brothers."

"And how many sisters, my dear?" asked the woman.

"Just one sister, and I'm it," replied the little girl.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Gas or Gasoline Mantles at 50c on the Dollar

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

\$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 healthful; 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.

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

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.

An Occupation That Causes Tears.

A young man—a mere youth—still within the enchanted circle of years where unreal things seem real and the glitter of life is dazzling—sits weeping day by day in a Boston garret. Now and then he has half a mind to give the whole thing up. Then he goes to the window and looks out a while, only to go back and weep. And on these sad days when the sodden air settles down like a wet blanket, he closes his window, goes down the long, steep, darkened stairway into light, still weeping. He is an artist; yes; but an artist in horseradish. He it is who supplies the hotels and restaurants with horseradish—real horseradish, not half turnip—and he who scrapes and grates horseradish must needs weep.

Up in horseradish kingdom the windows are curtained with the dust of time and the brown light peculiar to the garret softens into mellow tone the old rafters and shelves. Within its old walls one expects to see a man as ancient as the color of the walls with the light of his eyes as dim as that of the windows. Only a short time ago such at one might have been seen with head bowed with eighty years, and with hair a dull white, as though the dim light of the attic had stained it. For years and years he patiently scraped and ground, his patrons increasing from few to many. One day he began to speculate over a helper. Soon a boy was becoming a master in horseradish, and when the old man died the young man held his secrets. That is how it is that the young man after canvassing the hotels and restaurants each morning for orders, returns to his attic to meditate and to weep as he grates on the eternal grind of life.

Once the work was done by hand, but increase of business has made imperative a machine in the very apex of the roof, which can grind 150 pounds an hour, a quantity which would take a whole day to grate by hand. When the machine is going full blast on a humid day this little peak of an attic becomes a torture chamber with the fumes, and there is nothing for it but to close the window, lock up and seek the open. All our best horseradish comes from the Middle West. Perhaps its soil is especially adapted to horseradish; perhaps the Central State farmers are more skillful in culture; but this young merchant, although blindfolded, can instantly tell if a piece comes from New England or the West. The New England root does not hold its strength as long. Horseradish raising has become a very profitable business in certain sections of the Middle West, whose farmers realize as high as \$300 an acre from this crop. The Western horseradish root is well developed, with few pits; while the wild horseradish must be scraped by hand with the right sort of a knife.

Each morning, with a wooden bucket on each arm, the horseradish merchant goes forth to his hotel trade, while the orders of private families are delivered in glass. One class of customers come to him, men taking the horseradish cure for rheumatism. When sweet cider is in season these sufferers hobble up the stairs to drink deep of cider in which horseradish has been mixed. The horseradish merchant declares he is no medicine man, but he says the men "do say" it does them good.

The busy months of the horseradish grinder are those of the oyster. Every month with an "R" means horseradish right in the center of a half dozen

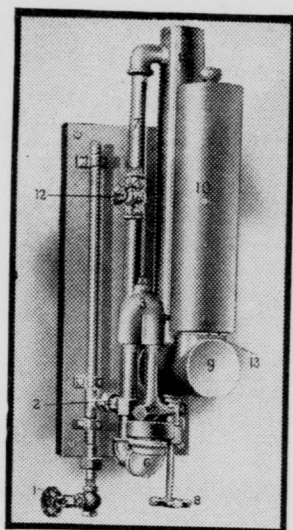
choice blue points, with ice and lemon. Trade is dull in the months without the "R," but, unlike most merchants, it is only when trade is bad that the horseradishman ceases to weep.

Honor the Hen.

From Leslie's Monthly.

The growth of the poultry industry in this country is one of the wonders of the time. As a producer of wealth the American hen is a marvel. To illustrate the increased earning powers of this industrious autocrat of the barnyard, it may be stated that in Missouri during the last fiscal year the sum derived from the sale of poultry and eggs ran \$17,000 ahead of all the other products of the State combined. The totals show that the old hen, neglected and left by the farmer to forage for herself while he devoted his attention to the field crops, outstripped them all, including corn, wheat, oats, flax, timothy seed, clover seed, millet seed, cane seed, castor beans, cotton seed, tobacco, broom corn, hay and straw.

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.

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

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

LUBETSKY BROS. DETROIT, MICH. MAKERS

WHITE OLEO.

How the Groat Bill Has Boomed the Industry.

Written for the Tradesman.

I have been reading your little article in reference to process butter in this week's Tradesman and I would like to add a word or two to it.

Probably not one person in a thousand is aware that, of the 1,492,000,000 pounds of butter produced in the United States, 1,072,000,000 pounds of it is produced by the farmers on the farms; in other words, more than two-thirds of the butter produced in the United States to-day is made by the farmers on the farms and not in the creameries, as the creamery men claim.

Think of it! One-third of this population of dairy farmers have, by actual fraud and misrepresentation, by political pulls and by creating popular prejudice, actually fooled the other two-thirds of our farmer friends into forcing their representatives in Congress to pass a law directly taxing themselves $\frac{1}{4}$ cent per pound on their hard work; and then branding their labor and toil with such a rotten name as renovated.

Think of it! The average price of process butter one year ago, from the months of October to March, was $2\frac{1}{2}$ cents below the quotations of Elgin creamery; the average price of renovated butter, during the same period of this year, has been 7 cents per pound below Elgin creamery, simply because of the use of the one word, renovated, and the various malicious ways that the word has been applied to the butter.

The word renovated has been plastered on the top, on the sides and on the bottom of the tubs, on the wrappers and stamped into the butter itself, all in great big letters; in fact, the letters used to stamp the one pound prints of butter are so large that they will hardly go into the face of the print.

Not only has this been done, but in every possible way process butter has been harassed and slurred at and attacked by the creamery men and, still worse, by the oleomargarine men.

Of course, it has been to the interest of oleomargarine men to hurt process all they can. And, really, who has had to stand this miserable abuse of power, this pure class legislation of the rankest kind, where one business says to the other business, You are making a splendid name for yourself and I will fix you; I am a far bigger and better liar than you are and I will do my best to ruin your business?

The man who really stands all this thing is the farmer himself, and to convince him of it, I would merely call his attention to the price creamery butter has been bringing in New York City—30 cents a pound. Then look at the ordinary receipts of dairy butter and see what they have been bringing in the country. Seventeen cents has been the top price.

Again, what real good has it done, even to the creamery man, to tack on this amendment to the Groat bill? True, he has bolstered up the market a little higher than he would have done otherwise and, while doing so, the white oleo man has crowded his product into every crack and corner, until your creamery butter man finds himself in a pretty shaky state, and with a smash-up ahead of him of 4 or 5 cents a pound.

Even with the break in price, he does not regain his trade the way he had it and he is not going to. The white

oleo man has got his start and he has a good big one.

Think of it! A year ago, Detroit had fifty oleomargarine licenses; to-day she has three hundred and ten, at \$6 a head. The oleo man gladly pays the bill and then tells the retail grocer he will give him white oleo on commission—no sale, no pay—and take back what is left. No wonder they sell it, with creamery at 30 cents a pound; yet there are millions of pounds of under grade butter in the freezers to-day, which costs anywhere from 18 to 22 cents to take out.

The question is, will they sell it at any old price they can get or will they hold it over for another season?

The butter situation, at the moment, does not look as rosy as it did last June; in fact, with the present vindictive feeling and malicious studying out and construing of loosely made laws into the worst possible form of persecution, the oleo man and creamery man can invent, I think our farmer friends will see the year ahead of them one of the worst for fines they have had in years.

And who is benefited? The creamery man, possibly, although that is doubtful, but the oleo man is up to his knees in clover. E. F. Dudley.

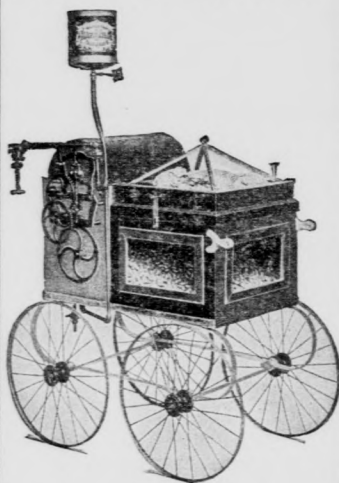
There are three kinds of statesmanship, good, bad and indifferent. The latter is the most popular brand, numerically speaking.

POULTRY

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

Little Gem
Peanut Roaster

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

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$7.50 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, $\frac{1}{4}$ lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

Kingery Manufacturing Co.,
131 E. Pearl Street,
Cincinnati, Ohio

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. Pails Maple Drops, per lb. 15 c
50 to 60 drops per pound.
30 lb. Pails asstd. Fancy Moulds,
per lb. 15 c
20 to 30 moulds to pound.
100 lb. Cases, 26 oz. bars, per lb. 9 $\frac{3}{4}$ 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 $\frac{1}{4}$ c

Pure Maple Syrup

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

Mail Orders Solicited. Goods Guaranteed.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

Commercial Travelers

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

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

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

Gripsack Brigade.

Cliff C. Herrick, formerly with the Vinkemulder Co., is now on the road for the Grand Rapids Stationery Co.

M. I. Hufford, the retiring Secretary of the National Rawhide & Belting Co., of Niles, will shortly go on the road for that corporation.

Lansing Republican: Norman Osborn has taken a position as traveling salesman with the Austin-Burrington branch of the National Grocer Company.

F. A. Califf has taken a position with the Computing Scale Co., of Dayton, Ohio, to handle its cheese cutter in Western Michigan, with headquarters at Grand Rapids.

Donker Bros. have placed a salesman on the road in the person of K. Van Dyk, of Zeeland. He carries 200 samples of caps manufactured by his house, besides a line of hats which is jobbed by Donker Bros.

H. J. Vouwie, formerly engaged in the baking powder business under the style of Vouwie Bros., has engaged to cover Western Michigan for the Puro Mfg. Co. I. W. Feighner, promoter and manager of the company, will also visit the trade at regular intervals.

H. A. Hansen, a Chicago traveling man, and Joe Glas, a Marinette cigar manufacturer, had a terrible experience recently while crossing the ice on Green Bay, in a cutter, from Sturgeon Bay to Menominee. They started from Sturgeon Bay in the afternoon and succeeded in crossing all the cracks in the ice until the last one was reached, five miles from Menominee. The horse tried to jump this, but went into the water. After much work they pulled it out. It was then nearly dark. Glas went to find a safe place to cross and fell in and Hansen finally succeeded in pulling him out. The lap robe was spread on the ice and Glas stripped and stood on this while Hansen tried to wring his clothes out. The weather was below zero and the clothes froze before the water could be wrung out. After dressing Glas started afoot in his frozen clothes to get help from Menominee, as Hansen never had been on the bay before and did not know the way. Hansen remained with the horse and walked up and down to keep from freezing. When finally rescued at midnight he was almost frozen and walked like a drunken man.

Last Meeting in the Old Quarters.

Grand Rapids, Feb. 9.—The last meeting of Grand Rapids Council, No. 131, U. C. T., to be held in the old council rooms was held Saturday evening, Feb. 7, and it was a rouser. All the officers were present excepting Past Counselor Compton and his chair was filled by Past Senior Counselor Martin. Twenty-two applications were in the hands of Secretary-Treasurer Baker when the time for initiation of candidates came, but only eleven were then ready. That bunch was large enough so that after the smoke of battle had cleared away there was considerable repair work for Brother Driggs. The following were given full initiation: H. R. Graham, Wm. H. Culver, Geo. H. Wilson, Frank D. Walden, G. K. Coffey, Frank H. Nichols, F. F.

Vander Veen, Chas. B. Dudley, E. C. Herrick, J. H. Baker, C. D. Haugh. These gentlemen are now wearing the U. C. T. button and are members of Grand Rapids Council, which at the close of the meeting Saturday evening was in round numbers just 208. C. P. Reynolds reported work progressing favorably on the new hall and club rooms and that our council rooms would be in readiness for the March meeting, which is our annual meeting, election of officers and stag banquet, the only doings of any kind during the year at which our ladies are not present. A committee, consisting of J. Howard Rutka, H. L. Gregory and Sam H. Simmons, was appointed by the chair to take full charge of the entertainment and banquet of the March meeting. It was voted to extend an invitation to Kalamazoo Council, No. 156, to attend the March meeting and join with us in "our annual."

We were all very sorry to receive the news Saturday evening that we are going to lose from our number Brother John C. Emery, but it is a fact, for Brother Emery confirmed the report himself. We believe he fully realizes that each and every member of Grand Rapids Council wishes him success, happiness and prosperity wherever duty may call or pleasure lead him.

Saturday evening, Feb. 14 (Valentine's day), at St. Cecilia hall, is our February dancing party and as has been previously announced it is a "costume party"—no masks, but fancy or comic dress—and it is already an assured fact that there will be the usual large attendance, so do not miss it any of you fellows. Ja Dee.

Petoskey—The Individual Gas Light Co. has been organized by Frank S. Vincent, J. S. Noel and J. L. Ferris to manufacture and sell a gasoline generator for lighting purposes invented and perfected by Mr. Vincent. Mr. Noel will be President, Mr. Ferris will be Secretary-Treasurer and Mr. Vincent will be general superintendent.

Port Huron—The Joseph D. Paldi Fence Post & Fencing Co. has been organized with a capital stock of \$6,000. The stockholders are Joseph D. Paldi, Daniel Foley, Eugene F. Law, Wm. Jurden, Harvey Tappan and Charles Zinzo.

Caseville—The Caseville Milling Co. has been established with a capital stock of \$10,000, held in equal amounts by James Curran, A. D. Smalley, C. A. Stockmeyer, R. R. McKinley and Geo. Henry.

The Warwick

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

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

To The Trade

Having bought the large and well assorted stock of staple and fancy dry goods of Strong, Lee & Co., we shall offer this entire stock at prices that will sell it quick, at their old stand, 134-136 Jefferson Ave., Detroit, Mich., beginning Feb. 17th.

This will be a rare chance to get bargains in every department. Don't miss the opportunity. Messrs. Strong and Lee, also the old force of their travelers and house salesmen, will be there to welcome you.

Burnham, Stoepel & Co.

19 to 37 Larned Street East,
Detroit, Mich.

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 H. HIRM, Saginaw Dec. 31, 1907
 President, HENRY HIRM, Saginaw.
 Secretary, JOHN D. MUIR, Grand Rapids.
 Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Good and Bad Features of the Miles Agreement.

"What is there in the new Miles agreement for the sale of their remedies that is not satisfactory to the jobber?" asked a reporter of the Tradesman of H. B. Fairchild the other day.

"So far as my house is concerned, nothing. In explanation of this favorable acceptance on our part, I will always remember one day in September, 1900, when the National Association of Retail Druggists was organized at St. Louis, Mo. I was in attendance at the annual meeting of the National Wholesale Druggists' Association. In another room in the same building was being held the annual meeting of the Proprietors' Association of the U. S. At another hall, about four hundred earnest retail dealers organized the National Association of Retail Druggists. After organization and due deliberation, they sent word to the wholesalers that they had a plan by which they thought the price-cutting evil could be blotted out. We sent a committee to both of the Associations to bring before us delegates for conference. I will never forget the wild cheers and enthusiasm of the moment, when down through the aisle came, arms linked together, retailers, jobbers and manufacturers. They remained standing and were invited to state their plan. It was well intended, but so imperfect that it was lost sight of in a few months. Last summer the National Retail Druggists' Association evolved the plan now adopted and in force by the Miles Medical Co., which will be a success with that company, but I believe the jobbers who oppose it will succeed in keeping a large majority of the proprietors from adopting it."

"What are the offensive terms in the Miles agreement? I will state the plan and point them out: The goods will be sold only to the jobber who signs an agreement that he will not sell to any one not a signed retail agent of Miles, lists of such agents to be sent to him by Miles. All the goods are numbered for identification. The jobber must keep a register in which every time he makes a sale he must enter the name of the customer and the number on the goods sent, this register to be open for inspection by Miles at any time. The jobber, also, agrees that as it is difficult to estimate the damage for each violation, he agrees to forfeit \$96 each time he is proven in default. The retail dealer, in turn, agrees to forfeit \$48 every time he sells a bottle or box less than the fixed retail price. He also agrees to stamp his name and address on each package, and not to give away anything of value as a rebate and not to use trading stamps. The offensive features are, first, the additional book-

keeping in keeping the record and the \$96 fine.

"When this contract was presented to me, it was signed at once. If the National Retail Druggists' Association had found a plan to stop price cutting, it deserves a trial, and my house has never stopped on account of expenses or additional work to further the interests of our customers, the retailers. The enthusiasm of the initial meeting of the National Association of Retail Druggists at St. Louis is still in my mind and no jobber in the United States will do more to make the retail drug trade prosperous than the Hazeltine & Perkins Drug Co. The \$96 fine we do not consider, as we have never been accused of violation of our agreement. The book-keeping we are doing with our present force and we do not find it burdensome, but if the plan is adopted by other proprietors, so that it is necessary to do so, we shall employ additional clerks to keep the records."

To Restore a Fainting Person.

To give spirits to a person who has fainted is a mischievous custom. Allow the patient to come to, then let her slowly drink a cupful of cold water, and no harm is done. But if brandy is given the person may pass from one fit to another, or become ill from the drink given. Medicines of any kind are not needed after fainting; only care must be exercised to take things quietly for the next few hours. Persons subject to these attacks must keep out of close, hot and unventilated places, either of devotion or amusement. They should not take Turkish baths or even hot baths. In place of the latter they may have a sponge all over with hot water. Tea and coffee must not be drunk by those subject to fainting attacks. If women, they must not wear corsets. Men must not use tobacco in any form nor drink intoxicants if subject to these attacks. Heavy and indigestible foods, like pork, veal and ham, must be avoided, as also must heavy work.

To Keep Hands and Feet Warm.

Carpenters and those working out of doors, that necessitates their having the use of their bare hands, can use an effective covering by applying boiled linseed oil, which prevents the hands, nose and ears from being frosted, also the feet. A double protection could be had by adding a little fluid extract of capsicum to the oil. Those who have used this say it is very effectual. Carpenters shingling in exposed places on new buildings, where the thermometer stood forty to sixty degrees below zero, had little difficulty in keeping themselves comfortable.

The Drug Market.

Opium—Is very firm, on account of higher prices in primary markets.

Morphine—Is unchanged.

Quinine—Is steady.

Cod Liver Oil—Continues to advance and will be very much higher.

Cascara Sagrada Bark—Is very firm and has again advanced.

Advances Noticed.

Manufacturers of many lines are giving notice of probable advances. Demand is in advance of the supply or output of the factories and the cost of manufacture is greater. As the garment business enters into dry goods sales largely the increased cost of labor and material pile up, fast in the cost to the consumer.

There is a necessary limit to an achievement, but none to an attempt.

When the Pharmacopoeia Should Be Followed.

The necessity of a Pharmacopoeia is universally recognized, for the same reason that we acknowledge the absolute need of laws for the governing of our conduct as citizens of the Republic and for the protection of all, and it might be well to continue this parallel; for although the United States Pharmacopoeia is not published by any Government or legal authority, it is accepted by the Government and most state laws as authoritative.

We must have a standard, not only to determine the strength and purity of medicines, but if the processes of the Pharmacopoeia can be replaced at the will of the operator by any substitutes which occur to his mind, there is great danger of so weakening its authority that a loose, chaotic condition may justly be feared. It is true that many laws on our statute books have been called "dead letters," because they have been found to be inoperative, defective, or thoroughly against public opinion, and thus difficult to enforce; but this is not paralleled in the case of the United States Pharmacopoeia. Very few errors, comparatively speaking, were found in the Pharmacopoeia of 1890, and most of these were corrected after the first edition appeared. It seems to be absolutely impossible to produce a book which is absolutely free from errors, but in a careful study of hundreds, and possibly thousands, of criticisms which have been made in the last ten years of this book, it can safely be said that 75 per cent. of these are worthless.

This is due to various reasons. One man writes that the process for solution of ferric chloride is defective because it produces a blackish turbid liquid. The operator has used nitric acid not up to the official requirement, or he has heated it too strongly and evaporated a portion of it, so that there has not been sufficient left to convert all of the ferrous salt into the ferric modification, and ferrosferric chloride has been produced. Another man writes that the formula for tincture of calumba won't work; it becomes clogged in the percolator. Investigation shows that he had a stock of finely powdered calumba root and disregarded the official direction to use No. 20 powder; and so it goes. Some detail of the process has usually been overlooked or considered unnecessary, and the habit of deviating from the strict letter of the Pharmacopoeia is one which grows rapidly when any latitude is allowed.

Then, again, some druggist believes that wood alcohol is just as good for making many of the preparations and is much cheaper, and he thinks that the rules of the Pharmacopoeia are not binding; it has only been lately that it has been shown that wood alcohol, when taken internally, will cause blindness. Some druggists find that laudanum made by the official process uses up too much opium, and that customers prefer the kind made of the strength of one ounce in the gallon, and besides it is cheaper. It is needless to refer in extenso to the various excuses which are given for not adhering to the Pharmacopoeia. But it may be said, "Has not the advance in pharmaceutical knowledge shown that many improvements can be made in the processes, and can I not take advantage of these improvements?" The answer which can be made to this is, that first it must be proved absolutely that it is an improvement and produces a finished product identical with

that of the Pharmacopoeia, for physicians have a right to demand that official preparations must be uniform throughout the country.

It can not be urged with propriety that a so-called "improved" preparation is made according to the United States Pharmacopoeia, but of course, if it is not claimed to be made according to the Pharmacopoeia, or dispensed or sold as such, and the doctor or customer is not misled, there can be no fault found with the procedure. But the writer earnestly deprecates the habit which many fall into of systematically replacing and cheapening pharmacopoeial products, and defending this course of action by various excuses which are often absurd and irrational, when the real reason is that a greater profit is made by such deviations from this standard. J. P. Remington.

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 \$20.00 Soda Fountain

Requires no tanks or plumbing. Over 10,000 in use. Great for country merchants. Write for

Soda Water Sense Free

Tells all about it.

Grant Manufacturing Co., Inc.,
 Pittsburg, Pa.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,
 Grand Rapids, Mich.

Valentines

Write for catalogue and discount before placing your order.

Grand Rapids Stationery Co.

29 No. Ionia St.

GRAND RAPIDS, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum

| | | |
|--------------------|-------|------|
| Aceticum | 60¢ | 75 |
| Benzolium, German | 70¢ | 75 |
| Boracic | 22¢ | 17 |
| Carbolicum | 40¢ | 42 |
| Citricum | 30¢ | 5 |
| Hydrochlor. | 30¢ | 5 |
| Nitricum | 120¢ | 14 |
| Oxalicum | 120¢ | 14 |
| Phosphoricum, dil. | 120¢ | 14 |
| Salicylicum | 50¢ | 53 |
| Sulphuricum | 120¢ | 14 |
| Tannicum | 1 10¢ | 1 20 |
| Tartaricum | 38¢ | 40 |

Ammonia

| | | |
|---------------|------|----|
| Aqua, 15 deg. | 40¢ | 8 |
| Aqua, 20 deg. | 60¢ | 8 |
| Carbonas. | 130¢ | 15 |
| Chloridum | 120¢ | 14 |

Aniline

| | | |
|--------|-------|------|
| Black | 2 00¢ | 2 25 |
| Brown | 40¢ | 50 |
| Red | 40¢ | 50 |
| Yellow | 2 50¢ | 3 00 |

Baccae

| | | |
|-----------------|-----|----|
| Cubebae, po. 25 | 22¢ | 24 |
| Juniperus | 60¢ | 7 |
| Xanthoxylum | 30¢ | 35 |

Balsamum

| | | |
|-----------------|-----|------|
| Copaiba | 50¢ | 55 |
| Ferru | 60¢ | 1 70 |
| Terabin, Canada | 60¢ | 65 |
| Tolutan | 45¢ | 50 |

Cortex

| | | |
|----------------------|----|----|
| Ables, Canadian | 18 | 18 |
| Cassia | 12 | 12 |
| Cinchona Flava | 12 | 12 |
| Eunymus atropurp. | 80 | 80 |
| Myrica Cerifera, po. | 20 | 20 |
| Prunus Virgin. | 12 | 12 |
| Quillaja, gr'd. | 12 | 12 |
| Sassafras, po. 15 | 12 | 12 |
| Ulmus, po. 20, gr'd | 38 | 38 |

Extractum

| | | |
|---------------------|-----|----|
| Glycerhiza Glabra | 24¢ | 30 |
| Glycerhiza, po. | 28¢ | 30 |
| Hamatox, 15 lb. box | 11¢ | 12 |
| Hamatox, 15 | 13¢ | 14 |
| Hamatox, 1/4s. | 14¢ | 15 |
| Hamatox, 1/4s. | 16¢ | 17 |

Ferru

| | | |
|---------------------|------|----|
| Carbonate Precip. | 15 | 15 |
| Citrate and Quinla. | 2 25 | 25 |
| Citrate Soluble | 75 | 75 |
| Ferrocyanidum Sol. | 40 | 40 |
| Sulphate, com'l. | 15 | 15 |
| Sulphate, com'l, by | 80 | 80 |
| bbl. per cwt. | 7 | 7 |
| Sulphate, pure | 7 | 7 |

Flora

| | | |
|------------|-----|----|
| Arnica | 15¢ | 18 |
| Anthemis | 22¢ | 25 |
| Matricaria | 30¢ | 35 |

Folia

| | | |
|--------------------------|-----|----|
| Barosma | 35¢ | 40 |
| Cassia Acutifol, Tin- | 20¢ | 25 |
| nevelly | 25¢ | 30 |
| Cassia, Acutifol, Alix. | 25¢ | 30 |
| Salvia officinalis, 1/4s | 12¢ | 12 |
| and 1/4s | 8¢ | 10 |
| Uva Ursi | 8¢ | 10 |

Gummi

| | | |
|-----------------------|------|------|
| Acacia, 1st picked | 60 | 65 |
| Acacia, 2d picked | 45 | 45 |
| Acacia, 3d picked | 35 | 35 |
| Acacia, sifted sorts. | 25 | 25 |
| Acacia, po. | 45¢ | 65 |
| Aloe, Barb. po. 18¢ | 20 | 20 |
| Aloe, Cape, po. 25 | 20 | 20 |
| Aloe, Socotri, po. 40 | 20 | 20 |
| Ammoniac | 55¢ | 60 |
| Assafetida, po. 40 | 25¢ | 40 |
| Benzoinum | 50¢ | 55 |
| Catechu, 1s. | 13 | 13 |
| Catechu, 1/4s. | 14 | 14 |
| Catechu, 1/4s. | 16 | 16 |
| Camphora | 64¢ | 69 |
| Euphorbium, po. 35 | 40 | 40 |
| Galbanum | 1 00 | 1 00 |
| Gamboge, po. 1 | 10¢ | 15 |
| Gualacum, po. 35 | 25 | 25 |
| Kino, po. 80¢ | 75 | 75 |
| Mastic | 60 | 60 |
| Myrrh, po. 45 | 40 | 40 |
| Opil, po. 4.10¢ | 30¢ | 3 10 |
| Shellac | 35¢ | 45 |
| Shellac, bleached | 40¢ | 45 |
| Tragacanth | 70¢ | 1 00 |

Herba

| | | |
|---------------------|----|----|
| Absinthium, oz. pkg | 25 | 25 |
| Eupatorium, oz. pkg | 20 | 20 |
| Lobelia, oz. pkg | 20 | 20 |
| Majorum, oz. pkg | 23 | 23 |
| Mentha Pip. oz. pkg | 28 | 28 |
| Mentha Vir. oz. pkg | 28 | 28 |
| Rue, oz. pkg | 22 | 22 |
| Tanacetum V oz. pkg | 22 | 22 |
| Thymus, V, oz. pkg | 25 | 25 |

Magnesia

| | | |
|---------------------|-----|----|
| Calcined, Pat. | 55¢ | 60 |
| Carbonate, Pat. | 18¢ | 20 |
| Carbonate, K. & M. | 18¢ | 20 |
| Carbonate, Jennings | 18¢ | 20 |

Oleum

| | | |
|-----------------|-------|------|
| Absinthium | 6 25¢ | 6 50 |
| Amygdale, Dilc. | 80¢ | 85 |
| Amygdale, Amara | 1 00¢ | 1 05 |
| Anisi | 1 00¢ | 1 05 |
| Aurant Cortex | 2 10¢ | 2 20 |
| Bergamti | 2 75¢ | 3 10 |
| Calicuti | 80¢ | 85 |
| Caryophylli | 75¢ | 80 |
| Cedar | 80¢ | 85 |
| Chenopadii | 2 20 | 2 20 |
| Cinnamon | 1 00¢ | 1 10 |
| Citronella | 25¢ | 40 |

Conium Mac.

| | | |
|----------------------|-------|------|
| Copaiba | 1 15¢ | 1 25 |
| Cubebae | 1 30¢ | 1 35 |
| Erigeron | 1 50¢ | 1 60 |
| Gaultheria | 1 00¢ | 1 10 |
| Geranium, ounce | 2 30¢ | 2 40 |
| Gossypii, Sem. gal. | 50¢ | 55 |
| Hedeoma | 1 80¢ | 1 85 |
| Juniper | 1 50¢ | 1 55 |
| Lavendula | 90¢ | 2 00 |
| Limonis | 1 15¢ | 1 25 |
| Mentha Piper | 5 50¢ | 6 00 |
| Mentha Verid. | 5 00¢ | 5 50 |
| Morruhu, gal. | 2 25¢ | 2 50 |
| Myrica | 4 00¢ | 4 50 |
| Oliva | 75¢ | 3 00 |
| Pisils Liquida | 10¢ | 12 |
| Pisils Liquida, gal. | 2 | 35 |
| Rosmarini | 92¢ | 88 |
| Rose, ounce | 6 50¢ | 7 00 |
| Succini | 40¢ | 45 |
| Sabina | 90¢ | 1 00 |
| Santal | 2 75¢ | 7 00 |
| Sassafras | 55¢ | 60 |
| Sinapis, ess. ounce | 1 50¢ | 1 60 |
| Thyme | 40¢ | 50 |
| Thyme, opt. | 1 50¢ | 1 60 |
| Theobromas | 15¢ | 20 |

Potassium

| | | |
|-----------------------|-------|------|
| Bi-Carb. | 15¢ | 18 |
| Bichromate | 13¢ | 15 |
| Bromide | 33¢ | 35 |
| Carb. | 12¢ | 15 |
| Chlorate, po. 17¢ | 18¢ | 18 |
| Cyanide | 34¢ | 38 |
| Iodide | 2 80¢ | 2 40 |
| Potassa, Bitart, pure | 28¢ | 30 |
| Potass Nitras, opt. | 7¢ | 10 |
| Potass Nitras | 6¢ | 8 |
| Frussiate | 23¢ | 26 |
| Sulphate po. | 15¢ | 18 |

Radix

| | | |
|------------------------|-------|------|
| Aconitum | 20¢ | 25 |
| Althea | 30¢ | 33 |
| Anchusa | 10¢ | 12 |
| Arum po. | 20¢ | 25 |
| Calamus | 20¢ | 40 |
| Gentiana, po. 15 | 12¢ | 15 |
| Glycerhiza, po. 15 | 16¢ | 18 |
| Hydrastis Canad. | 60¢ | 75 |
| Hydrastis Can. po. | 60¢ | 80 |
| Hellebore, Alba, po. | 12¢ | 15 |
| Inula, po. | 18¢ | 22 |
| Ipeac, po. | 2 75¢ | 2 80 |
| Iris plox, po. 35¢ | 35¢ | 40 |
| Chalapa, pr. | 25¢ | 30 |
| Maranta, 1/4s. | 22¢ | 25 |
| Podophyllum, po. | 75¢ | 1 00 |
| Rhei | 75¢ | 1 25 |
| Rhei, cut. | 75¢ | 1 35 |
| Rhei, pv. | 35¢ | 38 |
| Spigelia | 1 10¢ | 1 15 |
| Sanguinaria, po. 15 | 65¢ | 70 |
| Serpentaria | 1 10¢ | 1 15 |
| Senega | 1 10¢ | 1 15 |
| Smilax, officinalis H. | 20¢ | 25 |
| Scilla, M. | 10¢ | 12 |
| Symplocarpus, Posti- | 20¢ | 25 |
| dus, po. | 20¢ | 25 |
| Valeriana, Eng. po. 30 | 15¢ | 20 |
| Valeriana, German. | 15¢ | 20 |
| Zingiber a | 14¢ | 16 |
| Zingiber j. | 25¢ | 27 |

Semen

| | | |
|---------------------|-------|------|
| Anisum, po. 18 | 13¢ | 15 |
| Apium (grapeleons). | 4¢ | 5 |
| Bird, 1s. | 10¢ | 11 |
| Cardamom, po. 15 | 1 25¢ | 1 75 |
| Cardamom | 8¢ | 10 |
| Coriandrum | 5¢ | 6 |
| Cannabis Sativa | 75¢ | 1 00 |
| Cydonium | 15¢ | 18 |
| Chenopodium | 1 00¢ | 1 10 |
| Diplexi Odorate | 75¢ | 80 |
| Foeniculum | 75¢ | 80 |
| Foenugreek, po. | 4¢ | 5 |
| Linl | 4¢ | 5 |
| Linl, gr'd. bbl. 4 | 1 50¢ | 1 55 |
| Lobelia | 7¢ | 8 |
| Pharlaris Canarian. | 5¢ | 6 |
| Rapa | 9¢ | 10 |
| Sinapis Alba | 11¢ | 12 |
| Sinapis Nigra | 11¢ | 12 |

Spiritus

| | | |
|--------------------|-------|------|
| Frument, W. D. Co. | 2 00¢ | 2 50 |
| Frument, D. F. R. | 2 00¢ | 2 25 |
| Frument | 1 25¢ | 1 50 |
| Juniper Co. O. T. | 1 65¢ | 2 00 |
| Juniper Co. | 1 75¢ | 3 50 |
| Saacharum N. E. | 1 90¢ | 2 10 |
| Spt. Vini Gall. | 1 75¢ | 6 50 |
| Vini Oporto | 1 25¢ | 2 00 |
| Vini Alba | 1 25¢ | 2 00 |

Sponges

| | | |
|----------------------|-------|------|
| Florida sheeps' wool | 2 50¢ | 2 75 |
| carriage | 2 50¢ | 2 75 |
| Nassau sheeps' wool | 2 50¢ | 2 75 |
| carriage | 2 50¢ | 2 75 |
| Velvet extra sheeps' | 2 50¢ | 2 75 |
| wool, carriage | 2 50¢ | 2 75 |
| Extra yellow sheeps' | 2 50¢ | 2 75 |
| wool, carriage | 2 50¢ | 2 75 |
| Grass sheeps' wool | 2 50¢ | 2 75 |
| carriage | 2 50¢ | 2 75 |
| Hard, for slate use | 2 50¢ | 2 75 |
| Yellow Reef, for | 2 50¢ | 2 75 |
| slate use | 2 50¢ | 2 75 |

Syrups

| | | |
|--------------------|------|------|
| Acacia | 2 50 | 2 50 |
| Aurant Cortex | 2 50 | 2 50 |
| Zingiber | 2 50 | 2 50 |
| Ipecac | 2 50 | 2 50 |
| Ferri Iod. | 2 50 | 2 50 |
| Rhei Arom. | 2 50 | 2 50 |
| Smilax Officinalis | 2 50 | 2 50 |
| Senega | 2 50 | 2 50 |
| Sollie | 2 50 | 2 50 |

Sollie Co.

| | | |
|--------------|------|------|
| Tolutan | 2 50 | 2 50 |
| Prunus virg. | 2 50 | 2 50 |

Tinctures

| | | |
|---------------------|----|----|
| Aconitum Napellis R | 80 | 80 |
| Aconitum Napellis F | 80 | 80 |
| Aloes | 80 | 80 |
| Aloes and Myrrh | 80 | 80 |
| Arnica | 80 | 80 |
| Assafetida | 80 | 80 |
| Atrope Belladonna | 80 | 80 |
| Aurant Cortex | 80 | 80 |
| Benzoil Co. | 80 | 80 |
| Barosma | 80 | 80 |
| Cantharides | 80 | 80 |
| Capsicum | 80 | 80 |
| Cardamon | 80 | 80 |
| Cardamon Co. | 80 | 80 |
| Castor | 80 | 80 |
| Catechu | 80 | 80 |
| Cinchona | 80 | 80 |
| Cinchona Co. | 80 | 80 |
| Columba | 80 | 80 |
| Cubebae | 80 | 80 |
| Cassia Acutifol | 80 | 80 |
| Cassia Acutifol Co. | 80 | 80 |
| Digitalis | 80 | 80 |
| Ergot | 80 | 80 |
| Ferri Chloridum | 80 | 80 |
| Gentian | 80 | 80 |
| Gentian Co. | 80 | 80 |
| Gulaca | 80 | 80 |
| Hyoscyamus | 80 | 80 |
| Iodine | 80 | 80 |
| Iodine, colorless | 80 | 80 |
| Kino | 80 | 80 |
| Lobelia | 80 | 80 |
| Myrrh | 80 | 80 |
| Nux Vomica | 80 | 80 |
| Opil | 80 | 80 |
| Opil, camphorated | 80 | 80 |
| Opil, deodorized | 80 | 80 |
| Quassia | 80 | 80 |
| Rhatany | 80 | 80 |
| Rhei | 80 | 80 |
| Sanguinaria | 80 | 80 |
| Serpentaria | 80 | 80 |
| Stromonium | 80 | 80 |
| Tolutan | 80 | 80 |
| Valerian | 80 | 80 |
| Veratrum Veride | 80 | 80 |
| Zingiber | 80 | 80 |

Miscellaneous

| | | |
|-----|----|---------------------------|
| 2 | 20 | Ather, Spts. Nit. F F |
| 2 | 40 | Ather, Spts. Nit. 4 F |
| 35 | 40 | Alumen |
| 25 | 40 | Alumen, gro'd, po. 7 |
| 35 | 25 | Annatto |
| 25 | 40 | Antimoni, po. |
| 25 | 40 | Antimoni et Potass T |
| 25 | 40 | Antipyrin |
| 135 | 40 | Antifebrin |
| 35 | 40 | Argent Nitras, oz. |
| 38 | 40 | Arsenicum |
| 70 | 15 | Balm Gilead Buds |
| 115 | 40 | Bismuth S. N. |
| 25 | 40 | Calcium Chlor., 1s. |
| 12 | 25 | Calcium Chlor., 1/4s. |
| 25 | 40 | Calcium Chlor., 1/4s. |
| 25 | 40 | Cantharides, Rus. po. |
| 25 | 40 | Capsic Fructus, af. |
| 25 | 40 | Capsic Fructus, po. |
| 20 | 40 | Capsic Fructus B. po. |
| 25 | 40 | Caryophyllus, po. 15 |
| 27 | 40 | Carmine, No. 40 |
| 15 | 40 | Cera Alba |
| 15 | 40 | Cera Flava |
| 15 | 40 | Coccus |
| 15 | 40 | Cassia Fructus |
| 15 | 40 | Centraria |
| 15 | 40 | Cetaceum |
| 1 | 75 | Chloroform |
| 1 | 40 | Chloroform, squibbs |
| 1 | 40 | Chloral Hyd Crst. |
| 1 | 60 | Chondrus |
| 1 | 10 | Cinchonidine, F. & W |
| 1 | 10 | Cinchonidine, Germ. |
| 1 | 10 | Cocaine |
| 10 | 40 | Corks, list, dis. pr. et. |
| 6 | 40 | Oreosotum |
| 6 | 40 | Creta, bbl. 75 |
| 1 | 58 | Creta, prep. |
| 1 | 58 | Creta, precip. |
| 1 | 40 | Crocus |
| 1 | 40 | Cudbear |
| 12 | 40 | Cupri Sulph. |
| 2 | 50 | Dextrine |
| 2 | 50 | Ether Sulph. |
| 1 | 60 | Emery, all numbers |
| 1 | 60 | Emery, po. |
| 1 | 60 | Ergota, po. 80 |
| 3 | 50 | Flake White |
| 3 | 50 | Galla |
| 2 | 60 | Gambier |
| 2 | 60 | Gelatin, Cooper |
| 2 | 60 | Gelatin, French |
| 2 | 60 | Glassware, flint, box |
| 2 | 60 | Less than box |
| 2 | 75 | Glue, brown |
| 2 | 75 | Glue, white |
| 2 | 75 | Glycerina |
| 1 | 50 | Grana Paradisi |
| 1 | 50 | Humulus |
| 1 | 50 | Hydrarg Chlor Mite |
| 1 | 25 | Hydrarg Chlor |
| 1 | 25 | Hydrarg Ox Bulb |
| 1 | 25 | Hydrarg Ox Bulb |
| 1 | 70 | Hydrarg Tinguent |
| 1 | 40 | Hydrargyrum |
| 1 | 40 | Ichthyobolia, A. 10 |
| 1 | 40 | Indigo |
| 50 | 50 | Iodine, Resubli. |
| 50 | 50 | Iodoform |
| 50 | 50 | Lactum |
| 50 | 50 | Podium |
| 50 | 50 | Magn |
| 50 | 50 | Magn |
| 50 | 50 | Liquor Arseni |
| 50 | 50 | Liquor PotassArs |
| 50 | 50 | Magnesia, Sulphur |
| 50 | 50 | Magnesia, Sulphur |
| 50 | 50 | Manna, S. F. |

GROCERY PRICE CURRENT

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

| ADVANCED | DECLINED |
|--------------|-------------------|
| Fruit Jars | Evaporated Apples |
| Wooden Bowls | Bloaters |
| | Sugar |
| | Lard |

Index to Markets

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| Ammonia..... | 1 |
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| Bath Brick..... | 1 |
| Bluing..... | 1 |
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| Brushes..... | 1 |
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| Starch..... | 10 |
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| Sugar..... | 11 |
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| Table Sauce..... | 11 |
| Tea..... | 11 |
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| Woodenware..... | 13 |
| Wrapping Paper..... | 13 |
| Yeast Cake..... | 13 |

| 1 | 2 |
|-------------------------------------|-----------------|
| AXLE GREASE | Shoe |
| Aurora..... 50 6 00 | No. 8..... 1 00 |
| Castor Oil..... 50 7 00 | No. 7..... 1 30 |
| Diamond..... 50 4 25 | No. 4..... 1 70 |
| Frazier's..... 75 9 00 | No. 3..... 1 90 |
| IXL Golden, tin boxes 75 9 00 | |
| Wien's Dustless Sweeper | |
| No. 6..... 1 50 | |
| No. 7..... 2 00 | |
| No. 4..... 3 00 | |
| No. 2..... 3 50 | |
| BUTTER COLOR | |
| W. R. & Co.'s, 150 size..... 1 25 | |
| W. R. & Co.'s, 250 size..... 2 00 | |
| CANDLES | |
| Electric Light, 8s..... 12 | |
| Electric Light, 16s..... 12 1/2 | |
| Paraffine, 6s..... 9 1/2 | |
| Paraffine, 12s..... 10 | |
| Wickless..... 17 | |
| CANNED GOODS | |
| Apples | |
| 3 lb. Standards..... 85 | |
| Gallons, standards..... 2 00 @ 2 25 | |
| Blackberries | |
| Standards..... 55 | |
| Beans | |
| Baked..... 80 @ 1 30 | |
| Red Kidney..... 80 @ 90 | |
| String..... 70 | |
| Wax..... 75 @ 80 | |
| Blueberries | |
| Standard..... 90 | |
| Brook Trout | |
| 2 lb. cans, Spiced..... 1 90 | |
| Clam | |
| Little Neck, 1 lb..... 1 00 | |
| Little Neck, 2 lb..... 1 50 | |
| Clam Bouillon | |
| Burnham's, 1/2 pint..... 1 92 | |
| Burnham's, pints..... 3 60 | |
| Burnham's, quarts..... 7 20 | |
| Chicories | |
| Red Standards..... 1 30 @ 1 50 | |
| White..... 1 50 | |
| Corn | |
| Fair..... 90 | |
| Good..... 1 00 | |
| Fancy..... @ 1 40 | |
| French Peas | |
| Sur Extra Fine..... 22 | |
| Extra Fine..... 19 | |
| Fine..... 15 | |
| Moyen..... 11 | |
| Gooseberries | |
| Standard..... 90 | |
| Hominy | |
| Standard..... 85 | |
| Lobster | |
| Star, 1/2 lb..... 2 00 | |
| Star, 1 lb..... 3 60 | |
| Phone Tails..... 2 40 | |
| Mackerel | |
| Mustard, 1 lb..... 1 80 | |
| Mustard, 2 lb..... 2 80 | |
| Sous ad, 1 lb..... 1 30 | |
| Sous ad, 2 lb..... 2 80 | |
| Tomato, 1 lb..... 1 80 | |
| Tomato, 2 lb..... 2 80 | |
| Mushrooms | |
| Hotels..... 18 @ 20 | |
| Buttons..... 22 @ 25 | |
| Oysters | |
| Cove, 1 lb..... 85 | |
| Cove, 2 lb..... 1 55 | |
| Cove, 1 lb Oval..... 95 | |
| Peaches | |
| Pie..... 85 @ 90 | |
| Yellow..... 1 35 @ 1 85 | |
| Pears | |
| Standard..... 1 00 | |
| Fancy..... 1 25 | |
| Peas | |
| Marrowfat..... 1 00 | |
| Early June..... 90 @ 1 60 | |
| Early June Sifted..... 1 65 | |
| Plums | |
| Plums..... 85 | |
| Pineapple | |
| Grated..... 1 25 @ 75 | |
| Sliced..... 1 35 @ 55 | |
| Pumpkin | |
| Fair..... 75 | |
| Good..... 90 | |
| Fancy..... 1 10 | |
| Gallon..... 2 50 | |
| Raspberries | |
| Standard..... 1 15 | |
| Russian Caviar | |
| 1/2 lb. cans..... 3 75 | |
| 1/4 lb. cans..... 7 00 | |
| 1 lb. can..... 12 00 | |
| Salmon | |
| Columbia River, talls..... @ 1 55 | |
| Columbia River, flats..... @ 1 80 | |
| Red Alaska..... @ 1 30 | |
| Pink Alaska..... @ 90 | |
| Sardines | |
| Domestic, 1/2..... 3 1/2 | |
| Domestic, 3/4..... 5 | |
| Domestic, Mustard..... 11 @ 14 | |
| California, 1/2..... 17 @ 24 | |
| French, 1/2..... 7 @ 14 | |
| French, 3/4..... 18 @ 28 | |

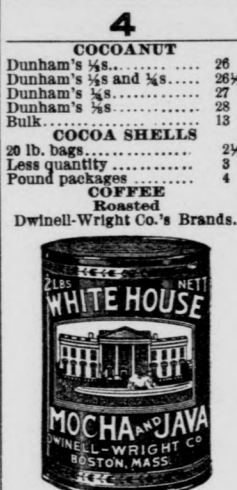
| 3 |
|-------------------------------|
| Shrimps |
| Standard..... 1 40 |
| Succotash |
| Fair..... 1 25 |
| Good..... 1 40 |
| Fancy..... 1 40 |
| Strawberries |
| Standard..... 1 10 |
| Fancy..... 1 40 |
| Tomatoes |
| Fair..... 1 10 |
| Good..... 1 15 |
| Fancy..... 1 25 |
| Gallons..... 3 65 |
| CARBON OILS |
| Barrels |
| Kocene..... @ 12 1/2 |
| Perfection..... @ 11 1/2 |
| Diamond White..... @ 11 |
| D. S. Gasoline..... @ 14 1/2 |
| Deodorized Naphtha..... @ 12 |
| Cylinder..... 29 @ 34 |
| Engine..... 16 @ 22 |
| Black, winter..... 9 @ 10 1/2 |
| CATSUP |
| Columbia, pints..... 2 00 |
| Columbia, 1/2 pints..... 1 25 |
| CEREAL COFFEE |

Cere Kofa

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

| CHEESE |
|------------------------------------|
| Acme..... 2 15 |
| Amboy..... 2 14 1/2 |
| Elise..... 2 14 |
| Emblem..... 2 14 1/2 |
| Gem..... 2 15 |
| Gold Medal..... 2 |
| Ideal..... 2 14 |
| Riverside..... 2 14 |
| Brick..... 14 @ 15 |
| Edam..... 2 90 |
| Lelden..... 2 17 |
| Limburger..... 13 @ 14 |
| Pineapple..... 50 @ 75 |
| Sap Sago..... 2 19 |
| CHEWING GUM |
| American Flag Spruce..... 55 |
| Beeman's Peppermint..... 60 |
| Black Jack..... 55 |
| Largest Gum Made..... 60 |
| Sen Sen..... 55 |
| Sen Sen Breath Perfume..... 1 00 |
| Sugar Loaf..... 55 |
| Yucatan..... 55 |
| CHICORY |
| Bulk..... 7 |
| Red..... 7 |
| Eagle..... 7 |
| Frank's..... 6 |
| Schener's..... 6 |
| CHOCOLATE |
| Walter Baker & Co.'s |
| German Sweet..... 23 |
| Premium..... 31 |
| Vanilla..... 33 |
| Caracas..... 28 |
| Eagle..... 28 |
| CLOTHES LINES |
| Sisal |
| 60 ft, 3 thread, extra..... 1 00 |
| 72 ft, 3 thread, extra..... 1 40 |
| 90 ft, 3 thread, extra..... 1 70 |
| 60 ft, 6 thread, extra..... 1 29 |
| 72 ft, 6 thread, extra..... 1 50 |
| Jute |
| 50 ft..... 75 |
| 72 ft..... 90 |
| 90 ft..... 1 05 |
| 120 ft..... 1 50 |
| Cotton Victor |
| 50 ft..... 80 |
| 60 ft..... 95 |
| 70 ft..... 1 10 |
| Cotton Windsor |
| 50 ft..... 1 20 |
| 60 ft..... 1 40 |
| 70 ft..... 1 65 |
| 80 ft..... 1 85 |
| Cotton Braided |
| 40 ft..... 75 |
| 50 ft..... 85 |
| 60 ft..... 95 |
| Galvanized Wire |
| No. 20, each 100 ft long..... 1 90 |
| No. 19, each 100 ft long..... 2 10 |
| COCOA |
| Baker's..... 38 |
| Breakfast..... 46 |
| Cleveland..... 41 |
| Colonial, 1/2..... 35 |
| Colonial, 3/4..... 42 |
| Epps..... 45 |
| Huyler..... 45 |
| Van Houten, 1/2..... 12 |
| Van Houten, 3/4..... 20 |
| Van Houten, 1..... 40 |
| Van Houten, 1 1/2..... 70 |
| Webb..... 31 |
| Wilbur, 1/2..... 41 |
| Wilbur, 3/4..... 42 |

| 4 |
|------------------------------------|
| COCOANUT |
| Dunham's 1/2s..... 26 |
| Dunham's 1/4s and 3/4s..... 26 1/2 |
| Dunham's 1/2s..... 27 |
| Dunham's 3/4s..... 28 |
| Bulk..... 13 |
| COCOA SHELLS |
| 20 lb. bags..... 2 1/2 |
| Less quantity..... 3 |
| Pound packages..... 4 |
| COFFEE |
| Roasted |
| Dwinell-Wright Co.'s Brands |



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans.....
Excelsior, M. & J. 2 lb. cans.....
Tip Top, M. & J. 1 lb. cans.....
Royal Java.....
Royal Java and Mocha.....
Grocer Co. Jackson, Meisel & Boston Combination.....
Ja-Vo Blend.....
Ja-Mo-Ka Blend.....
Distributed by Judson Grocer Co., Grand Rapids, C. Elcott & Co., Detroit, B. Desenberg & Co., Kalamazoo, Symons Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Meisel & Goeschel, Bay City, Fleibach Co., Toledo.

| 5 |
|---|
| CRACKERS |
| National Biscuit Co.'s brands |
| Butter |
| Seymour..... 6 1/2 |
| New York..... 6 1/2 |
| Family..... 6 1/2 |
| Salted..... 6 1/2 |
| Wolverine..... 7 |
| Soda |
| Soda XXX..... 7 |
| Soda, City..... 8 |
| Long Island Wafers..... 13 |
| Zephyrette..... 13 |
| Oyster |
| Faust..... 7 1/2 |
| Farina..... 7 1/2 |
| Extra Farina..... 7 1/2 |
| Saltine Oyster..... 7 |
| Sweet Goods-Boxes |
| Animals..... 10 |
| Assorted Cake..... 10 |
| Belle Rose..... 8 |
| Bent's Water..... 16 |
| Cinnamon Bar..... 9 |
| Coffee Cake, Iced..... 10 |
| Coffee Cake, Java..... 10 |
| Cocanut Macaroons..... 18 |
| Cocanut Taffy..... 16 |
| Cracknels..... 8 |
| Creams, Iced..... 8 |
| Cream Crisp..... 10 1/2 |
| Cubans..... 11 1/2 |
| Currant Fruit..... 10 |
| Frosted Honey..... 12 |
| Frosted Cream..... 8 |
| Ginger Gems, 1/2 or 3/4 sm'll..... 8 1/2 |
| Ginger Snaps, N. B. C..... 8 1/2 |
| Gladiator..... 10 1/2 |
| Grandma Cakes..... 8 |
| Graham Crackers..... 8 |
| Graham Wafers..... 12 |
| Grand Rapids Tea..... 16 |
| Honey Fingers..... 12 |
| Iced Honey Crumpets..... 10 |
| Imperial..... 8 |
| Jumbles, Honey..... 12 |
| Lady Fingers..... 12 |
| Lemon Snaps..... 12 |
| Lemon Wafers..... 16 |
| Marshmallow..... 16 |
| Marshmallow Creams..... 16 |
| Marshmallow Walnuts..... 16 |
| Mary Ann..... 8 |
| Mixed Plantic..... 11 1/2 |
| Milk Biscuit..... 7 1/2 |
| Molasses Cake..... 8 |
| Molasses Bar..... 8 |
| Moss Jelly Bar..... 13 1/2 |
| Newton..... 12 |
| Oatmeal Crackers..... 8 |
| Oatmeal Wafers..... 12 |
| Orange Crisp..... 9 |
| Orange Gem..... 8 |
| Penny Cake..... 8 |
| Pilot Bread, XXX..... 8 1/2 |
| Pretzels, hand made..... 8 |
| Pretzels, hand made..... 8 |
| Scotch Cookies..... 10 |
| Sears' Lunch..... 7 1/2 |
| Sugar Cake..... 8 |
| Sugar Biscuit Square..... 8 |
| Sugar Squares..... 8 |
| Sultanas..... 13 |
| Tutti Frutti..... 16 |
| Vanilla Wafers..... 16 |
| Vienna Crisp..... 8 |
| E. J. Krueze & Co.'s baked goods |
| Standard Crackers |
| Blue Ribbon Squares |
| Write for complete price list with interesting discounts. |
| CREAM TARTAR |
| 5 and 10 lb. wooden boxes..... 30 |
| Bulk in sacks..... 29 |
| DRIED FRUITS |
| Apples |
| Sundried..... @ 4 1/2 |
| Evaporated, 50 lb. boxes..... @ 6 |
| California Prunes |
| 100-120 25 lb. boxes..... @ 2 |
| 90-100 25 lb. boxes..... @ 4 1/2 |
| 80-90 25 lb. boxes..... @ 4 1/2 |
| 70-80 25 lb. boxes..... @ 4 1/2 |
| 60-70 25 lb. boxes..... @ 4 1/2 |
| 50-60 25 lb. boxes..... @ 4 1/2 |
| 40-50 25 lb. boxes..... @ 4 1/2 |
| 30-40 25 lb. boxes..... @ 4 1/2 |
| 1/2 cent less in 50 lb. cases |
| Citron |
| Corsican..... 13 @ 13 1/2 |
| Imported, 1 lb package 6 1/2 @ |
| Imported bulk..... 6 1/2 @ |
| Peel |
| Lemon American 10 lb. bx. 13 |
| Orange American 10 lb. bx. 13 |
| Raisins |
| London Layers 2 Crown..... 1 25 |
| London Layers 3 Crown..... 2 60 |
| Cluster 4 Crown..... 7 |
| Loose Muscatels 2 Crown..... 7 1/2 |
| Loose Muscatels 3 Crown..... 8 |
| Loose Muscatels 4 Crown..... 8 |
| L. M., Seeded, 1 lb..... @ 9 |
| L. M., Seeded, 1/2 lb..... 7 |
| Sultanas, bulk..... 10 |
| Sultanas, package..... 10 1/2 |
| FARINACEOUS GOODS |
| Beans |
| Dried Lima..... 5 1/2 |
| Medium Hand Picked..... 2 40 |
| Brown Holland..... |
| Farina |
| 24 1 lb. packages..... 1 50 |
| Bulk, per 100 lbs..... 2 50 |
| Hominy |
| Flake, 50 lb. sack..... 90 |
| Pearl, 200 lb. bbl..... 5 00 |
| Pearl, 100 lb. sack..... 2 00 |
| Macaroni and Vermicelli |
| Domestic, 10 lb. box..... 60 |
| Imported, 25 lb. box..... 2 50 |
| Pearl Barley |
| Common..... 2 25 |
| Chester..... 2 65 |
| Empire..... 3 50 |

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| California Prunes |
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| 90-100 25 lb. boxes..... @ 4 1/2 |
| 80-90 25 lb. boxes..... @ 4 1/2 |
| 70-80 25 lb. boxes..... @ 4 1/2 |
| 60-70 25 lb. boxes..... @ 4 1/2 |
| 50-60 25 lb. boxes..... @ 4 1/2 |
| 40-50 25 lb. boxes..... @ 4 1/2 |
| 30-40 25 lb. |

| 6 | |
|--------------------------|------|
| Peas | |
| Green, Wisconsin, bu. | 1 80 |
| Green, Scotch, bu. | 1 85 |
| Split, lb. | 4 |
| Roller Oats | |
| Roller Avena, bbl. | 4 85 |
| Steel Cut, 100 lb. sacks | 2 50 |
| Monarch, bbl. | 4 60 |
| Monarch, 90 lb. sacks | 2 23 |
| Quaker, cases | 3 10 |
| Grits | |
| Walsh-DeRoo Co.'s Brand. | |



| | |
|--------------------------|------|
| Cases, 24 2 lb. packages | 2 00 |
| Sago | |
| East India | 3 30 |
| German, sacks | 3 30 |
| German, broken package | 4 |
| Tapoca | |
| Flake, 110 lb. sacks | 4 30 |
| Pearl, 130 lb. sacks | 3 30 |
| Pearl, 24 1 lb. packages | 6 30 |
| Wheat | |
| Cracked, bulk | 3 30 |
| 24 2 lb. packages | 2 50 |
| FISHING TACKLE | |
| 1/4 to 1 inch | 6 |
| 1 1/2 to 2 inches | 7 |
| 1 1/2 to 2 inches | 9 |
| 2 inches | 11 |
| 3 inches | 15 |

| Cotton Lines | |
|----------------|----|
| No. 1, 10 feet | 7 |
| No. 2, 15 feet | 7 |
| No. 3, 15 feet | 9 |
| No. 4, 15 feet | 9 |
| No. 5, 15 feet | 11 |
| No. 6, 15 feet | 12 |
| No. 7, 15 feet | 15 |
| No. 8, 15 feet | 18 |
| No. 9, 15 feet | 20 |

| Linen Lines | |
|-------------|----|
| Small | 26 |
| Medium | 20 |
| Large | 34 |

| Poles | |
|-------------------------|----|
| Bamboo, 14 ft. per doz. | 50 |
| Bamboo, 16 ft. per doz. | 65 |
| Bamboo, 18 ft. per doz. | 80 |

| FLAVORING EXTRACTS | |
|------------------------|-------------------|
| FOOTE & JENKS' JAXON | |
| Highest Grade Extracts | |
| Vanilla | Lemon |
| 1 oz full m. 1.20 | 1 oz full m. 80 |
| 2 oz full m. 2.40 | 2 oz full m. 1.25 |
| No. 3 fan'y 1.35 | No. 3 fan'y 1.75 |

| COLEMAN'S | |
|------------------------|------------------|
| HIGHEST GRADE EXTRACTS | |
| Vanilla | Lemon |
| 2 oz panel. 1.20 | 2 oz panel. 75 |
| 3 oz taper. 2.00 | 4 oz taper. 1.50 |

| JENNINGS' | |
|--------------------|---------------|
| FLAVORING EXTRACTS | |
| Folding Boxes | |
| D. C. Lemon | D. C. Vanilla |
| 2 oz. | 75 |
| 2 oz. | 1.50 |
| 2 oz. | 1.50 |
| 2 oz. | 2.00 |
| 2 oz. | 2.00 |
| 2 oz. | 3.00 |

| Taper Bottles | |
|---------------|---------------|
| D. C. Lemon | D. C. Vanilla |
| 1 oz. | 75 |
| 1 oz. | 1.25 |
| 1 oz. | 1.25 |
| 1 oz. | 2.40 |

| Full Measure | |
|--------------|---------------|
| D. C. Lemon | D. C. Vanilla |
| 1 oz. | 65 |
| 1 oz. | 1.02 |
| 1 oz. | 1.10 |
| 1 oz. | 2.02 |
| 1 oz. | 3.00 |

| Tropical Extracts | |
|-----------------------------|------|
| 2 oz. full measure, Lemon | 75 |
| 4 oz. full measure, Lemon | 1.50 |
| 2 oz. full measure, Vanilla | 90 |
| 4 oz. full measure, Vanilla | 1.80 |

| Souder's | |
|---------------------------|-------------|
| Regular Lemon | doz. gro. |
| Regular Vanilla | 1.20, 14.40 |
| XX Lemon | 1.50, 18.00 |
| XX Vanilla | 1.75, 21.00 |
| Venus Van. & Tonka | 75, 9.00 |
| Regular Vanilla, per gal. | 8.00 |
| XX Lemon, per gal. | 7.00 |

| FRESH MEATS | |
|--------------|------|
| Carcases | 4 30 |
| Forequarters | 5 30 |
| Hindquarters | 6 30 |
| Loin | 6 30 |
| Ribs | 7 30 |
| Rounds | 5 30 |
| Chucks | 5 30 |
| Plates | 4 30 |

| Dressed | |
|--------------|-------|
| Loin | 7 30 |
| Boston Butts | 9 30 |
| Shoulders | 8 30 |
| Leaf Lard | 10 30 |

| 7 | |
|----------|------|
| Mutton | |
| Carcases | 6 30 |
| Lamb | 9 30 |
| Veal | |
| Carcases | 7 30 |

| GELATINE | |
|-----------------------------|-------|
| Knox's Sparkling | 1 20 |
| Knox's Sparkling, pr gross | 14 00 |
| Knox's Acidulated | 1 20 |
| Knox's Acidulated, pr gross | 14 00 |
| Oxford | 75 |
| Plymouth Rock | 1 20 |
| Nelson's | 1 50 |
| Cox's, 2-qt size | 1 61 |
| Cox's, 1-qt size | 1 10 |

| GRAIN BAGS | |
|--------------------------|-------|
| Amoskeag, 100 in bale | 15 30 |
| Amoskeag, less than bale | 15 30 |

| GRAINS AND FLOUR | |
|--------------------------------|------|
| Wheat | 74 |
| Winter Wheat Flour | |
| Local Brands | |
| Patents | 4 30 |
| Second Patent | 3 80 |
| Straight | 3 40 |
| Second Straight | 3 20 |
| Clear | 3 15 |
| Graham | 3 10 |
| Buckwheat | 3 00 |
| Rye | 3 00 |
| Subject to usual cash discount | |

| Spring Wheat Flour | |
|--------------------------------|------|
| Clark-Jewell-Wells Co.'s Brand | |
| Pillsbury's Best 1/2 | 4 50 |
| Pillsbury's Best 1/4 | 4 40 |
| Pillsbury's Best 1/8 | 4 40 |
| Pillsbury's Best 1/16 | 4 40 |
| Pillsbury's Best 1/32 | 4 40 |
| Lemon & Wheeler Co.'s Brand | |
| Wingold 1/2 | 4 40 |
| Wingold 1/4 | 4 40 |
| Wingold 1/8 | 4 40 |
| Wingold 1/16 | 4 40 |
| Wingold 1/32 | 4 40 |
| Judson Grocer Co.'s Brand | |
| Ceresota 1/2 | 4 40 |
| Ceresota 1/4 | 4 40 |
| Ceresota 1/8 | 4 40 |
| Ceresota 1/16 | 4 40 |
| Ceresota 1/32 | 4 40 |
| Worden Grocer Co.'s Brand | |
| Laurel 1/2 | 4 40 |
| Laurel 1/4 | 4 40 |
| Laurel 1/8 | 4 40 |
| Laurel 1/16 | 4 40 |
| Laurel 1/32 | 4 40 |

| Meal | |
|------------------------|-------|
| Bolled | 2 70 |
| Granulated | 2 80 |
| Feed and Millstuffs | |
| St. Car Feed screened | 20 50 |
| No. 1 Corn and Oats | 20 10 |
| Corn Meal, coarse | 20 00 |
| Corn Meal, fine old | 20 00 |
| Winter Wheat Bran | 18 00 |
| Winter Wheat Middlings | 21 00 |
| Cow Feed | 20 00 |
| Screenings | 18 00 |

| Oats | |
|------------------------|-------|
| Car lots | 40% |
| Corn | |
| Corn, car lots, new | 47% |
| Hay | |
| No. 1 Timothy car lots | 9 50 |
| No. 1 Timothy ton lots | 12 00 |

| HERBS | |
|---------------|----|
| Sage | 15 |
| Hops | 15 |
| Laurel Leaves | 15 |
| Penna Leaves | 25 |

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

| JELLY | |
|----------------------|------|
| 5 lb. pails per doz. | 1 85 |
| 15 lb. pails | 35 |
| 30 lb. pails | 67 |

| LICORICE | |
|----------|----|
| Pure | 30 |
| Calabria | 23 |
| Sicily | 14 |
| Root | 10 |

| LYE | |
|-------------------------------|------|
| Eagle Brand | |
| High test powdered lye | |
| Single case lots | |
| 10c size, 4 doz cans per case | 3 50 |

| MALTED FOOD | |
|------------------|------|
| Condensed, 2 doz | 1 20 |
| Condensed, 4 doz | 2 25 |

| MALT-OLA | |
|--------------------|------|
| Cases, 12 packages | 1 35 |
| Cases, 36 packages | 4 05 |

| MEAT EXTRACTS | |
|--------------------------|------|
| Armour's, 2 oz | 8 20 |
| Liebig's, Chicago, 2 oz | 2 95 |
| Liebig's, Chicago, 4 oz | 5 50 |
| Liebig's, Imported, 2 oz | 4 55 |
| Liebig's, Imported, 4 oz | 8 50 |

| MOLASSES | |
|-------------------|----|
| New Orleans | |
| Fancy Open Kettle | 40 |
| Choice | 35 |
| Fair | 26 |
| Good | 22 |

| MUSTARD | |
|-----------------------|------|
| Horse Radish, 1 doz | 1 75 |
| Horse Radish, 2 doz | 3 50 |
| Bayle's Celery, 4 doz | 3 50 |

| 8 | |
|--------------|--|
| METAL POLISH | |



Sold by all jobbers or write manufacturers.

| Packed 1 dozen in case | |
|--------------------------------|-------|
| Paste, 3 oz. box, per doz. | 75 |
| Paste, 6 oz. box, per doz. | 1 25 |
| Liquid, 4 oz. bottle, per doz | 1 00 |
| Liquid, 1/2 pt. can, per doz. | 1 60 |
| Liquid, 1 pt. can, per doz. | 2 50 |
| Liquid, 1/2 gal. can, per doz. | 8 50 |
| Liquid, 1 gal. can, per doz. | 14 00 |

| OLIVES | |
|--------------------|------|
| Bulk, 1 gal. kegs. | 1 35 |
| Bulk, 5 gal. kegs. | 1 10 |
| Bulk, 5 gal. kegs. | 1 05 |
| Manzanilla, 7 oz. | 80 |
| Queen, pints. | 2 35 |
| Queen, 19 oz. | 4 50 |
| Queen, 28 oz. | 7 00 |
| Stuffed, 5 oz. | 90 |
| Stuffed, 8 oz. | 1 45 |
| Stuffed, 10 oz. | 2 50 |

| PICKLES | |
|------------------------|------|
| Barrels, 1,200 count | 8 25 |
| Half bbls, 600 count | 4 63 |
| Small | |
| Barrels, 2,400 count | 9 75 |
| Half bbls, 1,200 count | 5 15 |

| PLAYING CARDS | |
|----------------------------|------|
| No. 90, Steamboat | 90 |
| No. 15, Royal, assorted | 1 20 |
| No. 20, Royal, assorted | 1 60 |
| No. 572, Special | 1 75 |
| No. 98, Golf, satin finish | 2 00 |
| No. 682, Bicycle | 2 00 |
| No. 308, Tourna't Whist | 2 25 |

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

| PROVISIONS | |
|------------------|--------|
| Barreled Pork | |
| Mess. | 217 75 |
| Back | 220 00 |
| Clear back | 219 75 |
| Short cut | 218 50 |
| Pig | 210 00 |
| Bean | 216 75 |
| Family Mess Loin | 18 75 |
| Clear | 219 00 |

| Dry Salt Meats | |
|----------------|-------|
| Bellies | 10 30 |
| S P Bellies | 1 30 |
| Extra shorts | 12 30 |

| Smoked Meats | |
|-----------------------|-------|
| Hams, 12 lb. average | 12 30 |
| Hams, 14 lb. average | 12 30 |
| Hams, 16 lb. average | 12 30 |
| Hams, 20 lb. average | 12 30 |
| Ham dried beef | 12 30 |
| Shoulders (N. Y. cut) | 12 30 |
| Bacon, clear | 12 30 |
| California hams | 12 30 |
| Bolled Hams | 12 30 |
| Picnic Bolled Hams | 12 30 |
| Berlin Ham pr's'd | 12 30 |
| Mince Hams | 12 30 |

| Compound | |
|-----------------------|--------|
| Pure | 7 30 |
| 60 lb. Tubs, advance | 210 30 |
| 80 lb. Tubs, advance | 210 30 |
| 50 lb. Tins, advance | 210 30 |
| 50 lb. Pails, advance | 210 30 |
| 10 lb. Pails, advance | 210 30 |
| 5 lb. Pails, advance | 210 30 |
| Vegetable | 210 30 |

| Sausages | |
|------------|------|
| Bologna | 5 30 |
| Liver | 5 30 |
| Frankfort | 5 30 |
| Pork | 5 30 |
| Blood | 5 30 |
| Tongue | 5 30 |
| Headcheese | 5 30 |

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

| Pigs Feet | |
|--------------------|------|
| 1/4 bbls., 40 lbs. | 1 85 |
| 1/2 bbls., 80 lbs. | 3 80 |
| 1 bbl., 160 lbs. | 7 75 |

| Tripe | |
|--------------------|------|
| Kits, 15 lbs. | 70 |
| 1/4 bbls., 40 lbs. | 1 40 |
| 1/2 bbls., 80 lbs. | 2 70 |

| Casings | |
|--------------|----|
| Pork | 26 |
| Beef rounds | 5 |
| Beef middles | 12 |
| Sheep | 85 |

| Uncolored Butterline | |
|----------------------|--------|
| Solid, dairy | 11 1/2 |
| Rolls, dairy | 12 1/2 |
| Rolls, dairy | 15 |
| Solid, dairy | 14 1/2 |

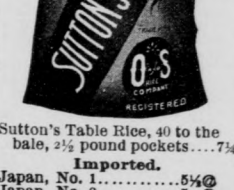
| Canned Beef | |
|---------------------|-------|
| Corned beef, 2 lb. | 2 30 |
| Corned beef, 14 lb. | 17 50 |
| Roast beef, 2 lb. | 2 30 |
| Potted ham, 1/2 | 45 |
| Potted ham, 1/4 | 85 |
| Deviled ham, 1/2 | 45 |
| Deviled ham, 1/4 | 85 |
| Potted tongue, 1/2 | 45 |
| Potted tongue, 1/4 | 85 |

| 9 | |
|----------------|------|
| RICE | |
| Domestic | |
| Carolina head | 7 |
| Carolina No. 1 | 6 30 |
| Carolina No. 2 | 6 30 |
| Broken | 6 30 |



Sutton's Table Rice, 40 to the bale, 2 1/2 pound pockets.

| Imported | |
|------------------|------|
| Japan, No. 1 | 5 30 |
| Japan, No. 2 | 5 30 |
| Java, fancy head | 5 30 |
| Java, No. 1 | 5 30 |
| Table | 5 30 |



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

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

| SALERATUS | |
|-------------------------|------|
| Packed 50 lbs. in box | 3 15 |
| Church's Arm and Hammer | 3 15 |
| Deland's | 3 15 |
| Dwight's Cow | 3 15 |
| Emblem | 3 15 |
| L. F. | 3 15 |
| Wyandotte, 100 1/2 | 3 15 |

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

| SALT | |
|---------------------------------|------|
| Diamond Crystal | |
| Table, cases, 24 3 lb. boxes | 1 40 |
| Table, barrels, 100 3 lb. bags | 3 00 |
| Table, barrels, 50 6 lb. bags | 3 00 |
| Table, barrels, 40 7 lb. bags | 2 75 |
| Butter, barrels, 320 lb. bulk | 2 55 |
| Butter, barrels, 20 14 lb. bags | 2 85 |
| Butter, sacks, 28 lbs. | 27 |
| Butter, sacks, 56 lbs. | 67 |
| Shaker, 24 2 lb. boxes | 1 50 |

| Common Grades | |
|-----------------|------|
| 100 3 lb. sacks | 2 25 |
| 60 5 lb. sacks | 2 15 |
| 28 10 lb. sacks | 2 05 |
| 56 5 lb. sacks | 40 |
| 28 10 lb. sacks | 22 |

| Warsaw |
|--------|
|--------|

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| | |
|------------------------------|-------|
| Lubetsky Bros. brands | |
| B. L. | 35 00 |
| Daily Mail, 5c edition. | 35 00 |
| Fine Cut | |
| Cadillac. | 54 |
| Sweet Loma. | 33 |
| Hawatha, 5 lb. pails. | 56 |
| Hawatha, 10 lb. pails. | 54 |
| Telegram. | 22 |
| Pay Car. | 31 |
| Prarie Rose. | 49 |
| Protection. | 37 |
| Sweet Burley. | 42 |
| Tiger. | 38 |
| Plug | |
| Red Cross. | 32 |
| Palo. | 31 |
| Kylo. | 34 |
| Hawatha. | 41 |
| Sattle Axe. | 33 |
| American Eagle. | 32 |
| Standard Navy. | 36 |
| Spear Head, 16 oz. | 41 |
| Spear Head, 8 oz. | 43 |
| Nobby Twist. | 48 |
| Jolly Tar. | 36 |
| Old Honesty. | 42 |
| Toddy. | 33 |
| J. I. | 36 |
| Piper Heidsiek. | 31 |
| Boot Jack. | 78 |
| Honey Dip Twist. | 39 |
| Black Standard. | 38 |
| Cadillac. | 38 |
| Forge. | 30 |
| Nickel Twist. | 50 |
| Smoking | |
| Sweet Core. | 34 |
| Flat Car. | 37 |
| Great Navy. | 34 |
| Warpath. | 25 |
| Bamboo, 16 oz. | 24 |
| I X L, 5 lb. | 28 |
| I X L, 16 oz. pails. | 30 |
| Honey Dew. | 35 |
| Gold Block. | 35 |
| Flagman. | 38 |
| Chips. | 32 |
| Kiln Dried. | 21 |
| Duke's Mixture. | 38 |
| Duke's Cameo. | 41 |
| Myrtle Navy. | 39 |
| Yum Yum, 1 1/2 oz. | 39 |
| Yum Yum, 1 lb. pails. | 37 |
| Cream. | 36 |
| Corn Cake, 2 1/2 oz. | 24 |
| Corn Cake, 1 lb. | 22 |
| Plow Boy, 1 1/2 oz. | 39 |
| Plow Boy, 3 1/2 oz. | 39 |
| Peerless, 3 1/2 oz. | 32 |
| Peerless, 1 1/2 oz. | 34 |
| Air Brake. | 36 |
| Cant Hook. | 30 |
| Country Club. | 32-34 |
| Forex XXX. | 23 |
| Good Indian. | 23 |
| Self Binder. | 20-22 |
| Silver Foam. | 34 |

TWINE

| | |
|-------------------------|-------|
| Cotton, 3 ply. | 16 |
| Cotton, 4 ply. | 16 |
| Jute, 2 ply. | 12 |
| Hemp, 6 ply. | 12 |
| Flax, medium. | 20 |
| Wool, 1 lb. balls. | 7 1/2 |

VINEGAR

| | |
|---------------------------------|----|
| Malt White Wine, 40 grain. | 8 |
| Malt White Wine, 60 grain. | 11 |
| Pure Cider, B. & B. brand. | 11 |
| Pure Cider, Red Star. | 11 |
| Pure Cider, Robinson. | 11 |
| Pure Cider, Silver. | 11 |

WASHING POWDER

| | |
|----------------------------|------|
| Diamond Flake. | 2 75 |
| Gold Brick. | 2 25 |
| Gold Dust, regular. | 4 50 |
| Gold Dust, 5c. | 4 00 |
| Kirkoline, 24 1/2 lb. | 3 40 |
| Pearline. | 2 75 |
| Soapline. | 4 10 |
| Babbitt's 1776. | 3 75 |
| Roseline. | 3 90 |
| Armour's. | 3 70 |
| Nine O'clock. | 3 35 |
| Wisdom. | 3 80 |
| Scourline. | 3 50 |
| Rub-No-More. | 3 75 |

WICKING

| | |
|------------------------|----|
| No. 6, per gross. | 25 |
| No. 1, per gross. | 30 |
| No. 7, per gross. | 40 |
| No. 8, per gross. | 55 |

WOODENWARE

| | |
|--------------------------------|------|
| Baskets | |
| Bushels. | 1 25 |
| Market. | 30 |
| Spint, large. | 6 00 |
| Spint, medium. | 5 00 |
| Spint, small. | 4 00 |
| Willow Clothes, large. | 6 00 |
| Willow Clothes, medium. | 5 50 |
| Willow Clothes, small. | 5 00 |
| Bradley Butter Boxes | |
| 2 lb. size, 24 in case. | 72 |
| 3 lb. size, 16 in case. | 68 |
| 5 lb. size, 12 in case. | 63 |
| 10 lb. size, 6 in case. | 60 |
| Butter Plates | |
| No. 1 Oval, 250 in crate. | 40 |
| No. 2 Oval, 250 in crate. | 45 |
| No. 3 Oval, 250 in crate. | 50 |
| No. 5 Oval, 250 in crate. | 60 |
| Churns | |
| Barrel, 5 gals., each. | 2 40 |
| Barrel, 10 gals., each. | 2 55 |
| Barrel, 15 gals., each. | 2 70 |
| Clothes Pins | |
| Round head, 5 gross box. | 50 |
| Round head, cartons. | 75 |
| Egg Crates | |
| Humpty Dumpty. | 2 25 |
| No. 1, complete. | 20 |
| Faucets | |
| Cork lined, 8 in. | 65 |
| Cork lined, 9 in. | 75 |
| Cork lined, 10 in. | 85 |
| Cedar, 8 in. | 65 |

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

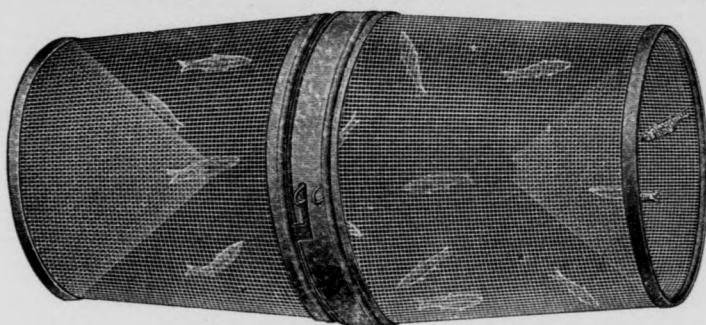
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| | |
|------------------------------|---------------|
| CANDIES | |
| Stick Candy | |
| Standard. | bbis. pails |
| Eclipse. | 7 |
| Standard H. | 7 |
| Standard Twist. | 8 |
| Cut Leaf. | 9 |
| Jumbo, 32 lb. | 7 1/2 |
| Extra H. H. | 10 1/2 |
| Boston Cream. | 10 |
| Mixed Candy | |
| Grocers. | 6 |
| Competition. | 7 |
| Special. | 7 1/2 |
| Conserve. | 7 1/2 |
| Royal. | 8 1/2 |
| Ribbon. | 9 |
| Broken. | 8 |
| Cut Leaf. | 8 1/2 |
| English Rock. | 9 |
| Kindergarten. | 9 |
| Bon Ton Cream. | 8 1/2 |
| French Cream. | 9 |
| Dandy Pan. | 10 |
| Hand Made Cream. | 11 1/2 |
| Mixed. | 13 |
| Crystal Cream mix. | 13 |
| Fancy-In Pails | |
| Champ. Crys. Gums. | 8 1/2 |
| Pony Hearts. | 15 |
| Fairy Cream Squares. | 12 |
| Fudge Squares. | 12 |
| Peanut Squares. | 9 |
| Sugared Peanuts. | 11 |
| Salted Peanuts. | 10 |
| Starlight Kisses. | 10 |
| San Bias Goodies. | 12 1/2 |
| Lozenges, plain. | 10 |
| Lozenges, printed. | 10 |
| Lozenges, chocolate. | 11 |
| Bellpe Chocolate. | 12 1/2 |
| Quintette Choc. | 12 1/2 |
| Gum Drops. | 8 1/2 |
| Moss Drops. | 9 |
| Lemon Sours. | 9 |
| Imperial. | 9 |
| Ital. Cream Opera. | 12 |
| Ital. Cream Bonbons. | 11 |
| 20 lb. pails. | 11 |
| Molasses Chew. | 13 |
| lb. pails. | 13 |
| Golden Waffles. | 12 |
| Fancy-In 5 lb. Boxes | |
| Lemon Sours. | 250 |
| Peppermint Drops. | 250 |
| Chocolate Drops. | 250 |
| H. M. Choc. Drops. | 250 |
| H. M. Choc. Lt. and. | 250 |
| Dk. No. 12. | 21 00 |
| Gum Drops. | 235 |
| Licorice Drops. | 275 |
| Lozenges, plain. | 255 |
| Lozenges, printed. | 260 |
| Imperial. | 260 |
| Mottos. | 260 |
| Cream Bar. | 255 |
| Molasses Bar. | 255 |
| Hand Made Creams. | 80 290 |
| Cream Buttons, Pep. | 285 |
| and Wint. | 285 |
| String Rock. | 285 |
| Wintergreen Berries. | 280 |
| FRUITS | |
| Oranges | |
| Florida Russett. | 2 |
| Florida Bright. | 2 |
| Fancy Navels. | 3 00 @ 50 |
| Extra Choice. | 2 |
| Late Valencia. | 2 |
| Seedlings. | 2 |
| Medit. Sweets. | 2 |
| Jamaicas. | 2 |
| Rodi. | 2 |
| Lemons | |
| Verdell, ex fcy 300. | 2 |
| Verdell, fcy 300. | 2 |
| Verdell, ex chco 300. | 2 |
| Verdell, fcy 300. | 2 |
| Call Lemons, 300. | 3 50 @ 3 75 |
| Messinas 300. | 3 50 @ 4 00 |
| Messinas 300. | 3 50 @ 4 00 |
| Bananas | |
| Medium bunches. | 1 50 @ 2 00 |
| Large bunches. | 1 50 @ 2 00 |
| Foreign Dried Fruits | |
| Figs | |
| California, Fancy. | @ |
| Cal. pkg. 10 lb. boxes. | 21 00 |
| Extra Choice, Turk. | @ |
| 10 lb. boxes. | @ |
| Fancy, Tkrk. 12 lb. | @ |
| boxes. | 13 1/2 @ 15 |
| Pulled, 6 lb. boxes. | @ |
| Natural, in bags. | @ |
| Dates | |
| Fards in 10 lb. boxes. | 2 6 1/2 |
| Fards in 60 lb. cases. | 5 |
| Hallow. | @ |
| lb. cases, new. | @ |
| Salt, 60 lb. cases. | 2 4 1/2 |
| NUTS | |
| Almonds, Tarragona. | 2 16 |
| Almonds, Valencia. | 2 16 |
| Almonds, California. | 15 @ 16 |
| soft shelled. | 11 1/2 |
| Brazils. | 12 |
| Pilberts. | 12 |
| Walnuts, Grenoble. | 15 |
| Walnuts, soft shelled. | @ |
| Cal. No. 1, new. | @ |
| Table Nuts, fancy. | 13 1/2 |
| Pecans, Med. | 11 |
| Pecans, Ex. Large. | 12 |
| Pecans, Jumbo. | 13 |
| Hickory Nuts per bu. | @ |
| Ohio, new. | @ |
| Cocoanuts, full sacks. | 2 50 |
| Chestnuts, per bu. | @ |
| Peanuts—new crop | |
| Fancy, H. P., Suns. | 4 1/2 @ 5 1/2 |
| Fancy, H. P., Suns. | @ |
| Roasted. | 6 @ 6 1/2 |
| Choice, H. P., Jumbo. | 7 @ 7 1/2 |
| Choice, H. P., Jumbo. | 8 @ 8 1/2 |
| Roasted. | 8 @ 8 1/2 |
| Span. Shell No. 1. | 5 1/2 @ 6 1/2 |

15

| STONEWARE | |
|--|----------------|
| Butters | |
| 1/4 gal., per doz. | 48 |
| 1 to 6 gal., per gal. | 5 |
| 8 gal. each. | 66 |
| 10 gal. each. | 66 |
| 12 gal. each. | 78 |
| 15 gal. meat-tubs, each. | 1 20 |
| 20 gal. meat-tubs, each. | 1 60 |
| 25 gal. meat-tubs, each. | 2 25 |
| 30 gal. meat-tubs, each. | 2 70 |
| Churns | |
| 2 to 6 gal., per gal. | 6 1/2 |
| Churn Dashers, per doz. | 84 |
| Milkpans | |
| 1/4 gal. flat or rd. bot., per doz. | 48 |
| 1 gal. nat or rd. bot., each. | 6 |
| Fine Glazed Milkpans | |
| 1/4 gal. flat or rd. bot., per doz. | 60 |
| 1 gal. flat or rd. bot., each. | 6 |
| Stewpans | |
| 1/4 gal. fireproof, ball, per doz. | 85 |
| 1 gal. fireproof, ball, per doz. | 1 10 |
| Jugs | |
| 1/4 gal. per doz. | 60 |
| 1/2 gal. per doz. | 45 |
| 1 to 5 gal., per gal. | 7 1/2 |
| Sealing Wax | |
| 5 lbs. in package, per lb. | 2 |
| LAMP BURNERS | |
| No. 0 Sun. | 35 |
| No. 1 Sun. | 36 |
| No. 2 Sun. | 48 |
| No. 3 Sun. | 85 |
| Tubular. | 50 |
| Nutmeg. | 50 |
| MASON FRUIT JARS | |
| With Porcelain Lined Caps | |
| Pints. | 4 25 per gross |
| Quarts. | 4 50 per gross |
| 1/2 Gallon. | 6 50 per gross |
| Fruit Jars packed 1 dozen in box | |
| LAMP CHIMNEYS—Seconds | |
| Per box of 6 doz. | |
| No. 0 Sun. | 1 74 |
| No. 1 Sun. | 1 95 |
| No. 2 Sun. | 2 92 |
| Anchor Carton Chimneys | |
| Each chimney in corrugated carton. | |
| No. 0 Crimp. | 1 88 |
| No. 1 Crimp. | 2 08 |
| No. 2 Crimp. | 3 02 |
| First Quality | |
| No. 0 Sun, crimp top, wrapped & lab. | 1 91 |
| No. 1 Sun, crimp top, wrapped & lab. | 2 18 |
| No. 2 Sun, crimp top, wrapped & lab. | 3 08 |
| XXX Flint | |
| No. 1 Sun, crimp top, wrapped & lab. | 2 75 |
| No. 2 Sun, crimp top, wrapped & lab. | 3 75 |
| No. 2 Sun, hinge, crimp top, wrapped & lab. | 4 00 |
| Pearl Top | |
| No. 1 Sun, wrapped and labeled. | 4 80 |
| No. 2 Sun, wrapped and labeled. | 5 30 |
| No. 2 hinge, wrapped and labeled. | 5 10 |
| No. 2 Sun, "Small Bulb," for Globe Lamps. | 80 |
| La Bastie | |
| No. 1 Sun, plain bulb, per doz. | 1 00 |
| No. 2 Sun, plain bulb, per doz. | 1 25 |
| No. 1 Crimp, per doz. | 1 35 |
| No. 2 Crimp, per doz. | 1 60 |
| Rochester | |
| No. 1 Lime (65c doz) | 3 50 |
| No. 2 Lime (75c doz) | 4 00 |
| No. 2 Flint (80c doz) | 4 60 |
| Electric | |
| No. 2 Lime (70c doz) | 4 00 |
| No. 2 Flint (80c doz) | 4 60 |
| OIL CANS | |
| 1 gal. tin cans with spout, per doz. | 1 30 |
| 1 gal. galv. iron with spout, per doz. | 1 50 |
| 2 gal. galv. iron with spout, per doz. | 2 50 |
| 3 gal. galv. iron with spout, per doz. | 3 50 |
| 5 gal. galv. iron with spout, per doz. | 4 50 |
| 3 gal. galv. iron with faucet, per doz. | 3 75 |
| 5 gal. galv. iron with faucet, per doz. | 5 00 |
| 5 gal. Tilting cans. | 7 00 |
| 5 gal. galv. iron Nacetas | 9 00 |
| LANTERNS | |
| No. 0 Tubular, side lift. | 4 75 |
| No. 1 B Tubular. | 7 25 |
| No. 15 Tubular, dash. | 7 25 |
| No. 1 Tubular, glass fountain. | 7 50 |
| No. 12 Tubular, side lamp. | 13 50 |
| No. 3 Street lamp, each. | 3 60 |
| LANTERN GLOBES | |
| No. 0 Tub., cases 1 doz. each, box, 10c | 45 |
| No. 0 Tub., cases 2 doz. each, box, 15c | 45 |
| No. 0 Tub., bulbs 5 doz. each, per bbl. | 1 10 |
| No. 0 Tub., Bull's eye, cases 1 doz. each | 1 25 |
| BEST WHITE COTTON WICKS | |
| Roll contains 32 yards in one piece. | |
| No. 0, 3/4-inch wide, per gross or roll. | 18 |
| No. 1, 3/4-inch wide, per gross or roll. | 24 |
| No. 2, 1 inch wide, per gross or roll. | 34 |
| No. 3, 1 1/4 inch wide, per gross or roll. | 53 |
| COUPON BOOKS | |
| 50 books, any denomination. | 1 50 |
| 100 books, any denomination. | 2 50 |
| 500 books, any denomination. | 11 50 |
| 1,000 books, any denomination. | 20 00 |
| Above quotations are for either Tradesman, Superior, Economical or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. | |
| Coupon Pass Books | |
| Can be made to represent any denomination from \$10 down. | |
| 50 books | 1 50 |
| 100 books | 2 50 |
| 500 books | 11 50 |
| 1,000 books | 20 00 |
| Credit Checks | |
| 500, any one denomination. | 2 00 |
| 1,000, any one denomination. | 3 00 |
| 2,000, any one denomination. | 5 00 |

"Sure Catch" Minnow Trap



Length, 19½ inches. Diameter, 9½ inches.

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

Retails at \$1.25 each. Liberal discount to the trade.

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.



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



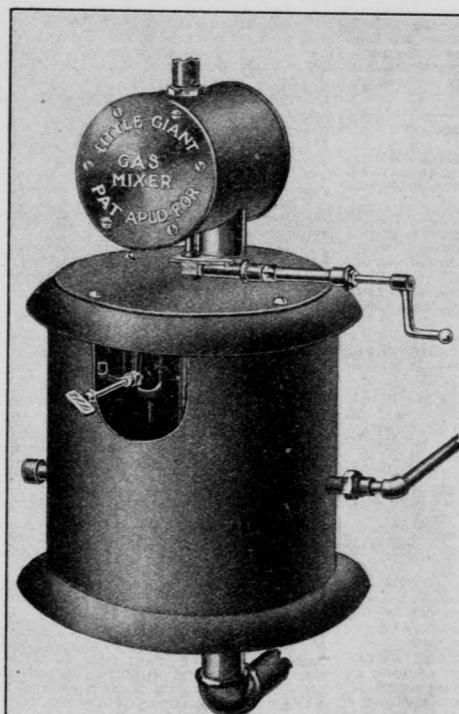
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that equals

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

There's Vim, Vigor, Endurance in every grain of it. Best food for athletes on account of quick assimilation and great "staying" power. Speedily builds up the weak. Ready cooked—always crisp and sweet. Buy a package today and look for "benefit" coupon.

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next week here, caused
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appearing in full dress. He is sent out in the interest of the people who want the BEST lighting system on the market to-day.

Responsible agents wanted in every town to handle The Allen Light.

Manufactured by

M. B. Allen

48 W. State St.

Battle Creek, Mich.

Don't Wait

Until your competitor has stocked with all the good things and drawn all the best trade. Wake up and get some of these things yourself. STANDARD D CRACKERS are the best things we know of and we will tell you all about them if you will only let us know that you do not know. And they are not made by the trust.

E. J. Kruce & Co.

Detroit, Mich.

WHOLESALE OYSTERS

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

DETTENTHALER MARKET, Grand Rapids, Mich.

H. M. REYNOLDS ROOFING CO.

Grand Rapids, Michigan

MANUFACTURERS

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

Business-Wants

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

BUSINESS CHANCES.

WANTED—TO INVEST \$3,000 TO \$5,000 FOR a clothing or men's furnishing goods stock in a desirable location. What have you? Address M. J. Box 56, Alma, Mich. 93

FOR SALE—AN UP-TO-DATE AND WELL- assorted hardware stock, located in a town of 1,500 inhabitants which has system of water works and electric lights. Reason for selling, owner has other business and must dispose of stock at once. Anyone looking for a bargain, call or address Jesse S. Harris, 43 Chope Place, Detroit, Mich. 92

FOR SALE—A FIRST-CLASS GROCERY stock, doing a good cash business in city of 25,000 population; will invoice \$2,000. L. F. Cox, Kalamazoo, Mich. 91

GREAT OPENINGS FOR BUSINESS OF all kinds; new towns are being opened on the Chicago, Great Western Ry. Omaha extension. For particulars address E. B. Magill, Mgr. Townsite Dept., Fort Dodge, Ia. 90

FOR SALE—OWING TO DEATH OF PRO- priator, we offer for sale a well-established furniture and undertaking business in our city. F. E. Stitely Co., Dixon, Ill. 89

FOR SALE—MILLINERY STOCK IN A thriving village, invoicing \$700; price, \$500. Box 273, Shelby, Mich. 88

FOR SALE—HARDWARE STOCK. A good up-to-date stock, only one in town of 800; doing a good business; satisfactory reasons for selling. Address No. 87, care Michigan Tradesman. 87

FOR RENT OR SALE—A BRICK STORE building 22x60 feet, with wood addition on back; a good basement; living rooms above. Address J. L. Farnham, Mancelona, Mich. 85

FOR SALE OR RENT OR EXCHANGE FOR Farm or Stock of Merchandise—New roller mill at South Boardman, Kalamazoo Co., Mich. 83

FOR SALE—LIGHT COVERED DELIVERY wagon, made by Belknap Wagon Co. In use five months. L. E. Phillips, Newaygo, Mich. 82

WANTED—MONEY FOR IOWA FARM loans in amounts from \$1,200 upwards at 5, 5 1/2 and 6 per cent. Gilt edge security. Bank references furnished. Address No. 81, care Michigan Tradesman. 81

FOR SALE—STOCK OF GENERAL MER- chandise, about \$1,600, in good town. Good reasons for selling. Address No. 79, care Michigan Tradesman. 79

RESTAURANT FOR SALE, DOING GOOD business; centrally located in Northern town. Address No. 78, care Michigan Tradesman. 78

FOR SALE—A NICE CLEAN STOCK OF dry goods, clothing, boots and shoes and men's furnishing goods, three years old, in a thriving Northern Michigan town. Inventorying about \$4,000. Must be sold quick. Splendid chance for right person. Address No. 76, care Michigan Tradesman. 76

WANTED—LOCATION FOR MILLINERY and bazaar stock in town of 500 or over. Address No. 75, care Michigan Tradesman. 75

WANTED—TO INVEST \$5,000 TO \$10,000 IN a good, live mercantile business. Will buy stock if necessary to secure the right location; must be a money-maker (for live merchants). Address L. R. Canfield, Davenport, Iowa. 74

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

WANT TO BUY A DRUG STOCK IN A good town. Would prefer north of Grand Rapids. Address C. J. Becker, Rockford, Mich. 58

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

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 DE- sires 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 BAKAAR 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

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

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. McKenzie. 43

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 somebody. Will give particulars and reason for selling to persons who mean business. Address No. 69, care Michigan Tradesman. 69

PARTNER 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

FOR SALE—STOCK OF SHOES ABOUT \$1,300; in good shape to be sold and moved at once. Address No. 39, 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—TUFTS confectioner's; 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. Eel Rumples, Corning, Mich. 31

FARM TO EXCHANGE FOR STOCK OF goods. Address No. 26, care Michigan Tradesman. 30

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. Hamilton, Crystal, Mich. 29

FOR SALE CHEAP—TUFTS 20 SYRUP soda fountain, with all appurtenances. Will sell cheap. Address Bradford Co., St. Joseph, Mich. 28

CHANCE OF A LIFETIME—WELL ESTAB- lished general store, carrying lines of dry goods, carpets, furs, cloaks, clothing, bazaar goods, shoes and groceries, located in thriving Western Michigan town. Will sell good stock at cost and put in small amount of shelf worn goods at value. Stock can be reduced to \$15,000. Owner is going into manufacturing business. Address No. 44, 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 Co., Sault Ste. Marie, Mich. 23

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

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

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

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

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

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

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. 956

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 FIX- tures, invoicing about \$4,800; located in one of the best resort towns in Western Michigan. Address No. 923, care Michigan Tradesman. 923

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

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

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

I HAVE SOME REAL ESTATE IN GRAND Rapids. Will trade for a stock of general merchandise. Address No. 761, care Michigan Tradesman. 761

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

MISCELLANEOUS

WANTED—POSITION BY EXPERIENCED clothing salesman. Speaks German and English. Address No. 94, care Michigan Tradesman. 94

WANTED BY AN EXPERT NOTION Man—Position, either wholesale or retail. Address H. S. Christopher, Springfield, Mass. 80

WANTED—ASSISTANT PHARMACIST OR young man with drug store experience, single man preferred. J. D. McKenna, Shepherd, Mich. 86

WANTED—REGISTERED PHARMACIST; steady place for good man. Address, with references and salary expected, Thompson & Grice, Allegan, Mich. 84

WANTED—POSITION AS MANAGER OF shoe department; thoroughly competent; years of experience; can give best of references. Address F. J. R., care Michigan Tradesman. 73

WANTED—EXPERIENCED SALESMAN in dry goods and clothing. Must understand window trimming, card writing. Address Box 606, Austin, Pa. 77

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

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

WANTED—FIRST-CLASS DRY GOODS man who has had experience in general store. Give references and state salary wanted. Address No. 65, care Michigan Tradesman. 63

WANTED—AT ONCE, FOR A PERMA- nent position, first-class dress goods salesman and trimmer. Young man, single. Write references and salary expected. Crusoe's Dept. Store, Rhinelander, Wis. 58

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

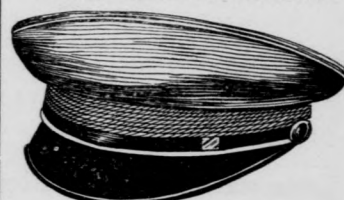
WANTED—EXPERIENCED SALESMAN for our Lusterine Liquid Metal Polish, bought by all grocers, hardware, paint and gas fixture stores, plumbers, etc.; acknowledged the best in the market; cans one-third larger than those of our competitors; article the best. Address Oscar Schlegel Manufacturing Co., 182-186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

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

WANTED—A YOUNG MAN WHO THOR- oughly 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

Be Up-to-Date

and buy from the manufacturers



Donker Bros.

Manufacturers of

CLOTH HATS AND CAPS.

Prices and samples sent on application.

29 and 31 Canal Street,
Grand Rapids, Mich.

Citizens Telephone 2440.

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Mahogany, Rosewood, Cedar, Logwood,
4,000,000 Producing Wild Rubber Trees.

"You don't have to wait until
they grow." How much?

500,000 Acres
750 Square Miles

Write for particulars and mention this
paper.

**Mexican Mutual Mahogany
& Rubber Co.**

762 to 766 Spitzer Bldg. Toledo, Ohio

BEMENT PALACE STEEL RANGE



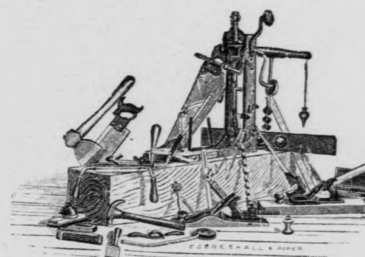
We would like to explain to you our plan for helping the dealer sell Palace Ranges. Write us about it. Ask for large colored lithograph.

E. Bement's Sons
Lansing Michigan.

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

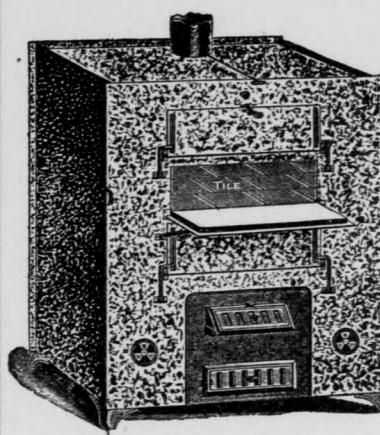
Mixed Paint, White Lead, Shingle Stains, Wood Fillers
Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use.
Corner 15th and Lucas Streets, Toledo, Ohio.
CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

Everything in Carpenters' Tools



**FOSTER
& STEVENS
& CO.**

Grand Rapids, Michigan

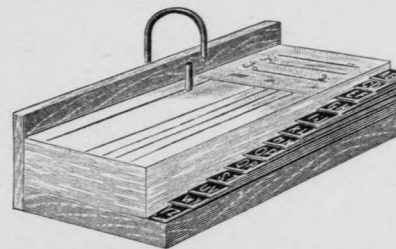


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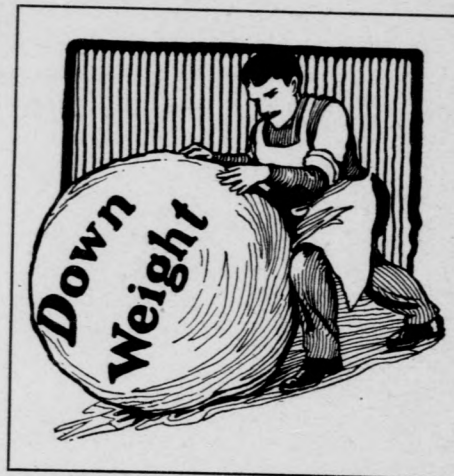
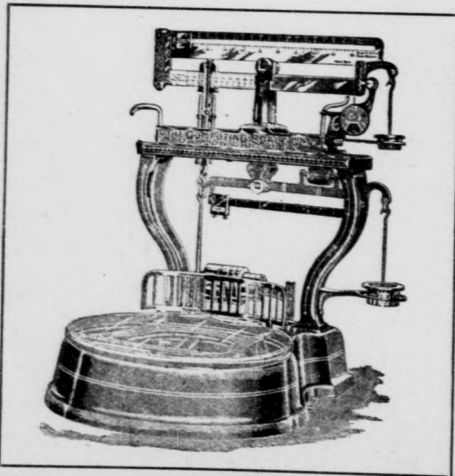
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