

Don't Buy Beacon Falls

unless you want first-class rubbers and are willing to pay a fair price for them. We can not make them for 95 cents on the dollar and they are worth all we ask for them. Our aim has been to make reliable goods and a constantly increasing patronage from the best merchants is convincing proof of our success. The line has many exclusive features and dealers who cater to the finest class of trade will find it very desirable. Samples and prices on application.

The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

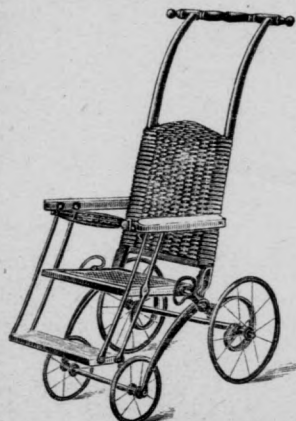
BRANCH STORES

CHICAGO—207 Monroe Street.

NEW YORK—106 Duane Street.

BOSTON—177-181 Congress Street.

The "Ideal" Folding Go-Cart



One motion opens it ready for use.
Another motion reclines it.

Is covered by the original patents which obviate the use of catches and set screws necessary in other similar carts.

Not alone of advantage in the large cities, but is rapidly becoming popular in small places as well.

When folded it may be taken in steam or street cars, the farm wagon or carriage, taking up no more space than a valise.

Weighs less than twelve pounds.

Constructed of first-class material and is strictly high grade.

The well-to-do buy it because of its convenience and it is not out of the reach of those less fortunate.

A welcome addition to almost any line. It is not too early to place orders for this up-to-date cart now.

Good profits and many sales for live dealers. Ask for prices and catalogue of this guaranteed line.

Detroit Folding Cart Co.

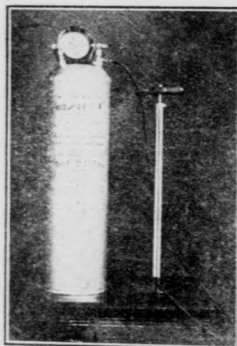
Detroit, Mich., Station A



Folding by simply pulling up on the handle.

"THE Ann Arbor"
QUICK LIGHTING
GASOLINE LAMPS.

All progressive business men must be interested in this trio:



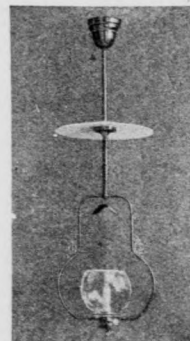
**Ann Arbor
Lighting Systems**

Ann Arbor Lamps

Pressure and Gravity, all styles

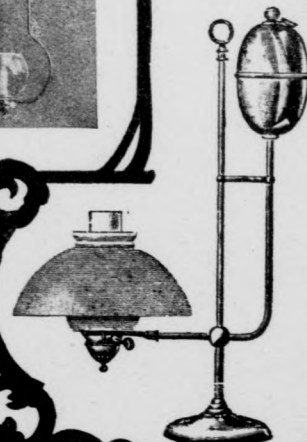
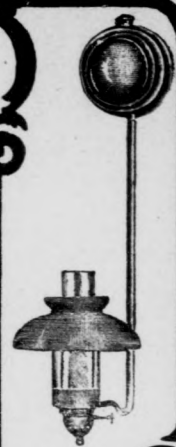
Ann Arbor

Mantles

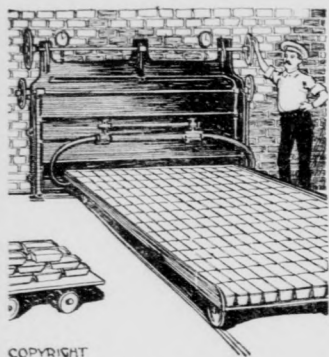


Use them in your store. Sell them to your trade.
We ask for an opportunity of telling you more
about them. Will you send us your name to-day?
Address

The Superior Manufacturing Co.,
107 2nd Street, Ann Arbor, Mich.



**Everybody
Enjoys Eating
Mother's Bread**



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Made at the

Hill Domestic Bakery

249-251 S. Division St.,
Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

We ship bread within a radius
of 150 miles of Grand Rapids.
A. B. Wilmerk

Investment

Better than a 5% Gold Bond
with the

Globe Food Co., Limited

Grand Rapids, Michigan

Capacity of Factories, 1,100 cases per day.

Prospectus containing full partic-
ulars sent free of charge.

Address Secretary of the Company

Charles F. Bacon

Grand Rapids, Michigan

18 Houseman Block

**F. M. C.
COFFEES**

are always

Fresh Roasted

**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.

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, MARCH 4, 1903.

Number 1015

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

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

Good but slow debtors pay
upon receipt of our direct de-
mand letters. Send all other
accounts to our offices for collec-
tion.

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. McCRONE, Manager.

To the Investing Public

Buy the Douglas, Lacey & Co.'s stocks,
where you are secured by 24 successful
Mining, Oil and Smelting and Refining
Companies; thirteen of them large divi-
dend payers and ten of them entirely
withdrawn from sale. The Gold Tunnel
is an elegant buy at 25c, and will pay
dividends in April, and will be entirely
withdrawn from sale March 12. For
particulars address or call on

Currie & Forsyth,

1023 Michigan Trust Bldg., Grand Rapids

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LATE STATE NEWS.

Lansing—J. S. Wilson will remove his
confectionery stock to 106 Washington
avenue April 1.

Croswell—A. McAllister will operate
a butter factory in connection with his
cheese business.

Olive—The capital stock of the Har-
lem Creamery Co. has been increased
from \$1,500 to \$4,000.

Bay City—The Michigan Shade Roller
& Box Co. has decreased its capital
stock from \$50,000 to \$20,000.

Union City—A. J. Boyer has taken a
partner in his lumber and sawmill busi-
ness under the style of Buell & Boyer.

Hopkins Station—Bert Walter has sold
his elevator to Henderson & Son, of
Grand Rapids, the consideration being
\$2,500.

Detroit—The capital stock of the De-
troit Composite Co., manufacturer of
display signs, has been increased from
\$5,000 to \$10,000.

Vriesland—The Walsh-DeRoo Mill-
ing Co., of Holland, is erecting an ele-
vator at this place. It also has one in
operation at Jamestown.

Casnovia—Mr. Cook has sold his in-
terest in the flouring mill business of
Hatch & Cook to A. H. Armitage. The
new style is Hatch & Armitage.

Hudson—L. H. Conners and wife,
Jackson, have been employed by D. W.
Rhead & Co. as cheesemakers at the
Hudson cheese factory the coming
season.

Hillsdale—The Hillsdale Wheel Co.,
manufacturer of low-down wagons and
trucks, has merged its business into a
corporation with a capital stock of
\$15,000.

Kalamazoo—C. Guy Foster, pharma-
cist in Reburn's drug store, was mar-
ried recently to Miss Edna Geib, who
was employed in the office of the
Bardeen Paper Co., at Otsego.

Addison—The Addison Brick & Tile
Co. has merged its business into a stock
company, with a capital stock of
\$25,000. The stock is held by Lawrence
Lawrenson, 1,250 shares; John F.
Lewis, 1,042 shares and Ida M. Lewis,
208 shares.

Cheboygan—The Cheboygan Pea Can-
ning Co. is a new enterprise, capitalized
at \$30,000 and owned by the following
persons: Jos. E. Cueny, 1,550 shares;
Orange M. Clark, 333 shares; Mathian
J. Kessler, 200 shares; Wm. F. DePuy,
100 shares.

Jamestown—The Interurban Creamery
Co. has been organized at this place
with a capital stock of \$3,500, which is
owned by the following persons in equal
amounts: A. M. Talsma, John Geer-
lings, John Van Rhee, Arie Holleman
and Albert Whitney.

Detroit—The Farrand Organ Co.
which has just closed a very successful
year, has decided to increase its capi-
tal stock to \$500,000, by creating \$200,-
000 7 per cent. cumulative preferred
stock. This stock will be offered to
holders of the common stock in amounts
pro rata to their holdings. The com-
mon stock was increased by a stock divi-
dend from \$231,000 to \$300,000 on Jan-
uary 1, 1903.

Hillsdale—C. A. Bail has sold his in-
terest in the Equitable Cigar Co. and
will devote his entire attention to his
mercantile interests. A. P. Bail will
assume the management of the cigar
factory.

Corunna—Green & Pettibone have
dissolved partnership, Arthur W. Green
retaining the elevator business, in con-
nection with his duties as manager of
the Corunna Furniture Co., and Frank
H. Pettibone continuing the hardware
and farm implement business.

Allegan—The National Bean Food
Co. has purchased a site of John C.
Stein for the proposed factory building,
which will be 50 feet wide, two stories
high. The stock is selling well and the
project promises to become one of the
substantial industries of the place.

Pewamo—The Pewamo Canning Co.
has been organized with an authorized
capital stock of \$7,500, held in the fol-
lowing amounts: Geo. Waigle, 640
shares; M. A. Britton, 50 shares; J. P.
Hanch, 10 shares; Jas. H. Ruel, 20
shares, and Jas. F. Cotter, 30 shares.

Newaygo—Platt C. Green has pur-
chased an interest in the hardware stock
of his brother, L. E. Green, and the
business will be conducted in the future
under the style of L. E. & P. C. Green.
P. C. Green will have the management
of the business, assisted by S. W.
Sharer.

Hopkins Station—The Hopkins Can-
ning Co. ran behind \$4,000 on last
year's business on account of the un-
favorable season. The stockholders are
plucky, however, and propose to make
good the shortage, believing that a fa-
vorable season will enable them to
recoup the loss.

Menominee—J. W. Wells has merged
his lumber business into a corporation
under the style of the J. W. Wells Lum-
ber Co. The authorized capital stock is
\$100,000, held by the following persons:
J. W. Wells, 1,000 shares; A. C. Wells,
3,500 shares; Daniel Wells, 3,500 shares,
and G. P. Eisman, 2,000 shares.

Petoskey—The clothing and men's
furnishing goods stock of L. B. Cole &
Co. has been purchased by M. Stock-
ing, who recently returned to this place
from Clairmont, North Dakota. Mr.
Bert Cole has been retained as manager
until the arrival of the son of Mr. Stock-
ing, who will take charge of the busi-
ness.

Kalamazoo—The Samuel Rosenbaum
& Sons Co. has purchased the building
which they now occupy on East Main
street, together with the vacant lot in the
rear fronting on South Edwards street.
Plans for another large building, of
similar size to the present one, are un-
der way and the structure will be an ac-
complished fact within two years.

Litchfield—The stockholders of the
Litchfield Butter Co. during the past
eight years have received \$110 in divi-
dends on each \$100 of stock. They have
also purchased, equipped and paid for
the Homer creamery and, after expend-
ing \$1,200 for repairs and new ma-
chinery, had enough money on hand
Dec. 1, 1902, to declare a 10 per cent.
dividend.

Why Not Invest Your Money

In stock that is as safe as gov-
ernment bonds and pays a
much larger percentage. Don't
fail to investigate at once the
unusual opportunity offered for
a safe, reliable and very profit-
able investment by

The M. B. Martin Co., Ltd.

Makers of

Choice Vegetable Meats

Vegetable Frankfurts,
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.

STOOD HIS GROUND.

"Force Hath Not Half the Might of Gentleness."

He was very young, and but just graduated from college. He had his diploma, health, energy, ambition, and what often proves one of God's greatest blessings for man—an empty purse. He was obliged to get work immediately, but he did not want to teach school, although one in the country was offered him.

He could not see why he should be forced to eat the bread of bitterness. He did not understand why he must breast the whelming waves while others skimmed lightly over smooth seas. He could not know, in those early days, that often when God wants to bring out the best in a man, he sends him into some wilderness awhile. He could not understand that a country school in the backwoods of Michigan is good training ground, but he conquered himself for duty's sake, although the fight was against habit, taste and desire, for he must replenish his depleted purse. By such need is the fate of a life often decided.

You would not have called him a hero. There was no clash of cymbals, no bugle's blast, no beat of drum, to announce this battle between his own ambition and stern necessity. But he fought a fight and gained the mastery over self, and said: "I will do whatsoever my hands find to do, and with all my heart."

How hard it was to leave home!

Mother's face looks so tenderly kind when we are going, and she is so brave! The old home seems conscious of the coming change. The rooms reach around their comfortable walls, as if they wished still to enfold us, the windows blink and smile brightly at us. The hearth-fire seems to flash out a petition for us to sit longer by its comforting blaze. How we dread the first night away from home, with only strange faces and unknown humanity around us.

But he was a manly boy, and faced the emptiness of his purse, the need of new clothing, the dreary blank at the beginning of his young manhood, and the work he had accepted, but for which he had no love, with the same grit and nerve that made him catch the hard balls, with broken fingers, in the base ball game, rather than give up the field.

When the time came for the country school to open, he was at his post. It was in the days when the amount of whipping done in the school room was the test of the capacity of the teacher—the days when the trustees "sized up" an applicant for the honor of "running the job of three months' school" more by the brawn of his arm than the brains in his head. The boys thought only of testing his physical powers, and they came Monday morning to the old log school house ready for the fray. But the boy teacher had hunted, fished, tramped miles and miles through the woods, and by the rivers of Michigan, had played base ball and football, and roped yearlings, and his arm was strong, his nerve steady and true. Before the first month rolled away, they had felt the strength of his hand, the power of his will, and, better still, were compelled to acknowledge he was kindly and courteous, when they attempted good behavior. With the exception of one girl, Mattie Warren, the school room was in a state of subjection to the new master.

But Mattie was incorrigible. She openly defied him. She broke the rules daily. She threw paperwads, she whis-

pered, she wrote notes, she came late, and went early—she did as she pleased.

The young teacher talked to her kindly. He tried to appeal to her pride, to her principle, her better nature, but she continued in open rebellion.

He decided to expel her, and called upon the three gray-headed farmers who composed the board of trustees.

"You can't expel her—that's just what she'd like. Thrash her," said one old trustee. "Why, half the school 'ud like to be expelled. That 'ud ruin everything, young man. Whip her. That's what she's used to. Her own folks can't do nothin' with her 'bout whippin' her," exclaimed another member of the enlightened board.

Mattie Warren was fourteen!

"I can not whip a girl," said the young teacher, slowly, and with great determination.

"Well, you won't do much teachin' here, if you can't whip girls as well as boys. We can't have none of this fool expellin' business here," was the comforting reply.

The teacher resolved to make one more appeal to Mattie Warren's better nature. Hardly a boy in the school would have openly defied the dark-eyed master at that time, but this girl delighted to play with fire. Theretofore, when a girl made herself disagreeable to the young master, he had only kept out of her society, and left her severely alone; but this was one he could not simply ignore—one whose presence, for the time, must be endured.

She was young, and even the oldest and wisest man has not always known how to manage a woman. To this inexperienced, yet earnest boy was presented a problem no less difficult to solve because both parties were young. If he had only been a soul made for hire, he might have yielded, but born in him, and increased by training, were the instincts of a gentleman.

The teacher made one more earnest appeal to Mattie Warren. He told her she simply could not defy him and his rules and remain in school. As his pupil, she must obey him. She was immovable, and her eyes laughed back defiance into his resolute face.

What could he do?

It was Friday. He went again to the trustees, and insisted upon dismissing the girl from school.

"Whip her; she must be conquered," said they.

"I can not strike a girl. I will give up my position first," answered the boy teacher, with rising color and flashing eye, and the matter was laid over until Monday. All night the perplexed young educator tossed on a sleepless bed; and, when morning came, the question, "What could, what must he do?" was still racking his weary mind.

Giving up his situation meant a great deal.

What could he do?

With sudden resolve, he determined to go home and spend the Sabbath. Home! Mother! God-given refuge for man from the cradle to the grave! When cruel trials come, when the bitter stroke wounds, when strong temptation assails, if a man still has home and mother, where, for one short hour, he can recover himself, he is safe. So the boy teacher thought that, if only he could rest one night with the shadow of home over him, and the face of his mother answering his in tenderness and sympathy; if he could see again the womanly courage of her eye, he would feel strong again.

His mother had never failed him. She would not fail him then.

He had no conveyance. There was no railroad, but he had strong limbs and an iron will. These should take him home. Ten miles, in an easy buggy with a spanking team, does not seem far; but ten miles on foot, with a weary brain and an aching heart, is a long journey and fearfully lingering.

When he dragged his boyish feet up the walk at home and stepped inside the door, his face looked painful and haggard, and an anxious dread took hold of his mother's heart as she welcomed her son. She knew he was in trouble. A dozen fears passed through her mind. Could he have given up his work for want of grit? Was he recording his first failure? Or, oh! had his hot, boyish blood caused him to strike down some human being, some pupil? What could it be?

But she asked no questions. She must comfort him first. She drew him a rocking chair near the big old-fashioned fireplace. She took his hat. Caressingly she smoothed back his glossy black hair. She even smilingly told him some town news. In a few moments the blessedness of home had covered him as with a sheltering wing, and he was his own strong self again.

"Mother," he said, "they tried to make me whip a girl."

"Well, you would not do that, I know."

"No, mother, I wouldn't; but the trustees say I must whip her or give up my position, and I told them, if they continued to insist on it, I would resign."

"That's right, my boy. You were never reared to strike a woman, even in miniature. If they insist, give up the school."

"I will, but it means giving up clothes, overcoat and money—everything."

How much misery lies bottled up for a boy just entering manhood, in these privations, few can realize without actual experience.

The grown man may face the world in seedy clothes, but the young one must be fairly "well groomed" to be comfortable.

"Never mind about the overcoat and new clothes," said his mother, and the half-formed tears in her brave eyes made them beautifully tender. "Perhaps God will send a mild winter. Stand for the right and trust in Providence."

That was enough. He was her own strong, gallant boy again.

"Let's have supper, mother," he said, "I'm hungry as a wolf."

Refreshed by a hot supper, he went to consult one of his old college professors. God bless those noble teachers whose heart follows and whose interest in a boy continues long after he has left the college walls.

When the boy teacher entered the "Old Log School House," on Monday morning, his resolve was ironclad, strengthened by the approval of his mother and the professor.

In the afternoon, the trustees were to meet there and the school master was to announce his decision.

"I hope the pupils will make this day a pleasant one, as it may be our last together," the teacher said slowly, as the exercises began.

At noon, a daughter of one of the trustees said: "Mattie Warren, I'd be ashamed of myself if I were you."

"What have I done to displease you, missy?" was the defiant reply.

"Our teacher is going to quit school because you have behaved so. The trustees want him to whip you and he won't do it, so he is going to resign this evening."

Mattie Warren turned suddenly away and took her seat.

As the last lessons were being ended, the three trustees, stern advocates of the whipping process, came in to receive the ultimatum of the teacher.

The closing exercise was at length finished.

Suddenly, as if nerved by strong resolution, Mattie Warren stood up at her seat. Her proud little figure faced the august trustees and the whole school, and her clear gray eyes scintillated with brightness.

Few there will ever forget the look of her face as she said: "Teacher, may I speak?"

There was a hush as of death in the school house.

"Teacher!" The girlish voice was clear as a bell, "I've been the worst girl in school; if you'll forgive me, I'll be the best." The childish figure dropped into the seat convulsed with sobs.

There was hardly a dry eye in the room.

"By George, professor, you done right, and I'll stand by you clear through," said the chairman of the trustees.

The teacher did not resign. He had won his battle.—Kate Orgain in Success.

Where Science Beats Nature.

The eye and the ear have long been regarded as marvels of mechanism, quite the most wonderful thing in the world. But compared with the implements of a present day laboratory the sensitiveness of all human organs seems gross enough. A photographic plate, coupled with a telescope, will reveal the presence of millions of stars whose light does not affect the retina in the least. The microscope, too, with its revelations of the world of the infinitely small, tells us how crude, after all, is this most delicate of the senses. Indeed, we may liken it to a piano where only a single octave toward the middle sounds. From the ultra violet to the lowest reaches of the spectrum is a range of some nine octaves of like vibrations, of which, save for our new mechanical senses, we should never have been conscious of but one.

The ear hears but little of what is going on around us. By means of a microphone the tread of a fly sounds like the tramp of cavalry. Our heat sense is very vague; we need a variation of at least one-fifth of a degree on a thermometer to realize any difference in temperature. Prof. Langley's little bolometer will note the difference of a millionth of a degree. It is 200,000 times as sensitive as our skin.

A Most Obliging Clerk.

A woman stopped at a cloth counter in one of the large department stores recently and asked to be shown some dress patterns suitable for early autumn wear. The salesman began on the lowest row of shelved compartments and pulled out and opened roll after roll, until, when the woman took a survey of the shelves, but two patterns remained unopened. Then she said, very sweetly:

"I don't think I'll buy any to-day. I'm sorry to have troubled you, but, you see, I only came in to look for a friend."

"No trouble whatever, madam," he replied, politely. "Indeed, if you think your friend is in either of the remaining rolls I don't mind opening them, too."

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure.

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

THERE IS NO SUBSTITUTE

Around the State

Movements of Merchants.

Onaway—C. S. Mead, jeweler, has sold his stock to Wm. H. Hart.

Ionia—Henry M. Lewis has sold his grocery stock to A. C. Brookins.

Fenton—T. C. McLeod has purchased the wall paper stock of Fred Viel.

Bannister—Campbell & Steadman will establish a bank at this place April 1.

Jackson—Colwell Bros. are equipping their drug store with up-to-date fixtures.

Constantine—S. E. Beardsley succeeds H. G. Geer in the undertaking business.

Bay City—H. Beierle has opened a grocery store at the Buck Grocery Co.'s old stand.

Wheeler—W. C. Falkert has purchased the general merchandise stock of Adam Johnstone.

Saginaw—Wm. Condon, confectioner and cigar dealer, has sold out to Fred J. Krentzfeldt.

Nashville—Mrs. E. Simpson has sold her stock of bazaar goods to Mrs. Emma Fitch.

Lapeer—A. H. Ainsworth & Co. are succeeded in the hardware business by E. J. Cox & Co.

Douglas—Frank Flint has added a line of shoes in connection with his harness business.

Bridgeport—Barton Frye has purchased the general merchandise stock of Charles R. Pattee.

Litchfield—The Independent Telephone Co. at this place has declared a dividend of 4 per cent.

Petoskey—The capital stock of the Petoskey Grocery Co. has been increased from \$40,000 to 50,000.

Niles—R. C. Atkinson succeeds F. Starkweather & Co. in the carriage and agricultural implement business.

Leonidas—Jacobs & Tutewiler have purchased the furniture, hardware and grocery stock of Geo. H. Tucker.

Fowlerville—Hugh A. Loughlin, dealer in general merchandise, has sold his stock to Sherwood & Benjamin.

Kalamazoo—John W. Van Brook will open a new crockery and bazaar store at 134 South Burdick street about April 1.

Northville—The Globe Furniture Co., Ltd., has been formed with a capital stock of \$15,000, all of which is paid in.

Eaton Rapids—The Eaton Rapids Co-operative Association has increased its capital stock from \$5,000 to \$25,000.

Stanton—G. H. Carothers has removed to Lansing and engaged in the grocery business at 111 Michigan avenue.

Mason—The Misses Blakely & Lasenby succeed Mary (Mrs. J. C.) Kimmel in the millinery and fancy goods business.

Gregory—Taylor & Kuhn, general dealers, have dissolved partnership. The business is continued by M. E. Kuhn.

Three Rivers—Henry F. Schirmeir continues the grocery business formerly conducted under the style of Schirmeir & Cole.

Mt. Morris—M. C. Lafurgy has purchased the furniture stock of Mel. Enders and the undertaking business of W. J. White.

Gaines—Wm. C. Roper has purchased the interest of his partner in the dry goods and grocery business of Roper & Fortress.

West Bay City—Carl W. Gunther has closed out his stock of tobaccos, cigars and confectionery and retired from business.

Perrinton—Dodge & Sheller have sold their harness and agricultural implement stock to Lowe & Redfern, of Maple Rapids.

Ionia—Tillison & Gardner, bazaar dealers, have purchased the Chas. H. Mandeville novelty stock and will close same out at once.

Webberville—W. H. Price, jeweler, has purchased the drug stock of E. D. Mills and will continue the business at the same location.

Bannister—F. Newsome has sold his stock of general merchandise to H. S. Smith, who will take possession of the same in sixty days.

Coleman—Fred A. Slater has sold his interest in the clothing, furnishing and boot and shoe business of Slater & Keys to F. A. Slater, Sr.

Manton—Judd Seaman has engaged in the crockery, notion, wall paper and paint business, having purchased the stock of Wm. C. Long.

St. Joseph—Cohn & Alexander, dealers in dry goods, jewelry and shoes, have dissolved partnership, the latter retiring from the business.

Flint—C. D. Ulmer, for the past twenty-three years engaged in the grocery business at this place, has sold his stock to Petherbridge & Co.

Alma—G. E. Latimer has purchased the bazaar stock owned by D. V. Hubbell. Mr. Latimer was formerly engaged in business at this place.

Grant—W. F. Payne has sold his general merchandise stock to J. A. Harding, of Morley, formerly of Casnovia, who will continue the business.

Detroit—The Frank B. Taylor Co., importer and manufacturers' agent of glassware and crockery, has increased its capital stock from \$20,000 to \$35,000.

Belding—M. E. Peck, who has been employed in the shoe store of A. Fuhrman as clerk, has purchased the stock and will continue the business on his own account.

Orion—Eddie Metcalf, of Flushing, will become a partner of W. E. French in the furniture business on April 1. The new style will be W. E. French & Co.

Owosso—D. R. Salisbury has sold his shoe stock to F. A. Fox, of Flushing, who will continue the business at the same location. Mr. Salisbury will continue the manufacture of leggins and mittens.

Corunna—W. A. McMullen has sold a half interest in his clothing business to his brother-in-law, F. C. Brown, of Petoskey, and the business will be continued under the style of W. A. McMullen & Co.

Humboldt—Michael Thibert, Jr., has been chosen manager of the Humboldt Mercantile Co. The first consignment of goods has arrived and the store and meat market will be opened for business this week.

Flint—Frank Haskell has sold his grocery stock at the corner of Seventh avenue and Lyon street to Louis J. Woodin. Mr. Woodin has been in the employ of G. W. Buckingham as salesman for the past three years.

Eaton Rapids—E. B. Mowers, formerly engaged in the boot and shoe business at this place, has removed to Detroit and engaged in the same line of trade at 1524 Woodward avenue, purchasing his stock of C. A. Chamberlain.

Petoskey—The Fochtman Furniture Co., Limited, has purchased the furniture and house furnishing goods stock of the J. H. Milor Co. and also contemplates the purchase of the J. N. Penne-

becker house furnishings and furniture stock.

Ironwood—The Ironwood Hardware Co. has merged its business into a stock company with a capital stock of \$6,000. The shareholders are Geo. N. Sleight, Herman Liljegren and Frank McClary and the stock is owned in equal amounts.

Central Lake—The building occupied by the Central Lake Harness & Shoe Co. is to be occupied by the owner, Charles Nelson, who has formed a partnership with Fred Roman, of Kent City, to engage in the general merchandise business.

Alba—The partnership existing between Isadore Saperston and Charles Osterhout, under the style of Saperston & Osterhout, has been dissolved, Isadore Saperston continuing the dry goods, clothing and boot and shoe business in his own name.

Traverse City—The store in the Culman block heretofore occupied by the Fair store has been leased by Geo. Nichols, of Albion, a manufacturing confectioner, who will carry on the confectionery business here in connection with his business at Albion.

Saginaw—Gately & Donovan will erect a two-story warehouse, with a frontage of 40 feet on South Franklin street and a depth of 200 feet towards Washington avenue, for the accommodation of their house furnishing goods, clothing and boot and shoe stock.

Howell—Wm. McPherson & Sons will hereafter conduct their shoe department independently of their department store business under the style of the McPherson Shoe Co. J. S. Field, who has been identified with this department for many years, has purchased an interest in the business.

Jackson—The George D. Brown book store will hereafter be known as the George D. Brown Book Co. Edward I. Musliner, who for eighteen years has been connected with the establishment, has become a member of the firm and will assist Irving G. Brown in the management of the business.

Pentwater—Girard & Edwards, who are engaged in the dry goods and clothing business here and at Shelby—at the latter place under the style of Edwards & Girard—have dissolved partnership. M. D. Girard will conduct the business here and Charles W. Edwards will continue the business at Shelby.

NOW IS THE TIME

to place your orders for

Lawn Hose and Iron Pumps

for spring delivery, before prices advance. We can take care of you. Write us for prices, etc. Our new catalogue for the asking.

Grand Rapids Supply Co.

20 Pearl St.

Grand Rapids, Mich.

Commercial Credit Co.
CREDIT ADVICES
COLLECTIONS AND
LITIGATION
LIMITED
WIDDICOMB BLDG. GRAND RAPIDS,
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH
PROTECTION AGAINST
WORTHLESS ACCOUNTS
AND COLLECT ALL OTHERS

Force of Habit

Is the only excuse for merchants selling or customers accepting bulk dried fruit which has set around exposed to the foul air and store dirt, which unavoidably prevail in most stores.

"SANITARY"

Prunes, Peaches, Apricots, Dates put up in 1 lb. packages Are scrupulously clean and protected from foul air, store dust, flies, etc., go to the consumer CLEAN.

CHOICE FRUIT
UNIFORM IN QUALITY



Buy of your Jobber

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

Use Wiens' Dustless Hygienic Sweeper

to keep your

STORE CLEAN



It is the only absolutely dustless sweeping device ever invented and sells like a staple article. All up-to-date merchants are placing them in stock and selling lots of them. Good profit and quick sales. Write for price list, etc., or send \$2 and get one of our Fibre Dustless Sweepers, prepaid. All sweepers guaranteed. Agents wanted in every city.

The A. R. Wiens Dustless
Brush Company

227-229 Cedar St.

Milwaukee, Wis.

Grand Rapids Gossip

E. S. Brooks has engaged in the grocery business at Carson City. The stock was furnished by the Worden Grocer Co.

Van Liew Bros. have opened a grocery store at Lake City. The stock was purchased of the Lemon & Wheeler Company.

The annual banquet of the Grand Rapids Retail Meat Dealers' Association will be held at the Bridge Street House, instead of Hibernian Hall, on the evening of March 16.

Foster, Stevens & Co. are mailing a 100 page fishing tackle catalogue to their customers this week. It is the largest and most complete publication ever issued by a Michigan house.

Lee M. Hutchins is in Stanton to-day to attend the marriage of Edward Lamont Stevenson to Miss Margaret Belle McFadden. Mr. Stevenson is chief pharmacist for the E. D. Hawley Co.

F. H. Smith has re-engaged in general trade at Fremont. The shoe stock was purchased of Rindge, Kalmbach, Logie & Co., Ltd., and the grocery stock was divided between the Musselman Grocer Co. and the Lemon & Wheeler Company.

Foster, Stevens & Co. have purchased the two-story brick building in the rear of the building at the corner of Campau and Louis streets and directly across the street from the county jail, which they will utilize as an iron room, converting the ground floor of the building now used as an iron room into an art department. The purchase price is \$10,000, which is about the value of the building alone.

The Grocery Market.

Sugar—The raw sugar market is practically unchanged, with prices for 96 deg. test centrifugals still quoted at 3 3/4c. There were but very small supplies offered at this figure, however, importers generally holding out for an advance of 1-16c, but as yet refiners have not paid this advance. There is some little improvement in the demand for refined, but no very large purchases are made, buying being mostly for immediate requirements. The demand should show a material improvement this month, however, in which case larger purchases will be made and probably result in higher prices.

Canned Goods—With the exception of the keen interest manifested in the tomato market, there has been but little interest taken in the general line of canned goods during the past week, although the indications are that the coming spring trade will be as large as usual. It is now about time for the retail trade to commence taking hold of the various lines and to replenish their stocks, which will have a tendency to sustain prices throughout the remainder of the season. The chief interest is centered around the tomato market, as usual. There has been a big demand for spot tomatoes during the past four or five days and prices have been firmly held. What the developments of the next month or two will bring in spot tomatoes is, of course, something no one can tell, but if the future four months are to be judged by the past four months, it is safe to buy spot tomatoes. As to stocks on hand, they are not heavy for this time of the year—in fact, not as heavy as many supposed they were—and everything points to a good trade in

this line during the next few weeks. Corn is rather quiet, but held with confidence owing to the reports in regard to seed corn and the high prices at which futures are held. Peaches are still in some demand, but stocks are light and desirable lots hard to find. Salmon continues in good demand, but with no change in price. Sales of futures are large and will probably be increased a little later. There is a good demand for sardines, especially for oils, which are moving out well at the advanced prices.

Dried Fruits—Prunes show a little movement at previous prices, but orders are small and only to fill up broken assortments of the different sizes. Stocks of these goods are moderate. Raisins of all kinds are quiet, with present prices being held steady only because of the lack of demand. However, it is believed that these goods will do better a little later and no anxiety is felt regarding them, for stocks are so light, and when the requirements of the remainder of the season are taken into consideration, it is believed they will all be needed. There is a fair demand for apricots, showing no change in price as yet, but with an upward tendency. Peaches are quiet, but with no decline in price although the market has a somewhat weaker tendency. Currants are moving out well at unchanged prices. The demand is for small lots only, but enough to keep the market in good condition. Dates are somewhat stronger and show an advance of 1/4c on some grades. Figs are dull and experience but little demand at any price. Evaporated apples are still quiet, with but very little demand. Prices remain unchanged, but might possibly be shaded a trifle in case of any large business being offered.

Rice—Stocks of rice are light and buyers have to pay full values to obtain supplies, especially for desirable grades. The demand during the past week has been very good and some large sales are reported.

Molasses and Syrups—There is practically no change in the molasses market. Offerings are light and stocks on hand limited, keeping prices very firm under a steady demand. The corn syrup market is very strong, with prices showing an advance of 1c per gallon and 6c per case. The refineries are very heavily oversold and are not anxious for any business at the present time. There has been a very good demand for these goods during the past two or three weeks, as, owing to the great delays in transit due to the congested condition of the railroads, buyers are anticipating their wants to some extent.

Fish—There is a continued good demand for fish of all varieties; in fact, there was a much larger demand this past week than for some weeks past. Prices on all grades are very firmly held and no lower quotations are looked for for some time to come.

Nuts—There is a fair demand for nuts of most varieties. Walnuts are in light supply and the market is somewhat firmer. Pecans and Brazils are in liberal supply and are inclined to be rather weak. Almonds are firm, but demand is light. Peanuts are held steady and are meeting with good demand.

Rolled Oats—There is a moderate demand for rolled oats, buyers anticipating their wants somewhat on account of the great delay in shipping.

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

The divorce courts suggest the fact that home rule is not always a success.

The Produce Market.

Apples—Cold storage stock is being moved on the basis of \$2@2.50 per bbl. for best varieties.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.

Butter—Receipts are liberal and the quality is improving. All grades are about 1c higher than a week ago. Local handlers pay 12@13c for packing stock, 13@15c for choice and 16@19c for fancy. Factory creamery is higher and strong at 27c for choice and 28c for fancy.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—20c per doz. for home grown; 85c per doz. for California Jumbo.

Cocoanuts—\$2.75 per sack.

Cranberries—Cape Cod and Jerseys are strong at \$4 per bu. box and \$12 per bbl. Supplies are meager.

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

Eggs—Local dealers pay 13@14c for case count and 15@16c for candled. Receipts are not equal to the demand.

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 command \$3 for 300s and \$2.75 for 360s per box. Messinas 300-360s fetch \$3.50.

Lettuce—Head commands 20c per lb. Leaf fetches 14c per lb.

Maple Sugar—10 3/4c per lb.

Maple Syrup—\$1 per gal. for fancy.

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

Onions—Dull and slow sale at 60c per bu.

Oranges—California Seedlings have declined to \$2. Navels have declined to \$2.50 for choice and \$2.65 for fancy.

Parsnips—\$1.35 per bbl.

Potatoes—The market is without material change from a week ago, although paying prices have been reduced in some localities.

Poultry—All kinds are scarce and in such active demand that local dealers are compelled to draw on outside markets for supplies. Live pigeons, 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, 18@20c; Belgian hares, 12 1/2c.

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.

The Third Annual Banquet.

The programme arranged for the annual banquet of the Grand Rapids Re-

tail Hardware Dealers' Association, which will be given at the Eagle Hotel Thursday evening, indicates an evening of enjoyment. The regular responses are as follows:

Introductory remarks—President DeWindt.

Song—Richard Brummeler.

Address—Mayor Palmer.

Annual Report—Secretary Hendricks.

Good talk—T. Frank Ireland, Belding.

Song—Chas. Heth.

Report Price Committee—Karl Judson.

Report Socialistic Committee—Frank L. Bean.

How to get rich selling paint—Fred C. Canfield.

Song—Howard Rutka.

Short talk—E. A. Stowe.

Stump speech—Otis Watson.

Song—Hardware Quartette.

A. D. Porter will entertain with a gramophone at intervals during the evening.

PILES CURED Without Chloroform, Knife or Pain

I have discovered a New Method of Curing Piles by dissolving and absorbing them. The treatment is very simple and causes the patient no suffering or inconvenience whatever. I cure many bad cases in one painless treatment, and few cases take more than two weeks for a complete cure. I treat every patient personally at my office and have no ointment or any other remedy to sell.

I have cured many pile sufferers who had given up all hope of ever being cured. They are so grateful that they have given me permission to refer to them. If you are a sufferer and wish to know of my wonderful success, write me and I will send you my booklet, which explains my New Method and contains testimonials of a few of the many grateful people whom I can refer you to.

Most medical advertisements are "Fakes," but the appearance of a medical advertisement in this paper is a guarantee of merit. Mine is the first to be accepted and if I was not all right, you would not see it here.

Dr. Willard M. Burleson

RECTAL SPECIALIST

103 Monroe St., Grand Rapids, Mich.

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BURNS AIR

92 Per Cent AIR
8 Per Cent GAS

300 GAS SYSTEMS IN CHICAGO

GUARANTEED BY 10 DAYS TRIAL

Salesmen and Representatives Wanted

in unoccupied territory.

EXCLUSIVE AGENCIES GIVEN.

Write for Catalogue and Sample Outfit

CONSOLIDATED GAS AND ELECTRIC COMPANY

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GRAND RAPIDS COUNCIL No. 131



THE ORDER OF UNITED COMMERCIAL TRAVELERS OF AMERICA



W. S. BURNS, Senior Counselor.



W. R. COMPTON, Past Counselor.



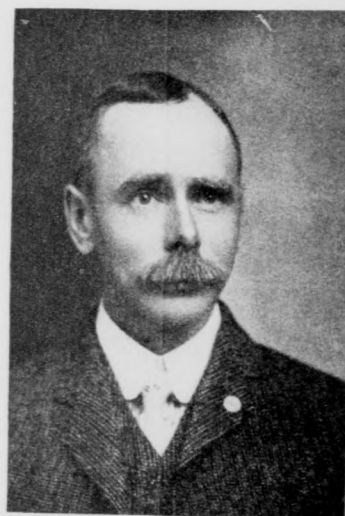
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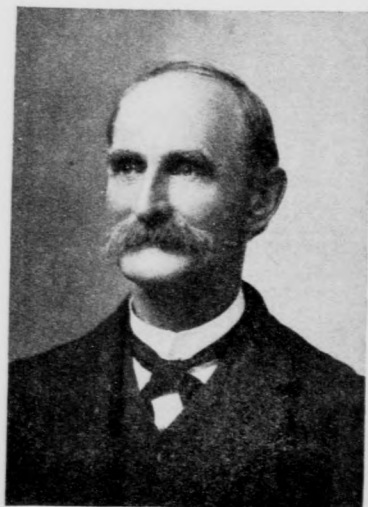
J. H. MARTIN, Past Senior Counselor.



JOHN C. EMERY, Past Senior Counselor and Grand Junior Counselor.



J. G. KOLB, Past Senior Counselor.



A. T. DRIGGS, Sentinel.



W. B. HOLDEN, Junior Counselor.



FRANKLIN PIERCE, Page.



S. H. SIMMONS, Conductor.

Skunk Meat as Palatable as Rabbit or Squirrel.

The intrinsic value of the useful skunk does not necessarily end when his pelt is stripped. Sometimes, by those who are used to him and his ways, he is eaten like a rabbit or a squirrel or any other animal which comes within the category of game. This may seem improbable to the reader whose acquaintance with the skunk is confined for the most part to his reputation, but the men who have tasted the flesh of the animal declare that it is as tender as young chicken, as full flavored as duck, juicy as goose and reminiscent of rabbit, especially when served up in a steaming potpie with a crust and much gravy.

To say that anybody makes a practice of devouring skunk in the season of his taking would be an exaggeration, but it is a fact that many hunters do not hesitate to use his skinned body for food, and find it palatable, too. An old hunter has this to say on the subject:

"I have eaten skunks, and I do not make no bones of saying so. I do not do it regularly, any more than a hunter eats ducks or rabbits every day of the week, but an occasional skunk, well cooked and served properly, is a dish that one has only to try to like. I was broken in on it without knowing what I was eating. If I had been told, I suppose they could not have hired me to touch the stuff. As it was, I was helped to a dish of steaming potpie, and I cleaned it up and asked for more. I thought it was rabbit. When they told me what I had been eating I will admit it made me feel mighty uneasy in the regions of my stomach, but the flavor of the durned stuff got into my tongue, and the next time I trapped a skunk I cleaned it carefully and gave it to the old woman to cook into a potpie. Told her it was rabbit, and dinged if she didn't like it. She thinks they're rabbits now whenever I bring 'em home. The great thing in dressing them is to be careful and not get any of the scent on the meat, for if you do it's all off for a potpie."

Another expert with gun and trap said that he had frequently eaten skunks and also woodchucks. The former, he said, were a good deal like the black meat of tender chickens, although sometimes he had tasted them when the flavor was more like that of a duck. The woodchuck, he said, was like a cross between pork and goose, very fat, juicy and tender. The only way to cook the skunk, he observed, was to stew it in a potpie. Like rabbit, it did not seem to take well to frying or broiling.

Ways of Increasing the Tea and Coffee Trade.

One of the interesting problems in the grocery department is how to increase the tea and coffee sales.

Advertise them, says the newspaper man.

Work them hard, says the clerk.

Yes, but how? asks the merchant.

Tea and coffee represent good profit. Not as large as was the case once upon a time but satisfactory now taken all around.

The Northwest now buys largely a sun dried Japan tea. If the merchant can steer his trade to some other kind, say a Ceylon or an Oolong, he will stand a better show of controlling that trade.

But nine times out of ten if the customer knows that he can get fifty cent tea, good, at a certain store, he will go there when he wants tea.

The tea business is the most peculiar

the grocer has. He may offer his trade a tea for fifty cents on which he makes a very small profit, and they may refuse it.

Again he may offer his trade a tea which brings him a long profit and they may be delighted with it.

The trade must be carefully studied. Never give the customer a poor idea of the quality of the tea or coffee by asking too low a price.

Most customers will judge the quality of tea and coffee by price alone. Then it must be remembered that some women can make a better drink from a low-priced tea or coffee than others from one that costs more money.

By experimenting a little the dealer may be able to find a tea or coffee on which he can build a good trade and make a good profit where others have failed on a smaller margin.

There is no accounting for tastes. How often you have heard that. It is especially true in the tea and coffee business.

The retailer may sell a customer a thirty-five cent coffee and fail utterly to satisfy. He might sell the same customer a good Rio coffee which really costs him less, charge the same price, and find that it gives the best of satisfaction.

This happens so many times in the course of a year that it has become well demonstrated that no one rule can be applied to all of the trade.

The retailer must find the likes and dislikes of his customers. He must cater to them, and he must ever keep in mind that he is to charge a good profit.

Now as to advertising. Do not say, "We have the best line of teas and coffees in the town."

Select a leader. Advertise it well. Burn into the minds of the community that Jones has a remarkably good thirty-five cent tea or a splendid coffee for thirty cents.

It is well to give your lines of teas and coffees some general name.

If you can advertise the 999 line of coffees continually, you can decide the exact grade or price after the customer has come to buy.

The business in package teas and coffees is on the increase. This is not a good thing for the retailer who handles his tea and coffee department scientifically.

As long as the dealer can keep his tea trade in bulk goods he owns the trade. When it goes to the packages the packer owns it.—Commercial Bulletin.

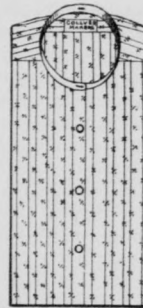
Waiters as a class are orderly men, yet they are frequently called to order.

Cere Kofa

Why not handle the best substitute for Coffee when it pays you a greater profit and gives your customers more goods of a better quality for same money?

Grand Rapids Cereal Co.
Grand Rapids, Mich.

I Make Shirts



according to measurements and guarantee you a perfect fit. All the latest styles and patterns to select from. Let us send you samples and measuring blanks. Popular prices. Write me to-day lest you forget.

Collver

The Fashionable Shirt Maker
Lansing, Michigan



"Search"

The Metal Polish that cleans and polishes. Does not injure the hands. Liquid, paste or powder. Our new bar polish (powder) in the sifter can is a wonder. Investigate. Send for free sample. See column 8 price current. Order direct or through your jobber.

McCollow
Manufacturing Co.

Chamber of Commerce,
Detroit, Mich.

Honor Brand Package Prunes

The customer would rather have a fresh, clean California prune in a sealed package than one put up in bulk.

One retains its original color and flavor, while the other becomes dark and dry with age. The package prune does not see daylight from the orchard to the kitchen, while the bulk prune stands in an open box in the store where it gathers dirt, dust and microbes.

BUY, TALK, SELL

Honor Brand Package Prunes

For Sale by

WORDEN GROCER COMPANY

Grand Rapids, Michigan



Use Tradesman Coupons



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

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

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - - - MARCH 4, 1903.

STATE OF MICHIGAN } ss. County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of February 25, 1903, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-eighth day of February, 1903.

Henry B. Fairchild,

Notary Public in and for Kent county, Mich.

WHERE OUR KINSHIP SHOWS.

The similarity between the English and the American is shown, if in no other way, by their common laziness. The English and the American are undoubtedly the most aggressive when not engaged in idling, and even when they embark their energies in pleasure they make work of what should be rest. Americans and Englishmen alone indulge in boisterous games where the greater danger the keener the interest. The American and the Englishman have one more attribute in common. No man of any other nation can be so adorable a loafer. The Englishman, when he has determined that his days of work are over, can become the most lazy of mortals. He will do absolutely nothing, and is entirely content with enough to live upon and rest. The American, too, has this trait. In the many out-of-the-way spots of the world what white man is found doing nothing, saying nothing, living upon the simple fruits of the earth and passing the days away in dreamless ease? He is not an Italian or a Frenchman or a German or a Russian. He is either an American or an Englishman. He will become a native. He will adopt their customs and their manners and he will be totally indifferent to his nation and to his people until he gets drunk. Then he will weep and lament his fate; tell his audience what a great man he once was in his own country, and bring the proceedings to a close by telling the black heathens to "go to the devil." When the fumes of the liquor have passed away he regains his cheerfulness and in his own wise, philosophic way, will say: "A man is a fool who works in dreary climes when the Great Architect has made sunny lands, supplied them with goodly fruits, and when a man can always feel ready to sleep and take a rest from rest."

And perhaps he is the wiser man. Perhaps this capacity for being either

great loafers or great workers makes England and America the foremost of nations.

AN INSTANCE OF IRISH RESTRAINT.

The Irish members of the British Parliament usually vote with great pleasure for any resolution condemning the government. Inasmuch as the government ever since the days of Gladstone has ignored all appeals for reforms in Ireland, nobody has been disposed to blame the Irish members for contributing whenever possible to the unhappiness of the British ministry. Opposition to the government has become a fixed habit among Irishmen. It is said that Irishmen coming to this country and gaining citizenship are drawn almost unconsciously into the ranks of the party out of power. They have an inherited feeling of antagonism toward the party whose representatives occupy the offices.

The Irishmen in the present Parliament are not to be put down as blind in their opposition. They had a chance to embarrass the government the other day, but they did not embrace it. Their delegation, which is sixty strong, withdrew from the chamber when a vote was taken on the resolution declaring that the organization of the army is not suited to the needs of the empire. It was defeated by a vote of 261 to 145. Had the Irish members remained to vote with the opposition the government's majority would have been a meager one. The object of the Irish members is to propitiate the government and insure its support of the Irish land purchase bill. That is a measure which is expected to materially improve conditions in Ireland. There has been talk that on account of lack of funds it might not be taken up at this time. The Irish members say that action must not be delayed and that funds can be procured without difficulty. They intend to force the government to act and therefore refrain from any conduct which can justify the government in refusing to accede to their appeal.

AN IMPORTANT DECISION.

The decision of the United States Supreme Court sustaining the federal law that forbids the transportation from one state to another of tickets representing chances in a lottery is regarded as one of far-reaching importance. Its effect upon the lottery business will be fatal. Lottery tickets have long been excluded from the mails. Attempt has lately been made to distribute them through the express companies. When the Government interfered it was alleged that the sale of lottery tickets was not commerce and that Congress had no right to invade the police powers of the states, which it was contended alone were entitled to regulate such matters. The Supreme Court dismisses these objections. It declares, in effect, that Congress has power over all forms of commerce. The Court says Congress has power to prohibit commercial intercourse in certain directions. Judge Harlan in his opinion asserts that legislation of this character is not inconsistent with any limitation or restriction imposed upon the exercise of the powers granted to Congress. In the language of Justice Holmes the decision establishes "the principle that the power of Congress to regulate interstate commerce may sometimes be exerted with the effect of excluding particular articles from such commerce."

Advertising should be like eating—it is three meals a day, even on holidays.

SAGACITY OF GENERAL BELL.

The work that General Bell has inaugurated in the Philippines promises to be a better solution for the peace question than any war measure. This indefatigable officer, whose record as a soldier is second to none, has commenced the building of good roads over which traction trains can be run. No step could be wiser. General Bell recognizes the value of a highway as well from a military point of view as a commercial one. A well constructed road is the thoroughfare to peace. Natives appreciate the difficulties of transportation equally as well as skillful officers. Their impediments are small, still they find trouble in cutting their way through undergrowth and brush, and they are clever enough to realize how much greater difficulty must be experienced by civilized troops. A well built road piercing the country is a testimonial of the strength of the invader. Its presence is stronger than an army corps. The natives commence to travel upon the way. They find they can get their produce to market easily, dispose of their garden yield at fair prices and then, naturally, there is bred in their hearts a feeling of grateful respect for the conqueror.

In how many native villages, when the wise men gather around the open fire from which their pipes or cigarettes can be lighted, will the question of invasion be discussed? Each pro is met with a con, and the greatest of arguments in favor of the invader is the good road. Ancient Rome's first work when she conquered a nation was to build a road, and traces of such highways can yet be seen in Great Britain. Following her example, England has always advocated the policy of building and maintaining good roads in her vast Asiatic empire. The example of Rome and Great Britain is worthy of acceptance by our people in the Philippines, and General Bell's policy is deserving of much praise.

THE IDEAL AMERICAN.

Dr. Canfield, of New York, is reported to have said: "The ideal American cares nothing about pedigree."

Dr. Canfield should have informed his hearers who is the ideal American. Is the ideal American the man who does not know whether he had a grandfather, and is the American not an ideal American because his forefathers fought in the War of Independence?

The average American is really curious about pedigree, and this is shown by the numberless books printed by private people about their families. Much of the matter is pure guesswork, because they connect their names with some notable family in England or Scotland and ingeniously trace out a pedigree.

The fees at Heralds' College are large and this money is derived from Americans who are anxious to trace out their family history.

In this city we have instances of more than one person who have written books proving the birth of the writers to be noble. No fault can be found with these people. Man is naturally a proud animal, and can surprise be felt that this proud animal wants to know his origin?

Is there not truth in the statement that a man who is proud of his ancestry will comport himself with dignity and will endeavor to live up to the standard of the gentleman? Has not the fact that a man is of good family prevented him from committing acts which shall bring him and his name into disrepute? The

ideal American can not be totally dissimilar to all men. Pride of race is in-born in all men of lofty ideals. They believe that their superiority has been given them through their ancestors. How many families are there in England that have produced noted men for generations? Take the late Prime Minister of England. Take the family of Temple, and take other families. Take in our own country the family of Lee. The man who has no pride in race is not a happy man, nor can he be the ideal American.

CONCERNING NEW BACILLI.

It is a dull day in this decade when the scientists do not discover a new microbe, and add him, with a list of his activities, to the long catalogue of bacilli and other things, infinitesimal but pernicious, that prey upon unfortunate man. There are microbes, we know, that infest every article of food we eat. Milk swarms with them. Meat shelters them. They are plentiful in water. The air we breathe is made up of microbes largely. No escape from Mr. Microbe is possible, and, what is more significant, his number and variety increase daily.

The mere layman, who of course makes no study of bacilli and things of that ilk, has little conception of what an enormous number of microbes lie in wait for him constantly, nor of how the universe is peopled with all sorts of bacilli not as yet tabulated, listed or understood.

The scientists, the doctors, the seekers after truth are finding it all out. They are hunting the bacillus to his lair. Tags are being put upon him as fast as he is found. What the newly discovered bacillus eats, what his functions are, what will destroy him quickest—all are subjects of enquiry by the scientists and the doctors.

When the layman gets a glimpse into this field of bacillus warfare he is likely to be appalled at the prospect. Life, that before seemed easy and simple, becomes strangely complicated.

Bacilli lie in ambush for him, and only an expert may be successful in dodging them. The prospect is not exhilarating.

If the scientists will only discover a bacillus that will eat other bacilli, and eat them so fast that the tribe will soon be extinct, man may have a chance, and perhaps with that consummation wrought, the millennium will have arrived and paradise be regained. More power to the elbow of the scientist.

President Hadley, of Yale, has raised a warring voice against the loss of democracy at that University. He says that luxurious dormitories and expensive clubs are coming to serve too much as a badge of distinction and to give the boy whose moderate allowance cuts him off from them a sense of exclusion from a part of the life of the university. The decline of the democratic spirit, the spirit which judges men according to character and ability rather than money is a loss to any college. President Hadley's protest will meet with general approval. It is to be hoped that it will have the effect he desires.

Admiral Cervera has been appointed chief of staff of King Alfonso's navy. Americans will wish that the gallant old Castilian had more ships under his control.

Two things come to the merchant who sits down and wait for business—poverty and death.

PEPPER PRODUCTION.

Pepper, from the earliest period, has been an important condiment for seasoning food. In the Roman times it was in such demand for the tables of the luxurious gourmands of that period, that it was worth its weight in silver. The only pepper then known was the round or grain pepper, which was brought from tropical Asia.

The capsicum or pod peppers, so common in this country, appear not to have been known. We have in America a great variety of the capsicum peppers, and also the bird or berry pepper, which grows on a bushy shrub, and is highly esteemed. The black pepper of commerce is the product of a climbing vine in the forests of tropical Asia. It has been transplanted to tropical America. It is extensively cultivated in Southwest India, whence it has been introduced into Java, Sumatra, Borneo, the Malay Peninsula, Siam, the Philippines, and the West Indies.

The use of pepper was known to the ancient Greeks and Romans as early as the time of Alexander the Great, and at one time occupied an important place in the world's traffic, being a staple article of commerce in the early trade between Europe and India before the days of cotton, tea and sugar. The price of this spice during the Middle Ages was exorbitantly high and its excessive cost is said to have been one of the inducements which led the early Portuguese navigators to seek a sea route to India.

Pepper is entirely tropical in its requirements and seems to thrive best in a moist, hot climate, with an annual rainfall of at least 100 inches and a soil rich in leaf mold. The plant is a natural climber and will cling to almost any

support by means of adventitious roots. It grows some 20 feet in height, but in cultivation is usually restricted to 10 or 12 feet. The native Kanarese, in the gardens of the southern district of Bombay Presidency, train the pepper vine to the "supari" palms.

During the year ended March 31, 1902, there was exported from Bombay to Indian ports, such as Calcutta, Madras, Rangoon, Karachi, and to Kathiawar, Portuguese Goa, Kutch, Gaekwar State, and other British and native states in India, 3,163,826 pounds of pepper of a value of \$343,805. During the same period there was exported from Bombay to foreign countries 2,487,883 pounds of pepper, valued at \$277,914.

The total of the coastwise and foreign exportation of pepper shows a production above the supply for local consumption of 5,651,709 pounds of value of \$621,719. It may be of interest to state that of the exports Egypt took 608,000 pounds; Aden (in Arabia), 767,000 pounds; Persia and Asiatic Turkey, 800,600 pounds—or of all the pepper exported from Bombay to foreign countries, about 90 per cent. was consumed by the four countries named.

Most of the black pepper used in the United States is imported from tropical America. In addition, a vast quantity of capsicum or red pepper is used in this country.

A New Jersey jury has awarded a colored man \$500 because he was refused breakfast in a Pullman dining car. There are several million white men in this country who would be glad to be refused a meal at \$500 per refusal.

A father maintains ten children better than ten children one father.

EXERCISE AND CRIME.

Dr. Arthur MacDonald, a member of the United States Bureau of Education, declares that crime is on the increase and that among the best educated classes insanity, suicide, juvenile crime and pauperism are most noticeable. This statement, coming from a member of the Educational Bureau, would lead one to believe that the present system is all wrong, and that ignorance would indeed be a blessing if learning promoted insanity, suicide, juvenile crime and pauperism.

Dr. MacDonald, however, is not without an explanation. He attributes the present degeneracy of the classes to the fact that they do not take enough exercise, and declares that as men decrease physical exertion they correspondingly increase their mental exertion, which gives them attacks of the nerves, and wickedness is the consequence. In other words, men think more and thinking, according to Dr. MacDonald, is disastrous to the morals, for he observes: "The electric car, automobile and telephone tend to make people exercise less and think more. The less cost of living and the increase of wealth, with the luxuries of the table, have tended to over-eating, which, in connection with the lack of exercise, has had its evil effect and doubtless produced an additional reaction on the nervous system. When the nerves are unstrung by over-pressure the will may become weak, depression and pessimism set in and loss of self-control follow, with its consequent abnormal actions, leading on to crime and other social evils."

As far as theory goes, the doctor is probably in the right. The man who

exercises is, of course, more physically fit for the day's work, only there may be exception taken to the statement that his exercising makes him a more moral and more self-controlled man. There are individuals who take a pride in showing the hardness of their muscles and in exercising, and yet they are the most contemptible creatures that were ever allowed to exist—nagging, petty-minded male scolds, with quaking hearts and ponderous muscles. The prize-fighter and the wrestler and the athlete then should be, according to the doctor, men cast in heroic mental mold—often, alas! they are the most pitiable excuses for men.

There are few people in this country who are not familiar with asphalt pavement, but most of them know little about the source of supply. Most of the material used in this country comes from the famous Pitch Lake, in the Island of Trinidad. This lake is regarded as one of the most remarkable things of the world. It is a bowl like depression, probably the center of an extinct mud volcano, less than half a mile in diameter, and covers about 114 acres. When asphalt is dug from any portion of the deposit, in the course of a few days the hole is filled up again by new material coming from below. It has been found that the removal of 18,000 tons of asphalt lowers the level of the lake one inch, and as the output is about 100,000 tons a year the level is lowered from five to six inches each year. From borings that have been made however, it is evident that for generations to come there will be no shortage.

Idleness is the refuge of weak minds and the holiday of fools.

FLORODORA
THE LATEST
AND MOST ATTRACTIVE
COOKIES
5¢ PACKAGE
SEND FOR TRIAL ORDER. IF
NOT SATISFACTORY, RETURN
SAME AT OUR EXPENSE.



TELL ME, PRETTY MAIDEN,
ARE THERE ANY MORE
AT HOME LIKE YOU?

WAYNE BISCUIT COMPANY
MAKERS OF PERFECTION WAFERS
DEPT. F FORT WAYNE, IND.

**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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The small supplies in nearly every line of cottons in first hands make it practically impossible to grant deliveries at dates demanded by buyers, and as the buyers' needs are urgent, this is beginning to work some hardships. Goods manufactured by the Southern mills have shown the same strength as Northern goods and are also in very limited supply. It is claimed that even on four-yard sheetings the margin of profit is so small that it hardly pays to make up the goods, to say nothing of endeavoring to force sales. Ducks are showing decided evidence of advances and denims are in very short supply. Some buyers report that they have fair stocks of denims bought earlier at lower prices, but the majority are in need of goods. Those that have stock of course bought at 11c or thereabouts, will not pay 12c until they are obliged to. Ticks, plaids, chevrons and similar fabrics are also in small supply with orders booked well ahead. Bleached muslins continue firm at last quotations, but supplies are very small.

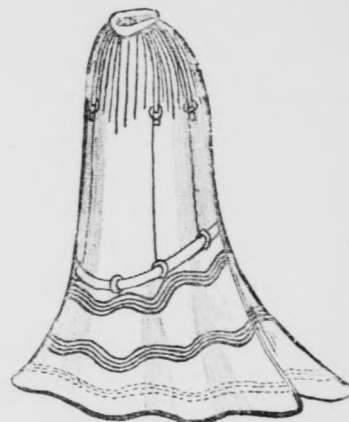
Dress Goods—Each week sees further progress made in the marketing of the fall lines of dress goods. Everything points to a substantial season's business on plain goods. Even sellers who all along have been the most outspoken in support of fancy and novelty effects are in most cases willing to admit that buyers are not operating confidently in any direction with the exception of plain fabrics. The leaning of the buyer toward plain goods has been demonstrated by the jobber and the cutter-up, although perhaps to a greater extent by the former, as he has got farther along in the covering of his requirements than has the garmentmaker. The work of garnering fall orders has been under way for a considerable length of time, but in certain directions the possibilities are still somewhat clouded. Buyers and sellers generally entertain good expectations for the future. The jobber and the retailer enjoyed a very successful year during 1902. Their business was both large and profitable. Their purchases found a ready distribution, and as a consequence the element of stock goods does not enter into the situation to any material extent. It is a generally accepted fact that during the year 1902 the movement of dress fabrics over the counter was the largest in many years, and there is a pretty well founded belief that this large over-the-counter trade is to continue. The pendulum of fashion swings from side to side with succeeding years. Time was, not very many years since, when the dress goods business was essentially an over-the-counter business. This was before the tailor-made suit and the ready-made skirt broke into the field; the cutter-up was not a factor of importance. Then the peculiar attractiveness and utility of the ready-made suit forced itself upon consumers and the number of suit and skirt houses multiplied exceedingly, with the result that the business of the jobber and retailer of piece goods was cut into to a considerable extent. Fabrics of extreme weights came into favor, which fact was naturally favorable to the ready-made garment business; the bicycle craze and the golf craze played their part toward accentuating the popularity of ready-made garments. For the past year and more fashion has favored fabrics of light weight, and

with the reduction in the weight of popular fabrics has come a corresponding growth in the over-the-counter business. The mode has favored a diversification of costumes and the prosperity of the country has made it possible for the fair sex to gratify its desires in this direction. Had it not been so the cutter-up would have suffered a greater shrinkage in his business than actually occurred. The cutter-up must be recognized as a permanent factor in the field.

Tailor-Made Goods—The tailor-made suit and the separate skirt have made a place for themselves that can not be denied. For the business woman and for shopping wear the ready-made garments meet a long-felt want. The average woman recognizes the limitations of such garments and consequently has turned with something of her old-time zeal to the more elaborate creations of the dressmaker's art. Fabrics have been brought out that make up in the most artistic manner into costumes built on long, clinging lines. The progress made in the manufacture of trimmings has been an aiding factor, not alone in bringing into renewed favor elaborate productions of the dressmaker, but also in maintaining in popularity plain colored fabrics. Diaphanous or semi-diaphanous fabrics made up over silk foundations have proved very popular, satisfying the desires of many who want something that savors of a fancy effect, the rich under-color setting off to best advantage the handsome "drapy" lines of the costume. The fact, of course, that conditions are taken to indicate a big over-the-counter business during the current year does not mean that the cutter-up may not be looked to to do a good business. In the business that has been garnered so far in the initial market, however, the jobber has been by far the most conspicuous. This is not unusual, however, inasmuch as the garment manufacturer is usually somewhat later in placing his initial orders than the jobber. The buyer, be he jobber or cutter-up, however, has an eye principally for plain goods; not that fancies have been altogether neglected, but the orders placed have not been forthcoming in a confident, decided way, and they have lacked substance. That fancies will play a certain part in the season's business, there is little doubt, but the buyer is not willing to commit himself to a decision as to how much of a factor they are to prove.

Underwear—The buyers for the retail merchants who are in the Eastern market have evinced a most satisfactory regard for the better grades of goods. There is less of that spirit which has predominated for many seasons—the desire to find the cheapest things in the market. True, there are many cheap goods being sold—that is to be expected—but the percentage of better grades that are being wanted is far higher than usual and this places the outlook for the next spring season with the buyers very much better. The buyers are constantly looking for quality now, and in several lines that have been particularly prominent for their cheapness in the past we have heard complaints of comparatively poor business. This does not mean that they will be neglected the entire season, but that buyers have their minds set upon better goods first and will fill up with the cheap lines later on. Of course the actual benefit that will accrue from this aside from the immediate cash considerations, is the greater satisfaction that will accrue to all concerned, the manufacturer,

Invest Some Money



In a line of Top Skirts. Every merchant selling dry goods ought to make a place for them in his store. It brings good returns. We would like to show you some very pretty garments for little money and will have salesman call if you say so. Prices are for the walking skirts \$1.50, \$2 and \$2.50. Dress skirts \$2, \$2.25, \$2.50 and \$4.

Grand Rapids Dry Goods Co.

GRAND RAPIDS, MICHIGAN

Exclusively Wholesale

Floor Coverings



We carry a complete line of Matting, Oil Cloths and Linoleums. Matting at 10½c per yard and better. Floor Oil Cloths at 18c per yard and better. Linoleums at 38c per yard and better. Our goods are new and the patterns are neat and desirable.

P. Steketee & Sons,
Wholesale Dry Goods,
Grand Rapids, Mich.

All Kinds
of
Solid

PAPER BOXES

All Kinds
of
Folding

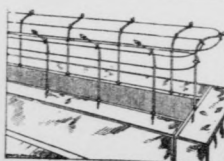
Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

GRAND RAPIDS PAPER BOX CO.
GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers



Overhead Show Case and Counter Fixture

for displaying merchandise. Write for complete catalogue of window display fixtures and papier mache forms, also wax figures.

WESTERN MANUFACTURING CO., Milwaukee, Wis.
Patent applied for

306-308 Broadway.

the jobber, the retailer and the consumer, and as the verdict in regard to any goods lies largely with the consumer, satisfaction here must always be considered. Another feature that has become prominent in this spring business with the jobbers is the large number of union suits for men that are being demanded. These lightweight garments have been steadily growing in favor and last summer there were enormous quantities sold, particularly in department stores, although the regular retail haberdasher had a very good demand. Few of the latter, however, had any appreciable stocks, and before the season was far advanced were obliged to refuse business from this cause and the department stores benefited, and as a majority of them made an important point of these goods, the results were exceedingly pleasing for them. This season the business of last year promises to be exceeded considerably, and it is more than likely that the haberdasher will have a good stock of these garments and certainly department stores will buy no less than they did before. There are many points that the salesman can advance to a customer that will show the advantage of such goods and, with the great variety of sizes and shapes now made, it is easy to get a perfectly satisfactory fit.

Hosiery—In the line of hosiery the jobbers seem to be equally well pleased and the orders received are exceedingly satisfactory. The only cause for apprehension is the matter of prices. There is considerable talk among the manufacturers of advanced prices, both for spring and fall goods, and should this occur, it will make considerable difference in many orders with the jobbers. Just whether this will occur or not is very hard to say, for the manufacturers are very reticent on this point, but that there is good cause for such a step is evident when one considers the cost of raw material.

Carpets—Carpet manufacturers in general are working to their utmost at the present time in endeavoring to get out as quickly as possible the vast amount of orders of long standing that are on their books. With an occasional exception here and there of the acceptance of some duplicate business the amount of new orders accepted has been very limited. Weavers, as a rule are not in a position to accept new business, although if they were the demands upon them would probably be sufficient to keep their looms running for a long time to come on new business alone. Deliveries are being rushed these days to the jobbers and in turn the jobbers are pushing shipments with all despatch possible into the hands of the retailers, who are now making ready for their usual spring openings after a very successful cleaning out operation through the customary midwinter sales. The large three-quarter goods manufacturers of the East, as well as the smaller concerns, have had their productions for the season spoken for as a general thing long before this. Many of them are looking forward to what will be needed for the next season, although nothing definite has been done. The demands for the high-grade carpets have certainly been of very large proportions this season with no indication of any lull in business for months to come. The large purchases of Wiltons, Brussels and Axminsters show the condition of the buying public from a financial standpoint. The demand for Axminsters especially has resulted in the production

being greatly enlarged during the past season. Tapestries have sold well right along and the prospects are good for the future.

Curtains—The demand for tapestry curtains from the standpoint of the manufacturer is good at the old figures, but although an advance has been necessary it has not yet generally been obtained. Standard goods in the cheap and medium-priced grades are wanted, while the call for novelty goods is rather small. Table covers in tapestry and chenille are in fair request.

Rugs—Rug weavers report an excellent business in progress on rugs of nearly every description and the amount of old orders on hand bids fair to keep them employed for weeks to come. The demand for carpet-sized rugs in Wiltons, Brussels and Axminsters for the spring trade is certainly beyond the ability of the weavers, and some are giving their undivided attention to these alone. Smyrna rugs in the small sizes are selling well and bring good prices.

Important Decision to Installment Dealers.

A Brooklyn firm recently sold a Mrs. Kelly, of 105 De Kalb avenue, a bill of goods amounting to \$32. She failed to pay her installments, so the firm took up the carpet. The customer at once secured a summons for the offending dealer and the case came up in the Gates avenue court for adjudication.

The plaintiff stated that she owed \$4.65. A representative of the dealer produced his agreement and chattel mortgage and pointed out that \$1 per week was the amount agreed upon by Mrs. Kelly. She, however, said she had only paid 50 cents on several occasions and produced receipts for this amount. Magistrate Furlong said that this fact broke the original contract, and instructed the dealer to relay the carpet, and as he broke the contract by the acceptance of 50 cents, must accept what money she could pay on account and until the obligation was liquidated.

Dealers who have consulted their attorneys have learned that the decision was correct and that there is no redress, if a dealer does not insist on the full amount as agreed to be paid, and on default thereof can then recover the goods under a chattel mortgage.

How to Secure Good Service.

Don't imagine that by sternness and severity the best work can be secured from employees. This attitude may be necessary towards some of them, but the sooner you get rid of that class about you, the better.

Kindness, without familiarity, is the best position to assume with your help, from every point of view and hope is by far the best stimulant to extract good service. See that good work is properly rewarded. Sometimes a word of approval meets with a harvest of good results. When possible select your lieutenants from the ranks of your army. A right-minded clerk will work long and hard if hope of advancement is held out to him, and you want no other kind of assistance.

No Time to Talk.

Mr. Knowitt—My views on bringing up a family—

Mrs. Knowitt—Never mind your views. I'll bring up the family. You go and bring up the coal.

Retailers are not likely to make an error when laying in goods that patrons will demand. It is the merchant with his stock of something "just as good" as advertised articles who makes the mistake.

Are You Interested In Ladies' Wrappers?

We manufacture them exclusively and we make them right. The patterns are selected especially for wrappers. We buy no "jobs." They fit. They are large enough in the skirt, through the hips and in the sleeves. They are carefully made. These are a few of our styles:



No. 57. Handsome stripes and figures in reds, blacks and blues. Good quality percales, nicely trimmed. Price \$10.50 per dozen.



No. 56. Red. Solid reds in stripes and figures, plain yoke. Good percales. A splendid seller. Price \$9.00 per dozen.



No. 56. Solid colors in blacks, grays, indigo or light blues. Stripes and figures in each color. In ordering specify color. \$9.00 dozen.



No. 44. Light and dark colored percales, assorted. Made full size, and trimmed. Splendid value. Price \$7.50 per dozen.



E. Same goods as No. 56. Made with square yoke and sold in assorted colors, reds, blues and blacks. Price \$9.00 per dozen.



No. 58. Extra quality percale. Well made, handsomely trimmed. Assorted colors in stripes and figures. Price \$12.00 per dozen.

Lowell Manufacturing Co., Grand Rapids, Mich.

BILL HELLER'S CLERK.

How He Acquired the Store at Slab Siding.

[Story in Seven Chapters—Chapter II.]
Written for the Tradesman.

Slab Siding is a little Northern Michigan town that has a great future behind it.

Heller went there with a lot of other men who had heard that it was a good point to tie up to. He found a puffy little saw-mill in the midst of a twenty acre clearing, well studded with hemlock stumps, and a man with a red necktie who said that Slab Siding was going to be the metropolis of the State.

The man with the tie was a fluent talker. He owned a good deal of land around Slab Siding, but finally permitted Heller to buy him out. Heller paid a good deal for what he got. The land proved to be poor, the little saw-mill burned down one night and was never rebuilt, the projected railroad which was to have touched Slab Siding fell through, and the other fellows who went there with Heller journeyed back home to see what their wives thought about it, and never returned.

Still Heller was not without his points, and he decided to stay and see the thing through. He started a little store and although it was pretty slim picking, he managed to make a living for himself and enough besides to keep up, for the most part, the taxes on the land he had purchased from the man with the red tie. He hired a surveyor to plat a part of his holdings into village lots, but as few were interested enough to enquire the price of his property, he refrained from having the plat recorded, thinking thus to keep his taxes down to a lower figure.

Other places, with what Heller considered a much poorer location and greatly inferior prospects than Slab Siding, grew rapidly and appeared to prosper, so he hung on, always looking for something to turn up that would work to his advantage and ultimately to the glory and advancement of the town.

Ever since his unfortunate land purchase Heller had been hard up. His stock was small, and he knew it, but like many another merchant, he did not see why that should interfere in any way with his having a rattling good trade. He took especial pains to buy nothing but the most staple sellers. There was hardly an article in his shop not in every day use. Other stores were piled full of goods, it is true, but they contained too much that people could get along without—hundreds of articles that were luxuries, he thought. People in moderate circumstances could not afford to purchase them. All the residents of his locality were people in moderate circumstances. Then why was his stock not just what they required? These questions he asked himself time after time, and always with the same result. His stock was all right. The trouble was that his people wanted to go to a bigger place—they liked to get jammed and jostled, and see for themselves the pretty things that they could not afford to purchase. If they had not an abundance of their own, they still liked to brush against those who had. And in a measure Heller was right.

Yet Johnson, his clerk, had talked so often and said so much about the desirability of increasing the stock that Heller could not well overlook this feature of the question. There were indeed many items, not large in themselves, but still aggregating a good deal of money to a hard-up dealer, that might sell if once added to the stock. But Heller

was a man who prided himself on paying his bills promptly and keeping his credit good, and it seemed to him a good deal like trifling with Providence to put money or to risk his credit on any sort of doubtful property. He had tried that once, and a man with the gift of gab and a red necktie was the only party who had profited by the transaction. Besides that, what should Johnson know about the store business anyway? Heller had taken him off the farm of an insolvent customer as an experiment and thought he had taught the boy all he knew about merchandising. Should the stream rise higher than its source? Should the pupil teach the master? Then the blood mounted to Heller's cheek, and he thought things if he did not say them.

The storekeeper of Slab Siding had tramped out through the hemlock woods until he was tired, and unconsciously turned his steps homeward. The peelers were gone, and probably the bark had tightened on the trees for good. He did not care much anyway, for he had only mentioned this to his clerk in order to furnish some sort of an excuse, however slim, for getting away for a while from the quiet little shop. On his return he found the store locked and deserted.

Mechanically he unfastened the door and went in. On the desk there lay an unsealed envelope addressed to his wholesale grocers. He pulled out the order and read it. There were but half a dozen items altogether, but it seemed to grate upon his sensibilities. Johnson was taking a good deal upon himself, he thought, to order soap and flavoring extracts. There was soap enough on hand to last a month or more and vanilla extract was a luxury that none of his customers could afford. The whole thing seemed to him a piece of effrontery, and he wouldn't stand it. So, with an impatient movement, he threw envelope and order into the waste basket.

Having disposed of this matter he walked around to the other side of the room, helped himself to fine cut again, and looked out of the front window. Still he could not quite dismiss the subject from his thoughts. Johnson was green and inexperienced, it was true, but he had made a good man for Heller, nevertheless. He had been faithful, had worked hard with the small stock at his command, and in many ways the busi-

ness had improved since the boy entered his employ. He had a pleasant way with some of the "old wimmen" that Heller could never bear to wait upon, and he relieved the employer of many and many a disagreeable task. Heller still gazed out over the little lake that lay in front of the store, but the expression on his wrinkled face had softened. The better part of his nature was beginning to predominate. Just then he heard a familiar step upon the path outside, and coming to himself with a guilty start, he hurried over to the waste basket and reached for the envelope and the order for goods that he had so lately cast aside. He did not want Johnson to know what he had done.

The clerk was approaching with long and rapid strides, and Heller had no time in which to re-examine the paper. It had been folded to fit the envelope, so he merely glanced at the superscription, and that being correct, he hastily stuffed it back, and was deliberately sealing it when Johnson walked through the door.

"Hello, Bill, you here!" exclaimed the clerk, somewhat startled at the sight of his employer. "I didn't look fer ye afore three or four o'clock."

"Yes, I got tired and come home. The' wa'nt nothin' to do out ther and I got hungry, so here I be."

"Say, I ordered in them jug stoppers—," Harm hesitated.

Heller nodded.

"I ordered in some other things, too. The letter's there on the desk. Ye better look it over."

"Yes, I seen it. Guess it'll do if you think them extracts'll go all right. It looks to me some like an experiment."

"Wall, I'm sure they'll sell, but mebbe we'd better cut 'em out. I wouldn't want ye to go altogether on my say so."

"I guess it's all right," replied the merchant, "we'll risk it this time anyway. It probably won't bust us, an' I want you to have a leetle leeway an' feel like ye kin go ahead some when I hain't around. Here, ye better take it over to the postoffice. I'll stay tell ye git back, an' then I'll go eat m' dinner."

So Johnson trotted gleefully away with the missive, delighted to think his first order for goods was going through all right, and Heller smiled in a satisfied way at the pleasure of the boy. But what would Harm have thought had he known that Heller had inadvertently replaced the original document with the visionary production he had amused himself with earlier in the day—the order that was to deluge the little store with a mass of merchandise the like of which Slab Siding had never before known, and was destined to throw the quiet country village into spasms of amazement, and temporarily unsettle the mental balance of the conservative merchant? Yes, what would Harm have thought? And how about Heller?

Geo. L. Thurston.

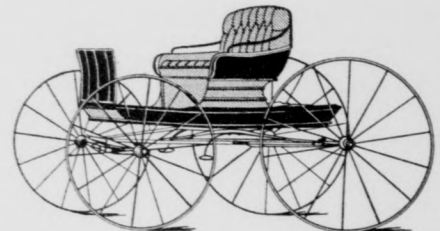
[To be continued.]

OUR MOTTO:

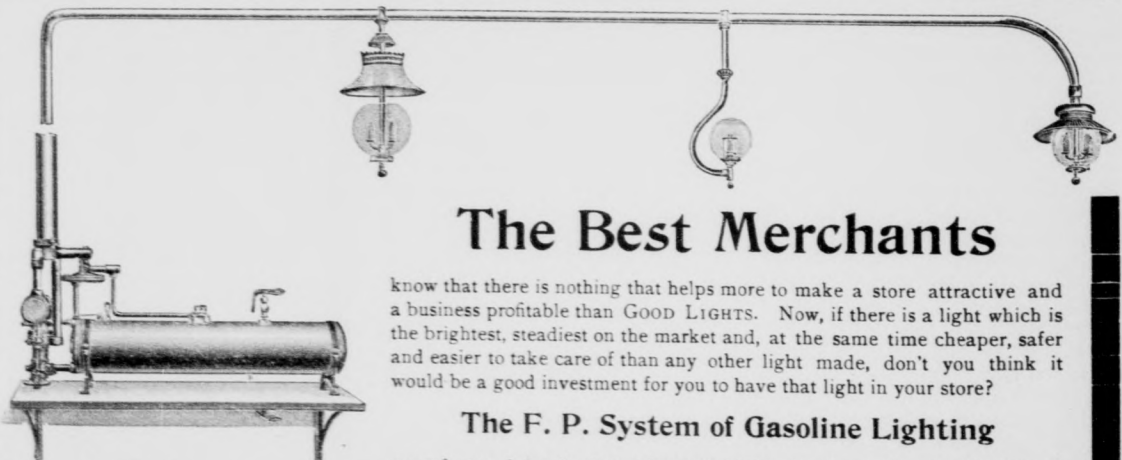
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many styles

Write us for
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price list.



Arthur Wood Carriage Co., Grand Rapids, Mich.



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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?

The F. P. System of Gasoline Lighting

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
AGENTS FOR MICHIGAN

109 Main St.
FT. WAYNE, INDIANA

P. F. Dixon
AGENT FOR INDIANA

DREAMED A DREAM.

Some Changes Which Ensued as a Result.

Written for the Tradesman.

It was a cold, unpleasant day. The wind howled around the corners of Bill Jones' little store with a dismal sound, and as the proprietor sat by the fire waiting for the customers that failed to come, he inwardly cursed the fate that had chosen for him a merchant's profession. During the last few years since he had been keeping store he had led what he considered a dog's life. The sun of prosperity had failed to shine upon him and his; his bank account was not what he had fondly pictured it should be when he first embarked in business, and as the clerk on the other side of the stove gazed at the boss in silent awe, he wondered what was troubling him.

Jones sighed and threw his half smoked cigar into a box that stood near by. Once upon a time it had contained plug tobacco, but now it was half filled with sawdust and was serving in the capacity of cuspidor. He leaned back in his chair and closed his eyes. The wind seemed of a sudden to cease its howling. He forgot that it was cold without. A buzzing sound filled his ears, and then a beautifully gowned woman opened the door and entered. As she did so she cast a sweeping glance around the interior of the establishment, gave a little sniff of contempt and stepped up to the counter.

"May I trouble you to show me some calico?" she enquired in a rather stiff voice.

He got up with a sigh and slowly pulled down a couple of pieces. The lady looked them over and almost had a fit when she discovered that one of them was covered with dust. But she finally made a purchase and asked to be shown some shoes. As she passed down the store to the shoe counter, her dress came in contact with the home-made cuspidor and carried with it some of the contents.

"Ugh!" she gasped. "Do you keep such a thing as a broom about this place? I doubt it, but if you have such a thing handy I would like to use it a minute. Heavens, what a dirty mess. I never knew there was such a dirty store in the State."

At last the dirt was cleaned from her dress and the merchant took down an assortment of shoes, the boxes in which they were encased being yellow with age. She looked them over carefully. Suddenly she stamped her small foot in disgust for she had discovered a cobweb on one of the boxes. It was all off then. She did not want any of the shoes.

As she was preparing to leave the store, the door opened again and another lady entered. As they came face to face they seemed to recognize each other, and after exchanging greetings the woman who had been looking at the goods said:

"Mary, if I were you I would not buy anything here. This is the dirtiest store I have ever seen. I have almost ruined my new dress by running against that nasty old spit box over there. And the goods are all covered with cobwebs and flyspecks. It is simply disgusting the way these lazy men sit around here and allow the dirt to gather in the corners. I will never come in here again as long as I live."

"I know it is a disagreeable place," answered the other, "and I never come here when I can get what I want at the other stores. But sometimes they are out of what I want, and if I am in a

hurry I come here as a last resort."

All this was spoken in low tones, but Jones, whose ire was by this time aroused, heard every word. He was mad clear through. The cold sweat stood on his brow in large drops. He was unused to this kind of treatment. He guessed he knew how to run a store and did not need any assistance from women who had a disagreeable faculty of minding other people's business. He was just framing a stinging reply, when they went out of the door, closing it with a tremendous bang that shook the building from end to end. The canned goods on the grocery side rattled on the shelves and the shoes shook in the boxes.

As the door slammed Jones' head seemed to crack, and his frame was jarred unmercifully. Rubbing his eyes to get them open so he could see better, he discovered that he was on the floor, while at one side of him was the old chair that had been doing service in the store for the last five years, two legs broken and the bottom split through the middle.

"Did you hear what those two women said?" he almost screamed, as the clerk's face took on a startled expression. "Did you hear 'em? That's the first time I ever had such an experience as that."

"Hear what?" asked the clerk. "There hasn't been a woman in here since morning. You've been dreaming. The snores you were letting go here a minute ago would have called out the fire department in a jiffy if that chair hadn't broken and let you down on the floor in a heap. What in the dickens are you talking about anyway? Guess you've been dreaming, or taking a drink too much."

"Didn't you hear 'em? They said this is the dirtiest store in all the town and that they never come here when they can get what they want at the other stores. Now honest, didn't you hear 'em?"

"No, I didn't! And I guess what they said wouldn't be much out of the way. But there hasn't been a woman here, I tell you! You've been having the jim jams. You've been asleep."

"Didn't a woman come in here and get her dress all bedraggled in that box there?"

"No, but's a wonder some woman hasn't done that same thing a hundred times. It's always in the way. It ought to be thrown out of doors."

"Well I'll be hanged!" exclaimed Jones as he looked around. "That was the all-fired dream I ever had."

Then he explained the nature of his vision more thoroughly, while the clerk listened in silence. When he had concluded they took a look around the store, and to their surprise found dirt in almost every corner. Things were piled on the shelves in crooked rows. Some of the shoe boxes were bottom side up and the grocery shelves were anything but visions of beauty. After finishing the tour of inspection Jones said:

"Well, it beats the band how little a fellow knows about his own store. I don't wonder trade is getting slim. I don't know as I blame the people for giving us the go-by. I guess we'd better do a little slicking up around here. We've got time enough to-day while it's storming to do a lot of cleaning in here and to-morrow we can fix up the front a little. Go and get the mop, Henry, and scrub the floor, while I go over the shelves. And while you are about it, kick that blasted box of sawdust out the

back door. I think it's done duty long enough."

The next morning the villagers were startled to see the clerk out in front washing the windows, while Jones was busily engaged in fixing up a new window display of merchandise.

And that afternoon at the meeting of the Aid Society the women folks wondered what had come over Jones and his clerk.

Raymond H. Merrill.

If you want to buy or sell a business, if you want expert help or want a good situation, you can reach seven thousand of the best business men in the country through the Wants Column department of the Tradesman. Rates, two cents a word for the first insertion; one cent a word for each subsequent consecutive insertion. Initials and abbreviations count same as words. Cash must accompany all orders.

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Oldsmobile Runabout, Improved for 1903 at \$650.00.

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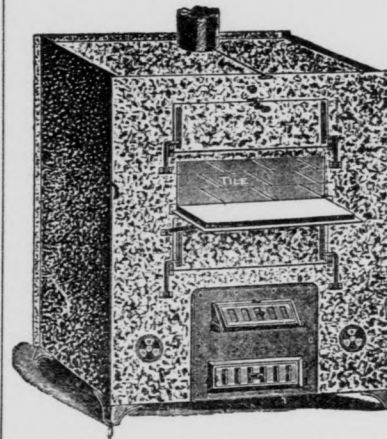
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We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

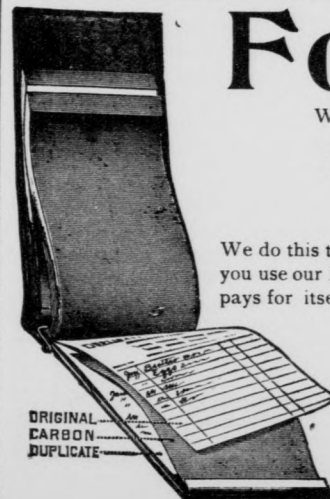
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

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CIGAR DEPARTMENT.

Can Be Made a Satisfactory Source of Profit.

There are scores of grocers and general merchants who handle cigars, but who doubt whether they are a profitable proposition or not.

The general dealer does a large share of the retail business of the country. Conditions are gradually forcing him to convert his store into a strictly department store on a somewhat smaller scale than is found in the large cities.

While he can not do business on the same elaborate plan as the larger stores, the conditions which have brought the bigger store have something to do with defining the limits or the policy of the business of the general dealers. The department store makes a success of its cigar department. There is no reason why the general dealer should not.

Some dealers object to handling cigars for the reason that they think it interferes with trade on other lines. For instance, a dealer who makes dry goods one of its leading departments does not care to have loafers around the store smoking cigars. Another objection is that with a line of cigars a dealer is expected in many towns to treat his customers to cigars more frequently than would be necessary were he without them.

But outside of this the fact remains that cigars rightly handled pay a very good profit and come well towards making up a good showing during the year. How to handle them without giving offense to the other trade or giving away the profits is something which must be adjusted to the conditions in each community. It is well to have the cigar case as far as possible from the dry goods department without hiding it completely. It is not necessary to have the cigar case exactly in the front of the store in order to do a reasonably good business in cigars. If the grocery department is near the center of one side the cigar case can be installed there. That removes the possibility of giving offense to lady customers coming in to buy dry goods. There are few people who will object to seeing cigars near the grocery department or seeing them smoked there. As far as giving away the profits is concerned the grocer can do that in other lines of goods. He can give away as much of his profits by presenting the children with candy, as he can by presenting the men with the cigars and yet not accomplish near as much.

I believe that any general dealer can take on a modest line of cigars and handle them in a clean cut way to his profit. It may be necessary now and then to treat a steady customer to a cigar. He might do that whether he had the cigars or not. The merchant's customers are not backward about asking for anything they think they can get. One of the things that the retailer must learn is to say no in the right way.

When the general dealer begins to handle cigars his big danger is in putting in too large a line. He should not put in a cigar line expecting to do as large a business as the drug store. He should handle it as he does any other line, with the view solely of furnishing another contribution to the stream of profits. He should obtain a good case, not too expensive, but one that will be serviceable, buy a few good brands and stick to them.

He will have an opportunity to sell most everything that is advertised or is smoked, and although he may miss a

sale now and then, he will find that conducting this cigar department conservatively, without trying every brand which will be called for, will be the best policy. The general dealer handling cigars should endeavor to get a part of the trade and not try to satisfy all of the trade. Gradually on the brands he carries he will build a trade of his own. A few ten cent brands and a few good nickel brands will be enough to start in with.

I believe that every merchant can handle his own business pretty nearly as he sees fit. He must, of course, cater to the wants of the public, but he can handle cigars profitably without making his store a loafing place. There is a large element among smokers who buy cigars and go on about their business instead of standing around and filling the store full of smoke. You will see many drug stores which do a large cigar business with rarely any smokers around. They have educated their trade differently. You will notice that the clerk or proprietor, after he sells the cigar, exchanges a kind word with the customer and then goes on about his work. If other parties happen to be in the store at the time the customer may stop and talk a moment or two. It is the undesirable trade which loafs around the store more frequently than the desirable customer. Then there is the box trade to consider. A great many smokers when they have found a brand to their taste, buy a box at a time. The general dealer can get a fair share of this business which I believe is as clean a trade as any dealer could want. The general dealer who builds a cigar trade successfully must not expect to do it all in a day or a month. He should start in carefully, select nothing but reputable brands and bid for the best trade to be had.

The exclusive grocer should handle cigars. He must make use of every opportunity for profit. Cigars are a legitimate part of his business. But the trouble is many exclusive grocers do not pay proper attention to their cigar case. They allow it to become dirty and disarranged. They do not keep the moistening pans supplied. They may have it too near a stock of other goods which taint the cigars. This should be avoided. A little careful arrangement of the stock of every store will obviate all this. The retail grocer doing business on a narrow margin in nearly every line he carries can appreciate the good percentage of a good retail cigar business, but he should seek to do his share of it. I should not advise him to invest too much money in equipment. He should handle his cigars as he does his canned goods. Take a few good lines and work hard on them. It is easy in the cigar trade to get an investment in stock which will nearly offset the profit. John A. Percival.

You can not enter a race after the signal to start has been given and expect to come in at the grand wind-up. Have your right foot forward and ready to move at the word "Go," and stand your chance of coming out ahead. If necessary have somebody hired to toot your horn to make people believe in you. But do not sit still and let the other fellow beat. If you do, do not say it is his luck that won.

The telephone can no longer be legally used by German physicians in dictating prescriptions to druggists, because of the chances of fatal misunderstandings. Only in urgent cases, to save life, can it be used.

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.
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Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

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Decline in Price

For 1903.

Tanglefoot Sticky Fly Paper

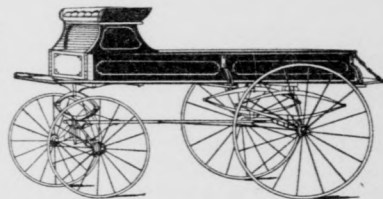
Will be sold to the retail trade at \$2.80 per case (250 double sheets).
This increases the retailers' profit to over

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Last year it was 95 per cent. Quality better than ever.

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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 & BRADFIELD,
116-118 South Division St., Grand Rapids, Mich.

NORTHERN GEORGIA.

Some Peculiarities of This Interesting Region.

Trenton, Georgia, Feb. 26—I have for some time intended writing you from the South and, perhaps, give you readers some idea of trade methods in this region, but there seems to be comparatively little to say.

In the mountains of Eastern Tennessee and on the Blue Ridge in North Carolina, where I passed some months a few years ago, I found the ubiquitous drummer at most of the little country stores, but it seemed to me that in those regions more money was sent to the large department stores of Chicago and elsewhere than I have remarked in this part of the country. The people here want fresh goods, which is natural, as this part of Georgia is not far from the city of Chattanooga, and is traversed by the Great Alabama Southern Railroad; but the assortments in the stores, which are quite numerous, seem to me to be very limited in variety and I have often been struck with the similarity between the trade methods of Northern Michigan, a quarter of a century ago, and Northern Georgia to-day.

This is a farming country. There are few productive industries within many miles. A little mill stands on the river a mile from this town, which is the county seat, and the miller will grind your flour or meal if you bring him the wheat or corn to do it with. Sometimes he has these on hand, but not always.

A mile below this mill, on the same stream, with a good water power, stands a large stone mill—I should think perhaps 30x80 feet on the ground, which is solid rock, and about three stories high. This mill has been unoccupied for years and the woodwork is rotting. It is said to form part of an estate and could probably be bought cheaply. Only, the purchaser should make sure of his title.

There seems no reason why this mill should not do well, if supplied with modern machinery. The people here-about buy a good deal of flour and meal, but I am told that they do not, as a rule, save seed corn or wheat for their next planting. Yet in ordinary seasons the crops are good, even with the comparatively "shiftless" methods in use.

Railroad ties and logs of oak or white-oak are brought in, and the white oak ties net 27 cents each. There is no saw mill within several miles.

There are seven stores in this village. They—or the larger ones—carry stocks comprising the ordinary staples, plenty of shoes, some long-legged boots, a limited variety of tobacco for chewing and smoking, besides small assortments of fancy goods, brass jewelry and the like.

A great deal of fruit is raised in this part of the country, and some canned goods are sold, but I could not buy a can opener, a rolling pin or a potato masher in the whole town.

Prices, as a rule, are fair. The next town south, Rising Fawn, eight miles distant, has an iron furnace, just started up after a long period of quiescence. This place seems to be going ahead and, as there are several stores here, and as Chattanooga is only eighteen miles distant, it may be that the competition tends toward keeping prices level. There are much iron and coal in the mountains which border this valley on the east and west. The iron is of good quality and the coal pretty fair, for soft coal. This valley is perhaps three to four miles wide, and above it rise the mountains 1,000 to 1,400 feet. From the ridges bordering the slope toward the valley there extends east and west a wide plateau, where it is said the best-flavored peaches and vegetables are grown. Lands up there are sold at from \$1 to \$5 an acre. In the valley they average about \$10.

This is, I think, the highest part of Georgia—about 1,200 or 1,300 feet, at the railroad. Stock runs out most of the time and men are plowing to-day. People have a way of leaving the doors open, which seems odd to a Northern man.

The stores are usually not well lighted and, perhaps, the people feel more at home in them than they would in more pretentious buildings.

The farmers buy a good deal of cotton seed hulls and the like in bales, which, I am told, is fed to the stock, yet it seems not difficult to raise hay and corn.

This has been a rambling discourse, but it may, perhaps, serve to give you readers—or such of them as have not been in this region—some notion of the general conditions in this part of Georgia.

I might add that Irish potatoes grow well and bring a good price here and that clover is easily raised.

F. H. Thurston.

Five Rules For Getting Coal.

A gentleman who has had considerable experience in hustling for coal since the famine has been on is of the opinion that the "con" game is more effective with the dealers than the "hold-up." The latter is all right, he says, if a man has the nerve, but most men will hesitate to use deadly weapons, even to get coal.

He has formulated the following rules, which he claims will generally assure a supply:

1. Leave an order with every coal dealer within a radius of ten miles, at the same time giving him a "spiel" about having three sick children and an aged mother-in-law down with the grip. This is sure to get a promise or two to send coal "as soon as we get some."

2. Enter the coal dealer's office boldly, curse him and his father's bones in a loud voice and demand a ton of coal as one of the rights of citizenship. If he is anticipating running for office or has a brother who is an alderman, he will think you are a ward heeler and will send you a ton—by warm weather.

3. Threaten the dealer you have bought of for the last twenty years with a loss of your custom if he does not produce a ton of stove coal instant. This will generally get a yard and a half of bum wood.

4. Send your wife to let her plead with the naughty coal man with tears in her eyes. If she wears her sealskin sack to show how cold it is, he will send in a week or two, a small lot of smut and smoke which he calls "soft" coal, and collect real money for it without a tremor.

5. Appeal to your neighbors and borrow a scuttle full at a time from each. Work this on every friend in the block once a day, and at night you can sit by the fire and watch it burn. If worked carefully, it will carry you through the winter.

Odd Superstitions Concerning Boots.

The custom of wishing a friend "a happy foot" is to be found in all parts of Europe, and it goes to show how much superstition is connected with our footwear. It is to be assumed that the well-fitting boot or shoe, which enables a person to walk in comfort, is symbolical of happiness.

The accidental placing of the right boot on the left foot, or the breaking of a lace, is a bad sign, from the popular point of view. To tie the boot of another individual is indicative of humility and lowly position, and the Chinese worship the boot of an upright judge.

There is a curious superstition in some parts of England, which advises that when the youngest daughter marries before her sisters, the latter should dance at her wedding without boots, in order to insure husbands for themselves. On St. Valentine's eve, according to a similar custom, girls should hang their boots outside the window if they wish to secure lovers.

Some actresses carefully preserve the boots they wore when they scored their first success, and wear them only on important occasions.

It is a good plan to have a pad and jot down thoughts that come to you, or good ideas that you get from others. An idea can be worked over in a good many ways. Most any good thought jotted down will just fit in some day when you are in a hurry and your head does not work quickly. Besides, writing it down serves to retain it in your memory.

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
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You will find scarcely an imperfect berry in a package. That's one reason why the people like it.

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A RUBBER STAMP

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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.

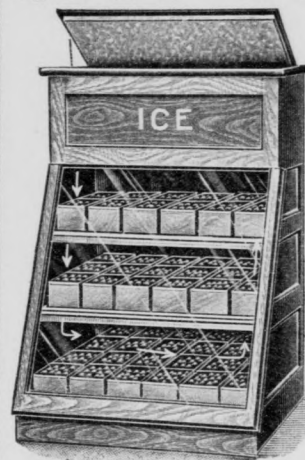
DAVID FORBES

"The Rubber Stamp Man"

32 Canal Street, Grand Rapids, Mich.

1,000 SOLD IN 1902

Grant's Berry Cooler



Was introduced to the trade last year, late in the season, and we must admit that the results were more than we even might have anticipated. It was a new article to the dealers, as well as to ourselves, and we have profited by our experience of the first year by making several important improvements, such as double glass front, with one inch dead air space, the latest and most up-to-date circulating ice chamber with non-sweating disc attachment, together with patent trap connection to waste pipe, all of which can be removed, cleaned and replaced in a few minutes' time. Place your order early and avoid the rush prior to berry season.

FOLDING BATH TUB CO.

MARSHALL, MICH.



**DR. PRICE'S
Tryabita Food**

is in such popular demand that you take no chances on its sale; the profit is large—combine these two FACTS.

Crisp, delicious flakes of finest wheat, cleanly prepared and infused with *celery*.

Dr. Price's Tryabita Food *sells on its merits*, besides it is being very extensively advertised.

Price Cereal Food Co., Battle Creek, Mich.

Clothing

Some New Things Seen in Chicago.

The English spring fashion-plates are not yet out, but the American ones show patterns of sufficient variety, and sufficiently artistic in design for anyone to choose from without peril of disappointment. A high-class tailor shows me at least two new coats, one of which is a very dressy affair, being a wide skirted cutaway, or walking coat, with flap pockets and a graceful dip at the waist line. It is made principally in worsteds and on a figure of fair proportions should look extremely well. The second coat is a three-button sack, in checks or stripes, as the case may be and is to be worn open, over a fancy waistcoat of linen or flannel.

Speaking of waistcoats—or vests, as the more familiar term is—it is worth while noticing that there will be a great running to these smart articles of attire the coming spring and summer. In all the plates a fancy Tattersall or flannel vest puts a finishing touch to the costume and it can not be denied that in every case it is extremely effective, more especially, perhaps, when seen in a delicate horizontal stripe with a frock coat. The frock suit, by the way, will be more than ever a dream of beauty this year. The coat is cut sharply to the figure, without the exaggerated shoulders that were so monstrously unsightly a year ago, and with a waistline that is almost feminine in its accuracy. The trousers, this year, whether for dress or outing purposes, will be of a uniform cut—that is to say, of a medium peg-top style, with a gentle flare at the knees to correspond, in the case of the frock coat with the bell of the skirt.

One leading haberdasher, whose styles are usually as correct as his prices are exemplary and drastic, shows an importation of English waistcoats that strike the beholder as being especially artistic. They are of heavy duck, in grays, browns, drabs and reds with polka dot spots, narrow collars and wide flap pockets. Worn with a golf suit, they should help to top off an effective ensemble, but for more formal attire it would be difficult for a person of conservative ideas to countenance them.

In neckwear there is nothing especially new at this writing, with the exception of some charming inch-and-a-half four-in-hands of Barათea and Lyons silk in shades of exquisite delicacy. Also some beautiful English squares. The high turn-over collar will enjoy its usual vogue, despite the efforts of the laundrymen to change the fashion. For dress occasions, of course, nothing but the high, straight affair is correct. Two-and-a-quarter to two-and-a-half inches is the proper height; and it should not be forgotten that for afternoon dress nothing looks so well with such a collar as a white or pearl-grey ascot, fastened with a not too pretentious pin.

It is rather late in the day to be talking of overcoats, but the drab covert coat with fancy stitching, and possibly (in the case of the very young) a little latitude in the way of buttons, will be worn all through the spring and possibly on cool summer nights also. It is a handsome and useful garment and exceptionally handy to carry in view of possible atmospheric emergencies. The Norfolk jacket, with belt and pleats as of yore, will be the favorite with the golfers and the materials and shades in which it is shown are sufficient to tempt anybody.

There is a new glove on the market—a Manchester product, I believe. It is of the softest kid, with a silk lining. I confess I can not quite see the advantage of the lining, except it be to contribute to the ease of drawing on. The effect, nevertheless, is undeniably smart—if you can manage to exhibit the lining when drawing them off.

There are some new walking-sticks in mahogany, ebony, teak and orangewood, with mountings in the first three cases in silver. The orange sticks are from Florida and are adorned at the handles with carved alligators and other reptiles indigenous to the climate. I can not say I approve of them; but the ebony, mahogany and teak affairs are beauties.—Apparel Gazette.

Brought Him to the Proposing Point.

A certain young woman had been devoting her evenings to entertaining a bashful admirer. He seemed to be deeply in love, but he evidently did not dare to propose.

One evening while he was calling, another young gentleman rang the bell. The pretty girl was embarrassed and looked to the bashful youth for help.

"Tell him you're engaged," the bashful one said.

Delighted, the girl made haste to answer, "But I don't want to tell him an untruth."

"Well, you tell him that and we'll fix it afterwards," the bashful one stammered.

And before he went that night the wedding day was set.

Time for Renewal.

The following is illustrative of the ready wit of our street Arabs.

A young man, dressed in the height of fashion, with the exception of his shoes, which were a shabby pair of patent leather, was strolling down street the other day when a bright-eyed bootblack, on the outlook for business, accosted him with the usual "Shin 'em up, sir?"

The young man haughtily replied: "No! Can't you see that they are patent leather?"

To which the bootblack replied: "Yes, but I think the patent has about expired."



"The Kady"

is not only good to look at, but so are Ethelyn, Dorothy, Marie and Maud, "All Queens," and any one ready to come to you with an order of "KADY SUSPENDERS." They are attractive and so is "THE KADY." Send us your orders direct, or through our salesmen, and get high grade "Union Made" goods. A handsome glass sign, a suspender hanger, or one of the girls, yours for the asking. Splendid things to use in your store.

The Ohio Suspender Co.
Mansfield, Ohio

Clapp Clothing Co., Grand Rapids,
selling Agents for Michigan.

If You Sell Suits you want them to please your trade—garments that fit well, are durable, that look right—a make that they will want again.

The Latest Styles

are worth handling. The best patterns are in Fancy Worsteds and Fancy Cheviots. They are made up with hair cloth stiff fronts that hold their shape. The collars and shoulders are carefully padded by hand. Nicely shaped lapels and pocket flaps. Suits like men are looking for. Do you want that kind? Prices up to \$12. Let's hear from you.

M. I. Schloss,

Manufacturer of Men's, Boys' and Children's Clothing
143 Jefferson Ave., Detroit, Mich.

William Connor, Pres. William Alden Smith, Vice-Pres. M. C. Huggett, Sec.-Treas.

THE WILLIAM CONNOR CO.

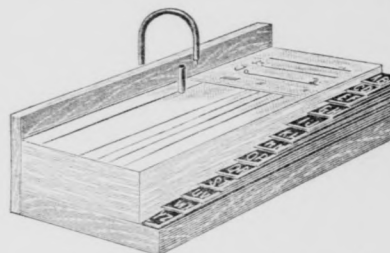
INCORPORATED

WHOLESALE CLOTHING

28 and 30 South 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, and are closing out balance of goods made by Kolb & Son, Rochester, N. Y., who have recently retired from business, at a discount of 25 per cent. so long as they last, and we have other large bargains in our jobbing department. 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.



Account Files

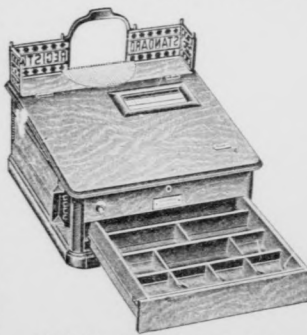
DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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

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

Prevailing Styles in Chicago and New York.

Once there was a New York hatter who went to London. While there he saw samples of headgear that he believed would take in New York. At once he bought several dozen of the hats which were duly boxed and shipped. This was before the days of fast freighters. It was also before the art of packing hats was as well understood as it is to-day. It took the hats several weeks to make the trip.

Originally the hats were "well-set front and rear," which in common parlance means the brims were well arched from front to rear. But when they reached New York the curve was entirely gone. During the long voyage the hats had been pressed well out of shape. In despair the merchant put the headgear on the market. It was labeled "from London." The styles were taken up at once, and became a fad. The next year flat set hats were all the go. They say the impetus then given to the flat-set styles was so great that it has never been entirely overcome.

Here in Chicago there is a group of haberdashers whose originality will bring Chicago to the front as a style center. Within a few years have grown up establishments like those of Capper & Capper, Fifield & Stevenson, Harshberger and Lincolnt Bartlett, who are not content to follow New York, but are seeking abroad for styles that New York cannot get.

Chicago men are being shown something new in a dress shirt, with body of white percale self-figured, and cuffs and bosom of very fine white pique. The latter is so very fine that it is with difficulty distinguished from ordinary linen.

In shirtings it is seldom that such a handsome line of materials is shown as are displayed by some of these exclusive haberdashers. Imported French corded and figured linens in white and delicate shades; silk corded stuffs for bodies to be made up with white cuffs and bosoms, combinations of fabrics the like of which have not been seen here before have made their appearance for spring.

In these high grade custom shirtings, the woven figures will be the only correct thing. Fine French linens with unique figures in colors woven in the fabric will be the principal offering for spring to those who enjoy the exclusive stuffs.

The corded effects, however, are the most recent productions. The bodies are either of silk or linen, the cords being heavy and in colors. The ground is either white or some delicate shade of yellow, blue or heliotrope. "Wood" color, a shade of yellow, has been pushed most enthusiastically. These fabrics are for the bodies of the shirts. The cuffs and bosoms are of white, or the entire body may be of the fancy material and only the cuffs white. Collars are made attached to the shirts.

In some lines, although more as a novelty than a serious production, the cuffs are double-fold, of the same genus as the highband collar.

These combination shirts smack of the days when the old blue flannel shirt was the universal garment, and with it were worn the paper collars and cuffs. Indeed, a garment of French tana, a soft, silk-like material in grey, made with white cuffs and in some cases a white bosom, is a strong reminder of the old fashion. But it is a taking thing.

Quite a dainty idea is that of combining a corded linen and a plain linen of

the same color in one of these combination shirts. The cuffs and bosom are made of the corded material, the body of the shirt of the plain cloth. Many patterns carry a sort of "watered" effect through the whole.

New York.

So much is being said about greys for spring and browns for fall in men's clothing that it seems unreasonable to longer doubt that these colors are to be heard from. All the best authorities who could be consulted spoke confidently of these colors coming in strong in themselves and in combinations. Additional confirmation is obtained from high class custom tailors.

These fashionable designers and makers of clothes for the well dressed, men who have the means to appear in good apparel, and who indulge generously in that inclination, say that they have started to put a great many greys into dress and business suits. They have made up quite a number of oxfords, black cloths with just a faint suggestion of the grey—into Tuxedos, and some as dark and others of still lighter grey into full frock suits. Greys have become an established vogue with them, and all their best customers have either a business or semi-dress suit of grey. Many of the best dressed young men in town do not think their wardrobe complete unless it contains a full-frock suit of grey and also one in black.

Brown is already a fashionable color in the top-notch clothing establishments. It came out late this season in imported fabrics. It was immediately introduced to swell customers, and the first brown suit of the season was brought out by Reginald Vanderbilt on the opening day of the Horse Show. Since then brown has had innumerable devotees among the swagger set.

"Greys and browns have been our best suitings this season," said a fashionable clothier, who cuts-to-measure for any number of Gotham's smartest dressed men. "They will undoubtedly come in strong, late this spring or early in the fall, in the ready-to-wear. We are usually a season in advance of that trade. I have a number of suits in both grey and brown cloths in various processes of work now. Here, you see, is a Tuxedo suit of very dark oxford, and here are a few full frocks of grey vicuna, and then here are five suits of brown, in single and double breasted sacks, and one in the English cutaway frock. They are all of imported fabrics, which I brought over myself, a few weeks back, having gone abroad in search for some exclusive cloths for my customers. They like to be well ahead of others, don't you know, and really enjoy paying for such exclusiveness."

Brown, however, will be of short duration. It is not a lasting color, and usually follows a run on black, and black and white. Not all men can wear brown, although it is not so trying a color as red. Brown gives the middle-aged man a youngish look, and is a very rich color for young fellows.

There is just an intimation of brown in some of the natty homespun and Scottish mixtures brought out in the finest grades of fabrics for spring, and it is also observable in high-grade chevots, worsted chevots and unfinished worsteds.

The most approved styling in fancy flannel and woolen waistcoats is the skeleton make. There is no lining, and the pockets are piped on the inside with satin. Back and front of the waistcoat are of the same material. The favored

style is single breasted, cut high and without lapel.

While in conversation with a gentleman who, I know, patronizes one of the best tailors in the city, I noticed a jaunty smartness about his waistcoat which led me to ask why the pockets were cut so straight horizontally, and just what was his reason for flaps on the lower or waist pockets. He said his designer never did anything with men's clothes without a practical purpose. The upper pockets were cut straight instead of slanting, to prevent pencils from falling out of them, when one was stooping or bending, and the flap was placed on the lower pockets, covering the opening, to prevent a fellow's watch from being jolted out in the act of jumping out of a carriage or off a street car. Another interesting style peculiarity about this waistcoat was that at the bottom it was cut concave, ending in points and an inverted V where buttoned. The curve at the waist, he said, was to add grace to the vest. The designer and tailor had certainly succeeded in imparting a distinguished appearance, which was devoid of freakishness, to the vest and wearer.

More smart styling than heretofore now distinguishes the riding coat, which is worn by all swell dressers in taking their morning constitutional on horseback or driving through the parks. The skirts are cut very full mostly so at the sides, to give added width to the hips. The body of the coat from collar to waist line fits snugly. The best form riding coats are lined with kersey cloth, all but the shoulders and around the armholes and sleeves, where the lining is silk, to improve the graceful set of the coat about the shoulders and make it easy to slip on. All linings are of the cloth shade. Coverts in all the leather shades and brown chevots are the preferred suit fabrics.—Apparel Gazette.

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**

Attracting Attention by the Distribution of Easter Souvenirs.

It is the custom with some merchants to always distribute souvenirs of some kind at Christmas and Easter. Others occasionally follow the practice. These two great holidays of the winter and spring come at a time when it is advisable to attract special attention to one's store, and the giving of souvenirs affords a graceful means of advertising and at the same time putting in the hands of friends a useful or ornamental gift that will be a pleasant and profitable reminder for a long time to come.

Whatever the nature of the souvenir given, it should not be defaced by an advertisement printed upon it in a conspicuous position. People are not willing to carry about with them or to keep in a conspicuous position in their houses an article that is essentially a business card with a little beauty or utility thrown in. If a souvenir is to be given, let it either have no printing upon it or let the simple name and address printed in an inconspicuous position be sufficient.

In making a selection of articles to be given away, remember that the most appropriate gift for a man is something that is useful. The more frequently he uses it the better an advertisement is it for the giver. The mere act of using will be a sufficient reminder of the source from which it came.

A small memorandum book or a bill holder, a purse or pocket book, an office inkstand, a blotter holder for a desk, or any other article which a man will find of use in his business affairs, makes an excellent souvenir to give away to one's patrons.

See to it that the article given is well made of substantial material that will stand hard service. If you are giving away a memorandum book, get a substantial leather covered book that will be fit for holding important memoranda. The more costly the book the more important will be the items entered in it, the longer it will be kept. It should be the object of the merchant to give something that will be kept and used for the longest possible time. In this lies the length of life of the advertisement.

A bill holder will be appreciated by men accustomed to carrying around considerable sums with them. A purse will be appreciated by a smaller number of men. In an office district where many men work at desks, the blotter holder or desk pad or the office inkstand will be appreciated. A paperweight is appreciated, provided it is not defaced by a staring advertisement.

If the merchant wishes to reach the women of the community, the most popular gift is a flowering plant in full bloom. Small plants can be procured from florists at reduced rates for quantities. Mother of pearl articles are now made in a great variety of ornamental forms, conspicuous among which is the letter opener. It is possible to get pen holders and similar articles at a low price, and these make useful and pretty things for people who care for ornaments.

A large variety of children's games are now manufactured and sold in quantities at a low rate. Easter offers a convenient time for the distribution of such articles to the children of the community. One merchant in a small place attracted much attention to himself by giving away a quantity of Japanese kites to the children. As these were made in imitation of animals of various kinds and had never before been seen in the community, grown people were quite as curious about them as the children, and the kites were a very good advertisement for the merchant.

Houses dealing in advertising novelties constantly carry large stocks of articles that are suitable for gift purposes. They can put merchants in touch with dealers who make and carry every conceivable class of objects suitable for presentation purposes.

Careful Stockkeeping as an Indispensable Accomplishment.

If a merchant doing a limited business were to go into any of the great metropolitan stores seeking for information that would help him to understand their success, his attention would probably be so occupied by other details of system that he would fail to give proper attention to their systems of stock-keeping. It would probably come as a surprise to him to know that daily or weekly statements of the amount of business done and the amount of stock on hand are in the hands of the proprietor, who is able to tell just where his business stands in consequence.

It is very important that a merchant shall have a thorough and accurate system of checking up his stock, for without system in the handling of his stock he is unable to buy to advantage or to place his orders effectively for his trade. Merchants who have no particular system of stock-keeping are continually surprised at the number of articles that accumulate, which turn up in an unexpected manner and which have to be sold at a loss. One merchant who was slipshod in these matters sent in three different orders for a lot of trousers and only discovered his error when he found

that he had all three lots, purchased at different times, in different parts of his store. This is an extreme instance, but it shows what loss can be incurred by a careless way of doing things.

It is important that when goods arrive at the store they shall be promptly unpacked and examined, and at the same time checked upon the invoice and compared with the original order, so that any discrepancy between goods ordered and goods sent shall be at once discovered and prompt notification given. In unpacking goods they should be carefully examined to discover any damages. The sooner these matters are attended to the better, for the merchant incurs risk of loss in time and money by delaying to present any claim that he may have. Wholesale houses particularly appreciate prompt and business like notification of any errors on their part. They distrust even the honest man who delays presenting his claims until a considerable time has elapsed.

The card catalogue furnishes a very convenient means of keeping a record of stock as it is placed on the shelves and sold. A single card can be devoted to every separate lot of goods. At the top of the card can be written the description of the goods. In the columns below can be noted the lot numbers, the house numbers, the cost, the selling price, and the number of articles of each kind indicated by single ticks. When new goods come in they can be recorded on the card, placing the date of the new arrivals and the date when ordered in their appropriate columns.

When sales checks are being gone over at night, the cards can be taken out and the articles sold can be checked off their respective cards. In this way, which is only roughly described, a merchant can always know what he has on hand, how long he has had it, and exactly when and how he needs to place his orders.

It is obvious that such a system can not put into effect every day for minor articles. It is possible to supplement such a system as this by daily reports from heads of stock on the condition of their stocks. When wholesale stocks are broken into, proper receipts for stock placed on the shelves will also aid in determining the condition of the stock as a whole.

Careful stock-keeping is indispensable to the man who hopes to be a good buyer. And the saying is true that "goods well bought are half sold."

Men who mind their own business ought to succeed because they have so little competition.

A Business House Should be Business Like

It certainly is not business like to write business letters with a pen. Nearly every business firm of any magnitude has discovered this some time ago. There are a few, however, who continue to plod along in the old rut.

A Fox Typewriter will change all this for you. It is a very easy thing to learn to operate the machine, and soon becomes a pleasure. The Fox Typewriter is simple, durable, easy to operate and is the embodiment of more practical features in typewriter construction than any writing machine yet produced. It will last you a lifetime. Our free trial plan enables anyone to try the typewriter for ten days. Let us acquaint you with it. New 1903 catalog free on request.



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

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



MADE IN U.S.A.
ANCHOR SUPPLY CO.
AWNINGS, TENTS, COVERS ETC.

WRITE FOR CATALOGUE EVANSVILLE IND

PAN-AMERICAN GUARANTEED CLOTHING



WILE BROS. & WEILL BUFFALO, N.Y.

stands the light
—it bears critical inspection.

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

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

Men's Suits and Overcoats

\$3.75 to \$13.50.

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

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

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



EDUCATE THE CLERK

To Direct His Efforts to the Best Advantage.

The manager of a ferry company was going over his pay roll with one of the directors one day, when the director called his attention to the fact that two of the engineers of the company, both employed on boats at the same crossing and both having charge of engines of exactly the same build, were drawing salaries quite unequal in amount. He enquired the reason for this fact. The manager said: "It is not because one man has better habits, has been in our service longer or has a more important task than the other, that there is this difference in salaries. Both men have charge of engines of exactly the same type and horse-power. But one man knows how to get more out of his engine than the other. There have been many times when his ability to handle his engine to the best advantage has enabled this man to save many dollars for the company. He is worth more money to us because he knows how to get the utmost service out of his machinery. The other man is a first-class man—only this he does not know. That is the reason for the difference."

Just the same difference exists between storekeepers as between these engineers. A store organization is a big piece of living machinery, far more delicate and complex than the finest engine ever put in operation. Yet many men seem to think that because they pay as high salaries as their competitors, have as many clerks, have as well organized business system, and are on good terms with their employees, they should get as good results from their men as can be expected. Having provided the machinery, they seem to expect that it will work to advantage whether the engineer knows how to handle his machinery to the best advantage or not. Never was a more costly error.

But how can a man get the best results from his employees? What method can be suggested for increasing their efficiency?

Educate your clerks. If you expect the men in your employ to work to the best advantage, you must show them how and why you expect them to do one thing and not the other.

It is the custom of the head of one of the greatest corporations in the country to have a weekly dinner at which all his heads of departments are present. After the dinner is over, this man makes a statement to these men of the general changes in the markets and commercial conditions that during the week have had an effect on the demand for the commodities handled by the house. He outlines the policy that he wishes them to follow in their various departments, comments on the lines of goods that he wishes them to get out or get in, and gives them such information of the doings of competitors and their own concern as will enable them to shape their work according to new conditions that have arisen. These heads of departments are expected to have similar consultations with their principal assistants, and even the more intelligent workmen in the shops know why certain things are to be done and others temporarily left undone. The result is that every man goes at his work in a broader spirit and, working more intelligently, produces better results for the house.

Every retail merchant should take pains to so instruct his clerks that they will direct their efforts to the best ad-

vantage of the house. When a new line of goods is put in, he should call his clerks about him and give them specific instructions on the points that he wishes them to remember in pushing the new line. Let him talk to them on the strong points of the fabric, speaking of the use and beauty of smooth or rough faced goods, their wearing qualities, their style beauties, and their fitness for various classes of men. These are points that salesmen are supposed to know, but too often are ignorant of. By giving them information they are fitted to talk in an intelligent manner in selling the goods.

The chief assistant in a wholesale hosiery department was showing some patterns of embroidered hose the other day. "Here are two pairs of hose," he said, "each of them of exactly the same quality and style of ornamentation. But the cone pattern sells for a considerably higher price than the other. The patterns differ little in desirability. Why is it? Well, in making the one pattern it is necessary to change the machine eight times owing to the direction of the pattern. In the other pattern the machine needs no change. The result is that the operator can turn out one dozen and a half of the one style in a day. She can turn out three or four times the number of the other style in the same time. The cost is in proportion."

A buyer in making his purchases of a salesman will put many queries about the difference in the prices of goods that look precisely alike. He will learn from the salesman the reasons why there is a difference in cost. Does it ever occur to him that the same questions arise in the mind of a customer making purchases at retail? There is much information picked up from salesmen that could with advantage be handed on to clerks. Does the buyer take any pains to do this?

It is not what a man sells but the amount of profit he makes that determines his value to a house. Here is a matter on which merchants are afraid to instruct their clerks. If they were to take their clerks so far into their confidence as to let them know the relative amounts of profit derived from different lines, they think that it would put them too much in the power of their subordinates.

But clerks should have clearly indicated to them at frequent intervals those lines that the house considers relatively profitable and unprofitable. A man should be given to understand that his services are valuable not in proportion to the amount of his sales but of the profits derived from them. His salary should be determined by the amount of money he makes in this way, not according to the sum total of his sales.

If clerks are instructed as to what lines to push and why to push them, merchants will get far better, because far more intelligent, results from their subordinates.

New Overland Service.

Three through trains Chicago to San Francisco every day via the Chicago, Milwaukee & St. Paul and Union Pacific line. Direct connections for North Pacific Coast points. California is less than three days from Chicago via this route. Robert C. Jones, Michigan Passenger Agent, 32 Campus Martius, Detroit.

Always try to have something to talk about—something specific. It is much easier to say something about something tangible. To say something is the main thing in an advertisement so it is a good plan to center your efforts on one thing in order to bring out clear-cut sentences that will hold the attention.



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

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

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

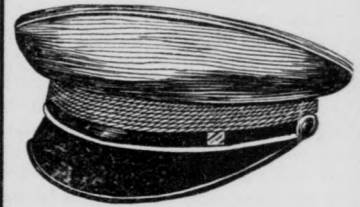
Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

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

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

DONKER BROS.

Carry a full line of



Men's or Boys' Yacht Caps
From \$2.25 up.

Also Automobile, Golf and Child's Tam O'Shanter all in colors from \$2.25 up per dozen.

Give us a trial order and be convinced.

29 and 31 Canal Street,
Grand Rapids, Mich.

Citizens Telephone 2440.

THE BEST LIGHT.



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

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

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

Over 100 Styles for Indoor and Outdoor Use.

AGENTS WANTED
Exclusive Territory

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

BEST BY TEST.

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.

Shoes and Rubbers

Some Needed Reforms in the Shoe Business.

A practical man is not in the habit of devoting much time to a consideration of how things ought to be. He is more interested in the things that exist. Unless he sees some definite and practical way in which improvements can be brought about, he troubles himself much more with the thing that lies near his hand than with the thing that is perhaps more desirable but that lies farther off.

Still, it is worth while for every man in any line of business to consider from time to time the things about his business that are susceptible of improvement, even if he sees no way in which a needed change can be brought about. If by reflecting on progress that ought to be made in his line of business he gets fixed in his mind the direction in which progress should be made, who knows but that sometime he will see a path opening out before him to the desired end?

In the shoe business there are possibilities of improvement as in other lines of business. There are trade customs of long standing that exist for no other reason than that they have long existed. They are a hindrance and annoyance to the trade generally, and yet they have existed and will probably long continue to exist. In some cases they work to the advantage of the individual manufacturer. In other cases they work to the advantage of the individual retailer. Sometimes again, they work to the advantage of the retailer's patrons. But taken as a whole they are a cause of needless expense all around.

Take, for example, the custom of packing shoes in different sized cartons. A manufacturer will receive orders for exactly the same size and style of shoes from retailers in different parts of the country. One retailer specifies that the shoes shall be packed in cartons of a specified size and shape. Another retailer specifies cartons of a slightly different size and shape. So it goes all through the market—different cartons for different retailers. The expense of packing shoes is greatly increased by these demands and no business man needs to be told that the expense must be charged up to the shoes in the long run.

It is a very nice thing for Retailer Smith to be able to get just the size carton that will accommodate itself to his out-of-date ideas in shelving. But when every Retailer Smith, Brown, Jones and Robinson throughout the country has his own ideas, to which the manufacturer must accommodate himself, is it not quite apparent that prices for footwear are largely determined by the expense of keeping an unnecessary number of box factories running?

We have heard manufacturers exclaim more than once against these demands of individual retailers for special favors in the way of cartons, and many a man has said that he wishes that retailers could be brought to see the gain to them by having a uniform series of cartons. Money that must now be spent in catering to individual whims and caprices could be put into the goods themselves. A great improvement in the quality of goods would be secured in the long run. Further, the ease and safety of shipping would be greatly increased.

If a retailer has a system of shelving that makes it necessary for him to ask

for special favors in the shipping of his goods, let him make such changes in his system that he can accommodate cartons of sizes in general use. By judicious co-operation between manufacturers and retailers, an improvement along these lines is possible. Indeed, in many places reforms along these lines have already begun. People are learning what are the best ways to keep stock so as to care for it properly and get at it readily. Certain sizes of cartons are found to have particular all around advantages. These cartons are gradually more called for.

A second change that is very much needed is some uniform system of sizes for shoes. It is found by experience that two shoes made by different manufacturers, although marked as of the same size, will differ perceptibly in length or width. This is, of course, due in some cases to different methods of lasting, of shaping, or of construction generally. But it is hard to see why it is not possible for some uniform standard of measurement to be adopted by which the products of different factories can be graded alike. The retailer and his customer would greatly appreciate some such system of measurements.

It is, of course, apparent that manufacturers find some advantage in a system of manufacture that tends to individualize their shoes. If Mr. Smith finds that he wears a number seven shoe in XYZ's brand, and that he wears a different size in POR'S brand, it is apt to confirm him in his reluctance to change from one shoe to the other. Or, calling for a certain size in one brand, he is less likely to be satisfied with the substitution of another. But this is an advantage more apparent than real. It is only a question of time when people become aware of the lack of uniformity in shoe measures and when once well informed, any advantage in irregularities of measurements will be lost.

It is unnecessary to point out what a great gain it would be were all manufacturers to work as much as possible toward the adoption of uniform measurements for shoe sizes. There are great difficulties in the way of such uniformity—greater difficulties than are apparent upon the surface—but this is one of the ideals which manufacturers can safely set before them for guidance. Retailer and their patrons also can by their influence contribute to improvement in this direction.

Another change for the better that we may look for is some uniform system of naming leathers used in shoes. As a man looks over the announcements of different shoe manufacturers, he is often bewildered by the great variety of leathers that he sees advertised. There are new leathers continually being brought out. New names are continually appearing in connection with shoes and one is bewildered at the variety of materials and articles offered for inspection. Yet, after all, although many new processes of treating leather have been contrived, the varieties of leather in use for footwear are not nearly so numerous as the names used would indicate. Nor are the differences between the different kinds of leather nearly so formidable as the names used would indicate.

It would be a great help towards the simplification of business if some common system of defining leathers and processes were uniformly used. Such uniformity is not very apt to be brought about, as too many people find it to their advantage to throw a false air of mystery about their product and to give

Remember Ever

We Build Shoes
That Build Your Business.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

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

Lycoming Rubbers

but we also carry an assortment of the old reliable

Woonsocket Boots

Write for prices and catalogues.

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

Waldron, Alderton & Melze,
Saginaw, Mich.

Wanted 500 Live Merchants

To buy our No. 104 Ladies' \$1.50 Chrome Kid Pol, all solid and warranted. The best shoe on earth for the money. Send for a sample case at once. If not just as represented return at our expense.

WALDEN SHOE CO., Grand Rapids, Mich.

Michigan Distributing Agents for the celebrated Hood Rubbers



Famous Blue Cross Shoes for Women

Personification of ease and comfort. Dongola, Lace, Turned, Low Rubber Heel.

\$1.50

Geo. H. Reeder & Co.
Grand Rapids, Michigan

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,

Factory at Northville, Mich.

Toledo, Ohio

it an increased importance by attributing to it imaginary qualities. If Mr. X. is selling the same article as Mr. Y., he naturally prefers to call it by another name, if thereby his chances of making a sale are increased. As long as one man finds it to his advantage to have his own system of definitions all must follow the same custom. But it is to be hoped that in time there will be in the shoe business a simpler system than exists at present in these respects. If all are affected-alike, no one will be the sufferer. And the business of the world will be greatly facilitated.—Apparel Gazette.

Small Dealers Sell the Bulk of the Footwear.*

I am going to say openly, what many of you have said or thought privately, that unfortunately for you and doubly unfortunately for the man himself, there are a great number, altogether too great a number of our customers, the men whom I have designated, who are not business men. They do not apply proper business principles to the conduct of their business. They do not seem to understand what an extra 3 or 5 per cent. in profit means upon their annual volume. They go on year after year to my mind groping in the ark.

They are selling shoes that cost them 80 cents for \$1, or \$1.20 shoes for \$1.50 and, God help them, there are many of them paying \$1.60 for that which they retail for \$2. Now, gentlemen, you know when you add the cost of doing business to the cost of the shoes that man hardly gets a new dollar for an old one.

Ask this man how much stock he has upon his shelves and if he is a Yankee he "guesses so much," but if he does business in the South he "reckons so much," and in either case it is guess work; he does not know. This should not be the case, and you should see that it does not continue. There is absolutely no reason, with a proper system in that man's store, why he can not inform himself or you any day in any year, by three minutes of figuring, what the true value of his stock is, even to the cent, barring that, of course, which is lost, strayed or stolen in the shuffle, and that should be a mighty small factor.

This can be done. I know a store where the inventory has been taken within a week—the last one six months previous—and that stock came out within three pairs, and the merchandise account to within just lacking \$8. There was nothing remarkable in this, to my mind. Any man who can read and write can do it when told how.

*Address by Henry E. Hogan before National Association of Shoe Wholesalers.

Ask this same man how much money he is making and, as a rule, he does some more guessing, and again, as a rule, he is apt to guess he is making money, because he wants to think that way. Now do not you know he is not? You know he can not sell shoes on the ridiculously idiotic margin of profit he does and make any gain. For example, compare his margin with that which the haberdasher gets, who, when he sells you a \$1 necktie, sells you that which costs him 50 cents. Yet the retail shoe man pays 80 cents, as a rule, for what he sells for \$1.

Ask the clothing man what percentage of profit he knows he must get. Ask the hat man. The competition is as keen with them as it is with us, and yet they get a proper profit because they know they must live, while the retail shoe man goes on year after year selling his shoes at a ridiculously inadequate profit.

You may ask me, "What concern is this of yours?" I will reply, "Remember, you asked me, how you could be of greater service to the retailer? and I say, educate him to do business properly."

In an organization of this sort, banded together for mutual protection and the swapping of good ideas, I believe you should incorporate an educational bureau, whose object and purpose it would be to inform this customer of yours as to how he could better his condition. Instead of sending him circular letters telling him your shoes are the best and the other fellow's shoes are rotten, send him a circular letter explaining how he can keep a better tab upon his stock, upon his profits, upon the hundred and one things that enter into the management of a retail shoe store, and that which, systematized properly, make much peace, happiness and gain to your customer. This should be some concern of yours, for to repeat, remember when this man thrives and prospers you wax rich.

It is often said that the retailer could not do business without his jobber, and indeed, there is more truth than poetry in that remark. Granting it is true the fact still remains that positively you can not do business without the retailer, for he is the outlet for your warehouses, and if he goes down you go out. He must get a longer profit on what he sells. His rents are not decreasing, they are more likely to be increasing. All living expenses have gone skyward. If he gets no profit on what he sells it requires no very far-seeing man to know that he must be living on the principal, his capital. Gentlemen, he is eating shoe



Mayer's
School Shoes

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



Now

THE season's rubber trade is practically over. While prices do not advance until June first, the time to place your order is now. The subject is fresh in your mind. You

know just what you are going to want next fall.

The line we sell is made by the Boston Rubber Shoe Co. They are durable. They fit better than other brands and are neater and trimmer looking. Our large stock insures your getting just what sizes, kinds and quantities you want.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Michigan

leather. A diet of shoe leather may be all right for a while, but a time comes when it upsets the digestive organs of the individual, and then he throws a shoe, which, as a rule, hits one or two of you, and then you feel bad.

Do not blame this man for having a laudable ambition to maintain his family comfortably, to give them a better education and better prospects than he enjoyed in his youth. Do not blame him for that, and do not lose sight of the fact that this costs money, and he must get profits to have that money. Now, sirs, do not for one moment set me down as a croaker. Along these lines the game is being played to-day, I am willing to take my chances. Much could be said upon this subject, but the time allotted to me forbids. I will close this part of the subject assigned me, then, by trusting that my words have not fallen on barren soil, but that, on the contrary, the soil will be found fertile and will bear much fruit, that I trust will redound to the advantage of the jobber and my brother retailers.

Recent Business Changes in Indiana.

Anderson—W. C. Rousk has sold his drug stock to the Anderson Drug Co.

Berne—Lehman & Burry, milliners, have dissolved partnership, Burry & Euhman succeeding.

Brazil—Crooks & Keller is the new style under which the drug business of Jos. Crooks is continued.

Crawfordshire—The hardware house of Breckenridge & Bradshaw has merged its business into a corporation under the style of the Breckenridge & Bradshaw Co.

Darlington—J. M. Fowler has discontinued the hardware business.

Indianapolis—The Dalton Lumber Co. continues the lumber business of Nathan F. Dalton.

Indianapolis—Eli B. Kaufman will withdraw May 1 from the wholesale and retail cigar and tobacco house of B. Kaufman's Sons.

Miller—Chas. F. Blank has taken his son into partnership in his general merchandise business under the style of Blank & Son.

Montpelier—Paxton Bros. & Co. succeed the New York Store.

Muncie—Bower & Bruck, carriage dealers, have dissolved partnership. The business is continued by Martin & Bruck.

Liberty Mills—John A. Calvert has removed his grocery stock from North Manchester to this place.

Ossian—H. C. Hunter has retired from the Ossian Drug Co.

Plainfield—Van Arsdale, Lipp & Shaw succeed Van Arsdale & Lipp in the flouring mill business.

Roachdale—J. B. Grantham has purchased the interest of his partner in the furniture business of Grantham & Merchant.

Bowling Green—Samuel Shaft, druggist, has filed a petition in bankruptcy.

Not His Fault.

An amusing street incident happened recently. A young lady left her husband's side to look in a window. On leaving it she took, as she thought, her husband's arm, and continued her conversation.

"You see," she said, "you don't even look at anything I want to see. You never care how I am dressed; you no longer love me. Why, you have not even kissed me for a week, and"—

"Madam, I am sorry; but that is my misfortune, not my fault," said the man turning around.

The lady looked at him and gasped. She had taken the arm of the wrong man.

RECIPROCAL RELATIONS.

Mutual Confidence Between Merchant and Salesman.

There is an old saying that "Personal confidence is the basis of business credit," but in the natural growth of language this good word confidence—like its sister word—trust—has come to have an objectionable meaning. Instead of its true sense of perfect faith and security the business world has given it another—the taint of misplaced trust. And so there is a swindle called the confidence game and a swindler who plays it is called the confidence man. Occasionally, not often, one of these swindlers appears in the guise of a commercial traveler. In case you have never met with one of this species, I will suggest a few methods by which he may be identified:

When a stranger calls on you and sells you two hundred dollars' worth of jewelry, or it may be face powder, in a revolving showcase, to be paid for when sold, and asks you to sign an order which you have not read, you have an opportunity to be the two-spot in a confidence game. When a smooth salesman takes your order for two boxes of Puerto Rican soap and in an hour delivers the goods and collects for them, you have bought two cases of soap and one case of experience.

When an old acquaintance who misrepresents his firm days, and plays poker nights, borrows ten dollars of you, you are not only throwing away your money, but you are helping a man fit himself for a position under Warden Wolf in Stillwater's famous twine factory.

Now this confidence game is not played by the salesman alone. There is, here and there, a merchant to be found who will let us have, at the regular cash price, three tickets on a \$30 horse he is raffling for \$100, or he will graciously sell us at 27 cents a pound a jar of powerful dairy butter which could be bought at home for 23 cents and which the salesman's wife would not use for the price of a sealskin coat.

These are instances of knavery, of confidence tricks. Very plainly, no honest man desires to give them either promotion or encouragement, and, I repeat, the word confidence is, in this connection, misused. In its true interpretation of absolute belief and security one in another, mutual confidence is of the highest value.

In our homes as in our national government this trust is the foundation of success and happiness. It is no less important in commercial life. The merchant can not safely place his trust in every salesman any more than he can in every customer. He must be a student of human nature. All reliable wholesale houses endeavor to employ only trustworthy men, yet some of the boys on the road are "warm members," who do not always conduct themselves according to the strictest code. But if my memory serves me rightly, for a really "hot time" you should hitch your automobile behind a country merchant who is in town for a couple of days.

Some men admit that their motto is "Anything to make sales." They live up to their creed and are ready liars. Although constituting a small percentage of the army of salesmen, we can not rid ourselves of them, because there are always to be found merchants who will patronize them.

Our ranks are, all will admit, made up chiefly of men who are known to be upright, fair-minded, sincere and efficient. They sympathize with you in

your trouble and rejoice in your success. They are business men just as you are. The main difference is this: Their salary is fixed, but their location is changeable; while your location is fixed and your income is changeable.

The commercial traveler meets three types of men: One is the deceitful man. A merchant of this class can always buy more cheaply of some one else than of you. If you tell one of these men your price on an article is 9 cents he at once claims he can buy it for 8½ cents. If your price had been 10 cents he would have said 9½ cents. These men always have grievances and delight in magnifying and in multiplying them. Business is the thing for which they live.

QUICK MEAL GASOLINE STOVES

RINGEN STOVE CO., Manufacturers.

Write for 1903 catalogue.

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

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,

Grand Rapids, Mich.



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.

WHEN you purchase eggs you care not whether they have been laid by a black Spanish hen or a Shanghai, but to apply this logic to the purchase of Rubbers or Shoes would be lack of judgment.

When you buy Rubbers why not buy the best made? Your customers want them, so do you, and as you are of one mind why not buy the Glove brand and you will be sure that you will get the best?

HIRTH, KRAUSE & CO.,

GRAND RAPIDS, MICH.

Distributors of Goodyear Glove Rubbers.



It is their all-in-life. Their greed for money has so dwarfed all other traits that they have become so narrow-minded as to be in reality men of but one idea. Happily, these men are in the minority. Also they belong, almost without exception, to the illiterate. The man of limited ability is most apt to be distrustful of others.

To the next class belong the greater majority. These men are upright and honest and have a strong sense of duty about maintaining their rights. None of these men would intentionally wrong either a salesman or his house, much less a customer. Yet he quite often insists upon an unreasonable adjustment of claims, which we submit to as a matter of policy. For instance: An article is back-ordered, and follows in a few days with freight charges of 25 cents, whereas shipped with the order the freight would have been only 10 cents. The merchant demands 25 cents in place of the 15 cents actually due. Or he orders two dozen 12 ounce Royal Baking Powder and receives 16 ounces. He returns it by express, and writes no word of explanation, but abuses the salesman. Perhaps the purchase is a box of peaches, with which he is entirely satisfied until some competing salesman tells him they are storage goods. Then he returns them. If certain goods are packed twenty-four in a case you will find this sort of man can never use more than eighteen.

What is it these men lack? What quality coupled with integrity, with ability, with honesty makes a merchant, or a salesman, the most respected, the most successful? It is fairness. Honesty alone is not enough for any man. Be honest, but go a step farther and be fair.

Need I say what manner of men are of this last and best class? We all know them. They are the leading merchants of their town. More, they are the promoters in all the enterprises that make for the general good. I care not whether it be matters commercial, political, educational, things temporal or things spiritual, they are ever ready to lend a hand to the uplifting and the upbuilding of whatever advances the welfare of the community. Be they salesmen or merchants, be they employed in the retail house, wholesale house, or White House, these are the men who inspire confidence, because they are the men who are worthy of it.

I speak now from fifteen years' experience, during which time our country has passed through the most remarkable period of its history. After the prosperous '80's we were suddenly plunged into a financial crisis. Those of you who were in business at that time need no reminder of its bitter experiences. During this period lessons were learned which even the unsurpassed prosperity of the present day does not efface. Not the least valuable lesson you learned was that some wholesale houses and their salesmen were only fair weather friends, who in your time of trouble deserted you. You also learned that those men who during your prosperity saw you divide their orders with unscrupulous and undeserving transients now had it in their power to help or hinder you and to their credit be it said that they were, almost without exception, ready, yes, eager to aid. You realized for the first time that the regular salesman, who from week to week had solicited your business and whom you regarded simply as a "drummer," was to his house not only their salesman, but in a sense

their credit man. He it was who when mercantile reports were damaging told his employers of his belief in your integrity, your ability and your grit, and persuaded them to extend to you courtesies and credits which save for him you would never have received. In those days it was worth while for you to confide in him and make of him your close and trusted friend.

It has been my experience that the most successful merchants on my trip are those who by the exercise of due discretion have selected the men and the firms from whom they will buy and have given them steady patronage, making their accounts worth the having.

Let me bring this matter of selling goods home to you. Who are your best customers and whom do you favor? Do you care much for the business of a man who drops in now and then only to buy some small article on which you are making a special price? Do you select the best butter and the choicest fruit for the customer who gives you only a little of his trade? Do you give your best efforts to the occasional purchaser or to the continual fault finders? Or, like the traveling man who calls on you, do you endeavor to favor those buyers who are your regular and your reasonable customers?

I shall never forget what our manager once told me. Said he: "Harry, when you have something extra good for the trade do not run after those men who rarely ever give you an order, but give it to your regular customers. They are the men entitled to it."

Readers, is it not worth your while to determine which is the most trustworthy representative of the several lines you carry and be his regular customer?

If you decide it is, then take this man

into your confidence and make him feel that you depend on him to help make your business a success. You will both be benefited. Harry Huntoon.

Price Tickets in Windows.

As a general thing we think you will find it advisable to use price tickets in your windows, but for such occasions as these ultra-openings it is well to dispense with them, giving to your store more tone and character at a time when they are most needed. The average window display, however, never ought to go unpriced. It is too good an advertisement for the store; so many people see them and the little bits of pasteboard are salesmen. The only exception to the rule is when goods are of an extra character and quality used more as a means of attracting attention than of making sales. There is nothing in your store that should be better done than the dressing of your windows. They truly portray and reflect the character of everything within. They can even make or break your business. In the smaller towns and cities particularly this carelessness extends. A merchant with a front of two windows, for instance, may think that every other week is often enough to change them. Try a once-a-week change, then after a bit draw the line a little closer and renew the showing every four or five days, and do not forget to have the windows washed and polished every time. That is as essential as neat and pretty goods. Try this plan for a time and there ought to be new life and activity about you. —Dry Goods Reporter.

"Yes," said the doctor who was treating the mumps; "I have some swell patients."

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 1¢ 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.



Woman's World

Some Ways by Which Husbands Can Be Managed.

A woman who evidently has trouble to burn writes me, asking the best way to manage a husband. "I am married to a good man," she says, "but he is irritable, high-tempered and cranky, and to my shame and sorrow I find myself so involved in continual heated arguments with him that our whole life is an atmosphere of unrest and bickering. Tell me some way by which I can manage him, so that I may live in peace and harmony."

When a woman uses the word "manage," she does not mean control, as it applies to her husband. Few women desire to boss their husbands, but uncounted millions of them find themselves face to face daily with the problem of "managing" the man with whom they have to live, in the sense of dodging the angles of his disposition and keeping off the toes of his prejudices.

This is a part of matrimony that inevitably becomes the white woman's burden. When a young couple get married they think that they are going to live together forever in a state of ecstatic bliss, and the first great, illuminating fact of wedlock is when they find that no two people reared in different environment, with different blood and tastes and habits, can adjust themselves to each other without friction, and ninety-nine times out of a hundred it is the woman who has to do the adjusting.

Of course, as a matter of fact, it is just as much a man's business to do his part toward making home happy as a wife's and he is just as much in duty

bound to handle her diplomatically as she is him, but there are a good many theories that do not seem to work out very well in real life, and every married woman knows that she is the real conservator of the home peace and that if there is any sidestepping around anybody's peculiarities done she is the one who must do it.

There are, of course, brutal husbands with whom neither a Talleyrand in petticoats nor an angel from heaven could live in harmony, but, fortunately, they are very, very few. The average American husband is good and kindly and overworked and nervous and irritable and devoted to the wife whose heart he hurts with his carelessness and temper. It is this proposition that wives find themselves up against as soon as the rosy mists of the honeymoon have rolled away, and I know of nothing that does so little credit to the intelligence of my sex as the fact that so few women ever find the key to their riddle.

An Irishman once declared that he was bound to have peace if he had to fight for it, and that noble sentiment should be the motto of every home. Peace is worth having, even if you have to fight for it, or work somebody for it, and there is no reason why any woman should not "manage" her husband, in the feminine application of the word, if she will only take the trouble.

In the first place, a bride's initial work should be to study the man she married until she has taken the measure of every square inch of goodness and meanness and broadness and narrowness and generosity and prejudice in him. She is then ready to stake off her ground and erect her "Keep off the grass" signs. She knows where she may trespass and where she must go

slow, what topics are safe to discuss and which ought to have a danger signal hung out in front of them.

Anyone traveling an undiscovered road for the first time is not to be blamed for tumbling into ditches and falling into quagmires, but if the pilgrim goes over the same road a second time and meets with the same mishaps in the same places it is stupidity, and the third time it is rank idiocy, yet I have known women who had been married to men for forty years spring a subject at the table that was just as sure to precipitate a ruction as waving a red flag at a mad bull. There are men who foam at the mouth at the mere mention of Christian Science; others who are bitterly and unreasonably prejudiced against women's clubs; others who are fanatics in religion and partisans in politics. Their wives know this and yet they deliberately stir them up on these topics and then go off and cry because their husbands said something that wounded their feelings.

The next thing that the woman who desires peace should do is to quarantine the argument. The most useless, the most pernicious, the most demoralizing and ill-bred thing on earth is an argument. Nobody was ever converted by one and it would do no good if they were; but one-half hour's spleen-to-spleen dispute about some trivial matter can do more towards starting a couple towards the divorce court than any other known thing. Naturally, no man and woman are going to agree about everything, and it is often necessary for them to consult over family matters; but let each state his or her views calmly, rationally, once for all, with the understanding that one or the other will yield and say no more about

it. When a society for the suppression of the argument is formed, the domestic millennium will be in sight.

A third pointer about how to manage a husband is the use of some discretion in making disagreeable communications. Pick your time, when you have to relate that the bills have come in or that Aunt Susan is coming to pay an indefinite visit. When a man comes home from his work tired, with his nerves worn to a frazzle by the strain of the day, do not meet him at the door with the information that the coal is out and that the housemaid broke his pet meerscham and the baby fell downstairs and you need a new dress and the plumbing is leaking, and expect to get a soothing and courteous reply.

The burden of the domestic contretemps is the last straw that breaks the camel's back, and a man would be more than human if he did not feel and say at the moment that he wished he had not been fool enough to get married. After dinner, under the soothing influence of a good cigar, things look very different, tragedies become comedies, and one can meet the situation with judgment instead of temper. Then a man can be told, with no fear of an explosion, of the domestic things he should know in which his wife wants his advice or assistance, although it seems to me the part of a good wife to keep her troubles to herself as far as possible and not burden an already overburdened husband with household worries.

Another straight tip is not to talk too much. Women's tongues are always getting them into trouble and with no one more than their own husbands. Saw wood and say nothing is just as good policy for a wife as it is for a politi-



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cian. There is no use in consulting your husband about your new bonnet or new gown, because it is a subject entirely out of his province and knowledge. You have not the slightest idea of abiding by his taste, but you can always get up a family row by getting his opinion of it. That is dead sure. You can not make him see why you are willing to pay \$20 for an air of impalpable style to a hat, and there is no use in arguing the matter with him. Besides it is your own affair, and if you go along and please yourself and look nice, he is delighted. Most of women's trouble with their husbands comes from their lack of self-respect and independence. If a woman starts out with the assumption that she is a reasonable human being, entitled to her own individuality, to select her friends and attend to her own business, precious few men will be tyrants enough to interfere with her rights and she goes her way in peace. It is the woman who has to always consult somebody beforehand about everything she thinks she is going to do who is always in hot water. Do things first and tell about them afterwards is a rule for the efficacy of which I can personally vouch. If your venture has turned out all right people—your own husband included—congratulate you upon it and think it right. If it turns out wrong, they will say, "I told you so," and they would say that anyway. Jolly the tyrant on the hearth if you want to get along with him. All of us like appreciation and there is no flattery so subtle as that which comes from those of our own household. It pleases a man to know his wife thinks him handsome and strong and heroic and that she appreciates the fact that she drew a matrimonial prize. All women know this, and yet there are wives stupid enough to tell their husband his faults! The wise woman and the woman who can wrap her husband around her little finger is she who can make the flattery of every other woman seem as flat as stale beer, beside champagne. A wise woman in giving advice to her daughter who was about to marry, said, "Feed the brute," and perhaps that sage counsel has never been improved upon. The very foundation of domestic peace is laid on a clean hearth and a well-spread table, and no woman who neglects her house need ever hope to manage her husband. Dyspepsia does not conduce to amiability, nor is an ill-cooked dinner the good forerunner of a happy evening at home. The man whose wife is a bad housekeeper has a real grievance against her and she deserves any sort of back talk she may get. Any woman with enough sense to be out of a feeble-minded institute has no excuse for not being a good housekeeper, and if she forces her family to live in untidy rooms and eat badly cooked food, she is simply criminally lazy. That is all. The question of how to manage a husband is one that every woman must work out for herself, but the exercise of a little tact, much common sense and boundless self-control will enable her to solve most of her difficulties, and make that home peaceful and happy that is the goal of her desires. When a woman marries a man whom she believes a hero and expects to spend her life worshipping him on her knees, it seems pitifully small to her to have to put in her time trying to smooth him the right way and attempting not to stir up his temper or arouse his prejudices; but many of the great virtues masquerade in lowly guise. And women like these—of such are the saints and the martyrs!

Dorothy Dix.

Suggestions to Women in Business Concerning Miracles.
Written for the Tradesman.

This is not a treatise on Christian evidences nor do I attempt to establish the possibility or the impossibility of the miracle in the theological use of the word. For myself, it does not seem impossible that occasionally, some higher force, with whose workings we are not familiar, may counteract the forces that we know about and produce what seems to our dim human eyes a suspension or interruption of natural law. But it is not of these things that I speak.

Concerning miracles in business, do not expect them. The universe of business like every other universe, has its laws, stern and relentless, yet necessary and beneficent. Do not expect that these laws will be changed or their workings varied or interrupted for your special benefit. The tendency of all heavy things to fall down occasions great labor and inconvenience, but we get on much better than we should if they were just as apt to fall up and we were never able to tell which way they would go. Accept the fact that you are in a realm of law.

These laws are not mysterious and elusive. On the contrary they are so simple that he who runs may read, but they must be complied with.

One law is that people will buy where they can get or think they can get the most for their money. If you put your prices higher than your plebeian, pudgy-fingered competitor, your Mayflower ancestry and blue blood will not bring you the business.

Another law is that other things being equal, people will patronize most freely the store where they are made to feel most at home and where they are most deferentially and courteously treated. If you throw a sort of Arctic circle around your establishment, do not expect many to venture inside it to make their purchases. Cheerfulness attracts, gloom repels. First put your customer in a cheerful mood, then sell to him. Unless you can create an atmosphere of cheer, you will not be favored with a large patronage.

In financial matters, conform to the laws of the case. Keep your expenditures within your income. Be wise and careful in granting credit and require prompt payment. Buy judiciously and do not overstock. If you persist in defying the plain sure laws in these matters, your prayers and tears can not save you from the inevitable consequences. I am reminded of an old lady who, being along in the seventies and frail and feeble at that, made the first and only attempt of her lifetime at coasting. She went out with a small boy in all the bravery of inexperience. They were halfway down a steep hill when she became terrified and asked the boy to stop the sled. This he was not able to do. He could steer it safely but could not stop it. Being a good and pious soul, she implored Divine assistance. "Lord, help us to stop this sled." Her prayers were not answered until she reached the foot of the hill. This little story has a large moral for women in business.

Do not expect miracles of your own health and strength. Being only one person, do not try to do the work of two or three or four persons. You can not safely make persistent overdrafts on your strength any more than you can on your bank account. There comes a time when Nature sternly demands that you cash up. When women first began to enter the professions and the fields of

work that had hitherto been occupied by men, doleful prophets were not lacking to picture the domestic chaos that would result when women went out into the world and men were left at home to bake the bread and mind the baby. But no Jeremiah of them all predicted what has actually come to pass—that many women would try to lead a business or professional life and at the same time carry a full load of other tasks and duties. If you have a home, and especially if you have children, and conduct a business, you will need to simplify your domestic work and shear off outside matters as far as possible. There must be an emphatic choose you this day whom ye will serve and many warmly cherished idols must be shattered. Abandon a whole lot of things. Do not think you can keep up your music, paint a picture now and then, be a high-light in the club or literary society, do battenberg and burnt-leather work and be a good business woman. Do not try to do your own sewing. Do not imagine you can work sixteen or eighteen hours a day and stand up to it right along. Have your regular hours for sleep and take some time for recreation and play. You can not keep yourself jaded and worn out all the time and make a success of your business or anything else. A man does a day's work and quits—calls that enough. He is sensible. An energetic woman does not quit or does not want to quit until she has finished whatever number of tasks it has occurred to her it would be desirable to have accomplished before the light of another day. Quillo.



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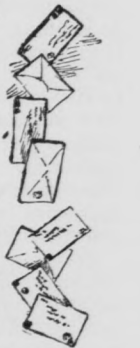
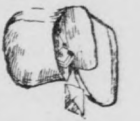
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RAILROAD ACCIDENTS.

They Appear to Come in Groups at Certain periods.

The remarkable number of very serious railroad accidents in the past month or two has set a good many people thinking. Are railroad accidents inevitable? Human nature being what it is will the men who operate trains always take some risks, and always run some chances, and sometimes become careless? Is it possible for the railroad companies, the officers and managers to do anything more than they are doing to prevent accidents? Do these accidents really occur in groups and cycles, or do they only seem to do so? Are the railroad people more careful than they used to be? Are they increasing the safeguards? Are accidents more frequent in these present days or are they decreasing in frequency and in the number of fatalities?

There would seem to be a growing belief among intelligent men that railroad accidents, in common with certain other occurrences, come along in cycles. Those who believe this point out that just as we have a series of dry years and then a series of wet years; just as they have in the East a series of hard winters and a series of mild winters; just as we have recurring cycles of good times and of bad times, of many sun spots and of few sun spots, of brilliant auroras and of no auroras, of splendid crops and of poor crops, of good harvests and of bad harvests; just as plagues of insect pests, diseases, earthquakes and volcanic disturbances—just as all these things come in cycles, so, too, the railroad disasters come in groups at certain periods, and nothing we can do will altogether prevent them. This is what railroad men are fond of repeating after some series of dreadful accidents. It seems to make the responsibility less, it eases the conscience, and serves to calm the public mind. And perhaps there is truth in it, after all.

Some of the cycles can be accounted for; others can be predicted with tolerable accuracy, but can not be explained. It is not difficult to account for seasons of prosperity which are followed by hard times. We can explain the cycles of house painting—for even this, strange as it may seem, has its periods of waxing and waning. My neighbor paints his house. My house was not badly in need of painting, but now, beside my neighbor's aggressive spick and spanness, it looks positively shabby. It must have a coat of paint. The two houses together make a double appeal, and soon the whole neighborhood is thinking about house painting. After a certain time of rest, the houses will all together arrive again at a need of painting, and the process will be repeated. This is a very simple illustration of the undoubted fact that certain ideas, tendencies, fads, fashions, emotions, pass over the minds of men, as it were, in waves.

It would seem at first thought that no time would be so safe for a railroad journey as just after a dreadful accident, for then the warning would make all the railroad people unusually cautious. But the facts seem to point to a different conclusion, namely, that the train dispatchers and engineers and others, who are always working under more or less mental strain and tension, become in some way nervously disturbed. It would be going too far to say that they are demoralized or "rattled," as the boys have it, for probably they are not conscious of any disturbance at all. But

something does happen in the minds of these men, so it would appear, which makes the conditions more favorable than usual for more accidents after the first great one. But all this is largely speculation, and we know not at all why accidents come in cycles, or, indeed, whether they really do so come at all.

Now for some facts. The people want to know whether the railroads of this country are taking all possible precautions to prevent collisions and repetitions of horrors. It is a fact that railroad traveling is not nearly so safe as it ought to be. How do we know it is not as safe as it can be made? We know because it is a fact that on all the railroads of England, Scotland, Ireland and Wales during the fifteen months ending March 31, 1902, not a single passenger was killed by a train accident. In the United States, during the twelve months ending June 30, 1901, 282 passengers were killed by railroad accidents and 4,988 passengers were injured. But this is only a small part of the story. The total number of casualties to persons on account of railroad accidents for the year was 61,794, the number killed being 8,455. One out of every 400 employees was killed and one out of every 26 was injured. One passenger was killed for every 2,153,469 carried, and one injured for every 121,748 carried.

Now, the important thing to note about these figures is that when they are compared with the figures for 1900 they show that the accident ratio is growing worse. That is very bad. And we can trust the figures in this respect, for they are the official returns of the railroads themselves, and evidently they would make a better showing if they could. We are just getting the exact figures on this matter through the operation of the act of March 3, 1901, requiring the railroads to report accidents monthly to the Interstate Commerce Commission. The Commission has issued five quarterly bulletins known as "accident bulletins," and these statistics constitute the first authentic

record of railway accidents which has ever been published for this country. Others have been published but they were incomplete and unofficial. The Boston Transcript, in commenting on this report, says:

The accident reports made to the Interstate Commerce Commission disclose that in numerous instances railway employees are required to be on duty, or that they voluntarily remain, for such an unusual number of hours as appears to warrant the inference that accidents more or less frequently result from that cause. The work of operating trains in which these men are engaged requires a high degree of mental and physical vigor. If their powers of mind and body are impaired by service which exceeds the limits of ordinary endurance, there is liable to be a loss of that alertness on which the safety of the traveling public so constantly depends. From the data compiled it appears that in half a year in seven cases of a serious character the men believed to be at fault had fallen asleep on duty, or had been constantly on duty from fifteen to twenty-five hours prior to the accident. The number of instances reported in which men work longer than the usual hours of employment indicates that this is a matter of gravity in which the public is deeply concerned.

Such is the situation. How shall it be dealt with? There is little doubt that a good deal more can be done to prevent collisions than has been done. There is no question but that it will be very expensive to install any adequate system of protection. The block-signal system is the most perfect in use in this country, and it was once supposed that with such a system of safeguards serious disasters would be entirely eliminated. Collisions have been greatly reduced in number by the use of this method, but not altogether prevented. Only the other day we read of the terrible collision on an Eastern railroad using the block-signal system, the engineer running past two cautionary signals and one peremptory stop signal. The element of human fallibility is the hardest to guard against. It would seem to be a good plan to have a third man in

the cabs of engines on express trains. The fireman is often busy out of sight of the roadway; the engineer must give some attention to valves that are liable to get out of order at any moment, and in so doing he may miss an important signal which he had no reason to expect. This was just what happened in the Eastern collision. Had there been a third man whose whole duty was to observe signals and report them to the engineer there would have been no accident and many lives would have been saved.

Our Consul at Berlin has recently reported a new device for the avoidance of accidents on railroads. It is invented by a German and is being tested on a government railroad near Frankfurt. A third rail is laid between the other two and this is connected with an apparatus carried in the cab of all engines, by means of which danger signals can be given by a red light in front of the engineer's seat and an electric bell by the side of his head. The electric brakes are set by the same signal that gives the alarm. The engineer is in communication by telephone with stations and trains ahead of him, and he can always know what is the matter when his train is brought to a halt. It is reported that the government of Russia has obtained license to test this apparatus in actual service on its great lines in Siberia. Consul-General Mason is enthusiastic about the device. Let us trust it will prove infallible.

Frank Stowell.

McLachlan Business University

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HAND SAPOLIO

Always supply it and you
will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

The Abuse of Absolute Power Telephonically Considered.

Written for the Tradesman.

"Funny what few principles govern the world and how constantly they appear in all forms of life. Animal anatomy makes the backbone a leading classification and lo! a type. The Monroe doctrine, boiled down, is hammered into a sentence, but it raises the Venezuelan blockade; recorded history is only the story in numberless phases of the abuse of absolute power; and this last order over the 'phone proves the same fact in commercial lines. I wonder what Etheredge will say when he finds out that I have bagged his best customer?"

That is what Jack Hardman said last Tuesday as his partner turned over to him his order from the 'phone. The order he was exulting over was from Marchbank's over on Commonwealth avenue and the jubilant "There!" which preceded his philosophical reflections heralded the fact that in the everyday concerns of humdrum life he had found another proof to strengthen his long-contended theory.

Jack Hardman had not "drifted" into the grocery business. As long ago as when he was "knee-high to a woodchuck" he had taken a fancy to that form of commercial exchange and had given up his days and nights to it. The result as that when he got through his schooling—a schooling he it understood with no cutting cross-lets and no premature graduation—he was no novice in his chosen calling and was constantly applying the cause and effect of his history, a favorite study, to every form of trade development that presented itself. There were times when his conclusions were far-fetched, but they answered his purpose—at all events he made good use of them.

He and "another feller" had made up a stag party of two the night before at the theater and between the acts Etheredge had been doing considerable boasting about getting the best of what he called "these high mucky-muck customers who think the world has been made for them and that everything in it has to be pawed over and the best picked out for their imperial nibs."

"This telephone business is straightening out all that. You know the Marchbanks over on Commonwealth avenue? Well, Marm Marchbanks is a high-flyer of the triple X sort, A No. 1. She comes teetering into the store with her long-handled eye-glasses and then she expects the storeful of customers to form a double line to the counter for her to march through and we clerks to stand in a row before her ready to jump the minute she tells us what she wants. Well, a feller gets sort of tired of that after seventeen times or so and the customers don't fall into line for her worth a cent; so she doesn't cheer us with her presence any longer. At 9 o'clock to a tick the lucky 'phone in the magnificent mansion on Commonwealth avenue ting-a-lings and your humble servant—a 'phone expert—receives the royal message.

"There's where we have the old lady. When she came down to the store it would take her three-quarters of an hour to pick out the best dozen oranges; and so with everything else. The only good thing about that was that the old man always gave me a nickel after I got through with her and let me go out for a soda. Now I have it all my own way. Of course, because she always buys the best, we give her what belongs

to the best; but it does my soul good to just slip a 'nubbin' into her basket once in a while and so pay off a little of the score I have against her. You can say what you've a mind to, in the long run things always get evened up and by the time we get through the books are fairly balanced."

The curtain went up and Jack watched the play and did a little thinking on his own account.

"There it goes again. The old principle of tyranny is illustrated through the modern 'phone. Moneybags in ostrich feathers and sealskin gains absolute power at Milmine & Becker's grocery, abuses it and with the royal wisdom of the Tudors throws up the sponge and hides her defeat behind the telephone. Then old Louis Fourteenth's third estate steps in at the other end of the line in the shape of the grocer's clerk, makes himself the master of the situation, and so the holder of absolute power, and here he is bragging over his abuse of it.

"Well, now, history is going to go on repeating itself and Madame Marchbanks isn't going to put up with that abuse any longer than she can help it. We are not up to Milmine & Becker's yet financially, but all the gray matter in the trading world isn't crowded under that firm's hats and I believe that a little agitation of the little we have may be done with profit. I just believe that when Etheredge hangs up the receiver after taking the Marchbanks' last order—it's only a question of time and a short one at that—that I might as well step in and see what I can do."

"How long has this fun between you and her nibses been going on, George?"

"Oh, I d'know—a month, I guess. She made the cold snap an excuse for not coming down and that started in about a month ago; but I notice that she didn't take advantage of the let-up and I guess she has concluded that it's a good plan to let well enough alone. You see, we have the advantage of her and she knows it. The very things she's determined to have are our specialties and it's too much like sawing her own nose off to trade anywhere else. That's what tickles us and that's why I give her an extra rub every chance I get, and you know that comes pretty often when a fellow keeps his eyes open. I guess the old lady'll learn a thing or two before she gets through with it."

This was the gem from Bobbie Burns that comforted Jack all through the next act:

O wad some power the giftie gie us,
To see ourselves as others see us!
It wad frae monie a blunder free us
And foolish notion.

The next morning he got down early to have a talk with the senior partner.

"Haven't I heard you say, Mr. Rockwood, that you'd like to get the Marchbanks' custom?"

"Something like a thousand times, more or less."

"Well, I set George Etheredge to talking last night—he's their boss clerk, you know—and I heard enough to make me believe that he's working the Marchbankses for all he's worth."

"Working? How do you mean?"

"They've got her so mad that she doesn't come to the store any more and now they are working off on her their odds and ends. She orders through the 'phone, you know; and Etheredge says she can't help herself because that's the only grocery in town where there are first-class specialties, and if she doesn't trade there, she'll have to go without."

The senior partner's anger signal—a

flushed face—was promptly displayed and he began at once to growl:

"Oh, 'tis, is it? Well, in that case, Jack, it behooves us to strike a blow for the oppressed! That Milmine & Becker concern have been troubled with the big head for a good while and I guess the time has come to show 'em a thing or two. 'First-class specialties' is it? Then first-class specialties it is. I'm going to trust you, Jack, to find out before dinner what it is the Marchbankses like and you can trust me to have the goods here by the time she wants 'em. 'The only grocery in town!' Thunder! I do like that!"

Of course Jack had a morning "off," but he took only a part of it. By half-past 9 he came back smiling and in less than half an hour an order for some extra fine goods went over the wire to be filled if the goods could come in on the afternoon train. Then the "governor" himself went to the 'phone.

"Please ask Mrs. Marchbanks to come to the 'phone," he said to the person at the other end of the line.

"I am Mrs. Marchbanks."

"Mrs. Marchbanks, Gibsons & Crane have sent us—this is Rockwood & Hardman's grocery—an unusually fine lot of Muscatels. We have heard that you like them and thought that perhaps you would like to have the first choice. They are very fine."

"I would; send me a box and at the same time, if you happen to have them, send me"—here followed an order that filled the receiver with delight. Of course Mrs. Marchbanks was tickled enough to be rid of being obliged to take "just what that monopolizing grocer gave her" and—womanlike!—she had to go the rounds of her acquaintances the next day to proclaim her free-

dom and, of course, Rockwood & Hardman got the benefit of it.

"There!" exclaimed Rockwood as he saw the goods go away on the delivery wagon, "how's that for a sample of first-class specialties!" while the historical-student grocer from the same office window was thinking "Another instance of the transmission of absolute power brought about by the telephone. I wonder if we shall have wit enough to keep it!"

Richard Malcolm Strong.

If it were not for hope the heart would break.

38 HIGHEST AWARDS in Europe and America

Walter Baker & Co.'s

PURE, HIGH GRADE

COCOAS

—AND—

CHOCOLATES



TRADE-MARK

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

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

Established 1780

Long-headed Grocers

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

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

DIAMOND CRYSTAL SALT COMPANY,
ST. CLAIR, MICH.

Hardware

Possible Ways of Dressing Hardware Show Windows.

It matters not what you have to show, if you will make it attractive you will get a glance where, should you tumble a bit of this and that into the window without regard to how it may look, you are passed by unnoticed. I should say that one thing which will attract attention, and the first start in the dressing of a show window, is to wash your windows and wash them often. Would you think of putting on your best "Sunday-go-to-meeting" clothes without first taking a good bath? Do you think that you would "stop anything" if you were dressed in the height of fashion and had a much soiled face and hands? Then why not have a clean front? Since I have mentioned the clean front, I might add that a little paint adds much to attract and I believe that if a coat of paint was put on your store front yearly it would be a good investment, as you present that fresh appearance and the first impression one has on approaching your store does not lessen his estimation of you and your methods.

As to the window, what to put in it and how? Do not think that you can make a display without some cost. It can not be done; but one can with a very little expense make a creditable showing and a money-maker. If our windows are not money-makers for us, why do the large department stores of our cities pay big salaries to their window dressers, who have made a study of it, and no doubt but thousands of dollars are yearly spent on fittings on which to display their goods? Some people say, "My windows are so arranged that I can not make a halfway showing in them." Nonsense. Still, you may not have a modern front with a large window, but make something of what you have. Our people are curious and they will peek through a knot hole if they think there is something on the other side to see. When I say make something, I do not mean that you shall go to any great expense, but any one of you, with a little ingenuity, can fix what you have so that you will be able to make a showing and one that will attract the passerby. I am in favor of a boxed window, as it keeps out the dirt, flies, our light fingered customers and the man who forgets that you have spent time in arranging your goods to look attractive, who picks up almost every article, looks it over, prices it, offers some suggestions as to how it might be improved upon and lays it down about as far from where he picked it up as 'is possible to reach. Of course, he did not stop to think, but one of these non-thinkers will spoil your window. Your show window should not be a sample case and an article placed in it should not be disturbed unless it is absolutely necessary. At any rate, have a back to your window, one high enough that you can look over, but touch not. It also gives you an opportunity to build up your display and not have everything flat on the floor.

Do not attempt to show your goods on common boards or try to cover them with newspapers; they will do for a pantry shelf, but not the show window. You can buy cheap plain goods at a small cost; cheesecloth will do and can be had in colors and when soiled it will make the best kind of a dust cloth; and it is a cinch that we do not use enough of them in our stores. Judging from the displays that I have seen, I should infer

he who made them started at the front door of the store, went down one side and back the other, picked up an article here, an article there, carried them to the window and dumped them in so that he could get back to the stove and hear the new drummer crack a fresh joke. Do not do it. Before you start, decide on something that you want to display—ought to be seasonable. Do not put your ice cream freezers and wire cloth in the window during the winter and your snow shovel and coal hods in the summer, because they are out of the way there, but when the time is ripe to push an article, put it in the window and that alone. I do not necessarily mean that every display should be made of one article, but use those of a kind, such as are related to one another.

I have seen windows with such a concoction as this: Steel range, hay fork pulleys, scissors, milk cans, razors, garden hose, lemon squeezers, etc. Such a conglomeration could never be made to look like anything, no matter how arranged. One week put in your steel range and with it several articles that are used with it, pots, pans, etc. Next week put your hay fork pulleys, if that week be summer, and with them the hay forks, rope and the articles used during harvest time. Make your cutlery display in one and leave out all the rest. It does not take much to make a good display. I recall at this time a certain window I saw not long ago where a holiday cutlery display had been attempted. Was not bad, but they spoiled it. How? They started at the front of the window all right, but when they got to the back they must have been at a loss to know how to end it; so in place of still carrying out the cutlery effect, or covering with cloth and putting few hint-giving cards as to the goods they put in, they used a lot of sample boards of butts and the like, something that would not attract any sane person while doing his Christmas shopping.

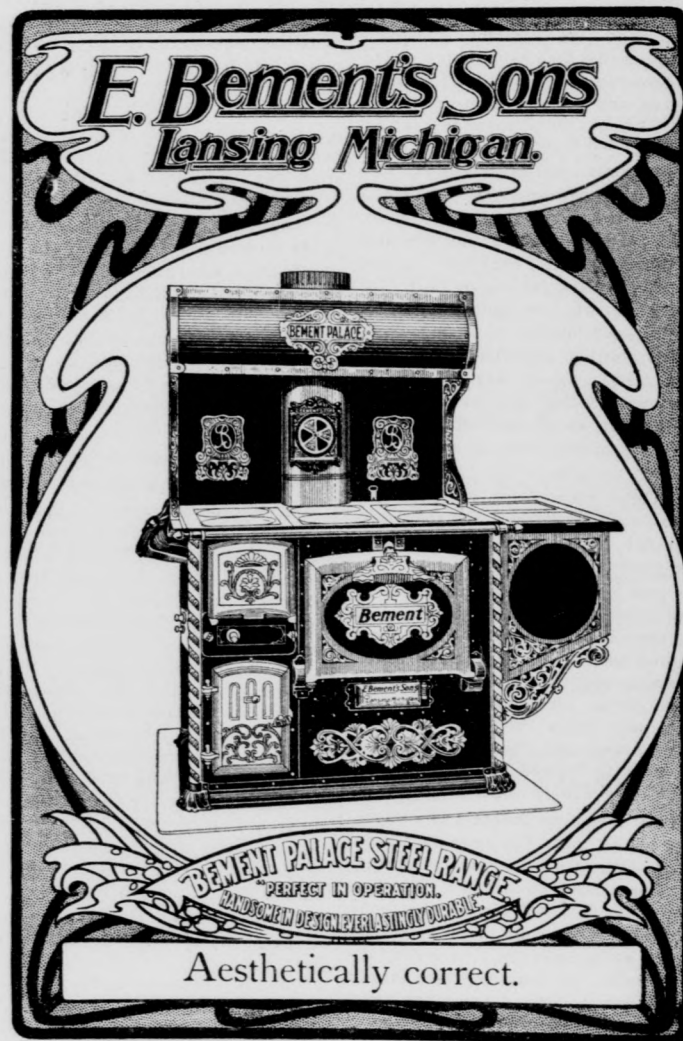
Another great mistake is made in putting too much in your window. Better be too little, for when you crowd you confuse and it is like taking a card of many colors and giving it a whirl. They all look alike.

In almost every display you make, it is necessary to build some sort of a temporary stand or rack on which to display certain goods. It need not cost you a cent; use nail kegs, boxes or anything that you may have round the store. Arrange them as you want and cover with your cloth. Then take your articles that you have decided to exhibit and arrange them so that they will show the best. You may have to tear out and start over again until you get it as you want, but do it to appeal to the passerby and a little good taste will do it. Moving objects of any kind will attract. Scheme little things that cost you but little and note the effect. I have on several occasions had entire displays balanced by a needle point on the head of a pin. No trick, but it took.

Last summer one of our merchants made a display of dog collars and had a large bull terrier with one of their good collars on in the window. That took, and well repaid them for the little trouble that they went to. Take anything that you have in the store, I do not care what it is, and you can display it and with the use of cards you can call the attention of the public. You would not think that people would stop to look at nails, but they will.

Some time ago we filled our window with nothing but nails. Took a handful

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.

of each size of nail and brad that we had in the store, had them arranged on little wooden plates covered with a sheet of white paper. On each plate was a card giving the size and kind of nail. Then I took one plate and put black paper on it and had a handful of cigarettes there. These I labeled "Coffin Nails." Many came inside to remark on the jest, and many the smile as they left the window. At another time, we filled our window with hammers, mallets and the like. We took a door knocker that we had on a sample board and put that in; over it a good sized card with the word "Knockers" on it. That took.

The ways that you may fix your window are innumerable to appeal to the passerby, and he who stops to look, if you will notice, will almost invariably look for your sign to see who did it, and he usually remembers the place. I know, for a year after we had made one display we heard people remark on passing, "That is the window that got the write-up in the paper." That window was undoubtedly our masterpiece, and the advertising that we received from it was worth a full page advertisement in any paper. We covered the glass with black cloth and at about the height that the average man could see through we cut two holes, and over each we placed the sign, "For Men Only." Back from the window we made two stalls and lined and covered them with black cloth and had a light in each. In one we put razors, knives, razor strops, cork screws and a can opener; in the other, mechanics' tools. This display was made during one of our carnivals, when the city was filled with strangers and the entire town was out each day on parade and sight-seeing, and the fun that we had from the window and the appeal it made to the passerby was by far the best advertising that we ever did, but we got more from it than just the look that was given the window. One day a very pious maiden passed the store, saw the sign, "For Men Only," was shocked, rushed home, told father, a good deacon, the liberties taken during the carnival and related what she termed a disgrace to permit such a show on the main street where even women and boys were looking. Papa's wrath could not be imagined; off he rushed to the police station, lodged his complaint and a detail of policemen were immediately ordered to investigate. It took but a minute and when they returned and informed papa what was exhibited behind that black cloth, with the enticing sign, there were a good laugh and a much disgusted papa. It leaked out, the paper got hold of it and the write-up of it was good money in our coffers. The window did it and the write-up cost nothing. The window was not fixed in a half hour, but we were well repaid for our trouble.

Cards in your window are a great help. Be your own card writer. Rubber letters can be had for a moderate cost, or buy a little asphaltum and a camel's hair brush—fifteen cents will cover the cost—and print them. You who are not adepts at making letters can obtain pasteboard letters for almost nothing—are easily traced on your card, and filled in with asphaltum. Catchy hints appeal to all. I subscribed to one of the journals devoted to advertising and I find innumerable catchy phrases which are a great help to me. Pricing your articles you have in the window is a good idea. Do not fear that your competitors will note your prices and

undersell you. Be original as possible. One of the most clever and original methods of cards is used by a Chicago shirtmaker, who takes a blue pencil and a strip of common manila wrapping paper and writes clever and catchy bits on them. These he sticks to the glass; they are read by thousands daily. He changes them often and the regulars who travel that beat are continually watching for new ones. They require time and thought, but it has been the means of making him thousands of dollars.

Keep your mind working overtime and an idea for a good display or catchy card will come to you when you least expect it. Make a note of it; at some time carry it out. I have any number of ideas for displays on file which I shall make at some time when the time is ripe for them. Also many little phrases which I hope to spring on the traveling public at some time or other. Keep your eyes open and your thinker working and with a little taste you can have a show window that will be a credit to you and your increased sales will warrant your taking the time that is necessary in making an attractive display.

There is one thing which I find many merchants do and I should say they are in the wrong, and that is to let every circus or show that comes to town fill the window with their posters. It spoils your window and I can not remember of ever seeing one in any window that has helped the merchant. The circus man comes and says, "If I may put these posters in your window and string a big banner across your awning I will give you a ticket to the show." That is easy money, saved possibly fifty cents, but what have they? A bill board to show the people and a house full of goods collecting dust. But you saved the price to see the circus. The manager of the opera house asks if he can not put cards and posters in your window, and you do not think that you can refuse him for he buys a little of you; but, if you went to him, no matter how many times during the season you have paid for seats to see both good and bad plays, and asked him to let you place a card in the opera house advertising your place of business, what would he say? Either no, or that it would cost five or ten dollars every night that it was displayed. Is it a fair deal? Did you ever notice when the canvasser comes in and asks for an opportunity to put a card in the window—where does he put it? Some place in the window where it will not affect your display? Not much. He takes the best spot in the window, no matter what it may cover. Is it not attractive to stand in front of a first-class store and see the big posters with all kinds of colors and advertising your opera house—advertising Gentleman Dick: the Boy Detective, positively the last appearance. It pays you; you may get a ticket to the top gallery for the poorest show that is booked for the season. Your windows cost you money and that space is worth as much to you as in any part of your store. Why, then, bedeck your windows for another man's gain and your loss? There are exceptions.

Local entertainments or any card that advertises for a local cause, church entertainments and fairs for charitable institutions I think should be given space. That is charity, but to advertise your opera house or the coming circus for the small returns that you get does not repay you for the unsightly appearance that they have given your store front.

I cut them all out, and when asked not long ago by a canvasser of the opera house why he could never put a card in my window, I said that he could if he would pay the proportion of the rent of my store that his posters occupied. He could. But he did not. L. M. Reeves.

Bishop Huntington does not agree with President Roosevelt in his contention that it is everybody's duty to marry and raise a family. The bishop says: "No hard and fast rule can be made in this matter. I do not believe the matter of having children is one which can be determined by any legislation or ethical rule. It must be left to the conscience and judgment of right-minded people. When such are married, who can say how many children they shall have? Matrimony, in my opinion, is not a matter of universal obligation. It may be a duty, it may be expedient, and it may be neither the one nor the other. In a particular case the will of God has not been distinctly revealed to us. In view of some marriages I have known I am disposed to think that old maids and old bachelors may be a blessing. Some people enter into matrimony impulsively, indiscreetly and without judgment."

Our Salesmen

will soon call on the trade with a full line of Summer Goods. We have some special bargains. Our line of Harness, Collars, etc., for spring trade is complete. Send in your orders.

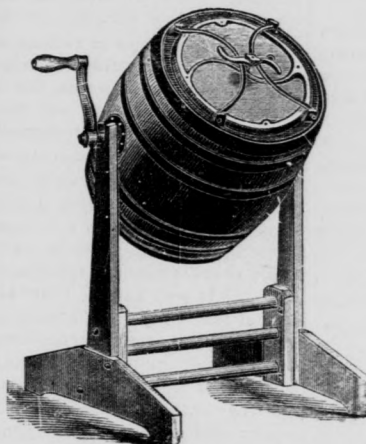
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Let us have your orders.

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GRAND RAPIDS, MICH.

PECULIARITIES OF RADIUM

The Newly Discovered Metal That Gives Perpetual Heat.

Scientists all over the world are deeply aroused by experiments being made with radium, the remarkable new metal which possesses the power, hitherto accredited only to the sun, of constantly emitting light. Its strange properties entitle it to be ranked as one of the freaks of nature, and give it a glamour of fascination which not even gold or diamonds or precious stones can put to the blush. But radium resembles these metals no more than it does a turnip, except in its extreme rarity and preciousness. A diamond would be a cheap bauble in comparison with this costly metal. Sir William Crookes is quoted as saying a pound of radium would cost \$1,000,000, and there is not so much as two pounds of it altogether in existence. In its purest form it is practically priceless. A king's ransom would hardly suffice to buy a quantity the size of a gunshot.

The mysterious light-giving nature of the new metal is still further enhanced by the fact that no source of its energy is apparent. Like the sun, it is self-sufficient, and goes on giving light for years without seeming to replenish its power or to be diminished by the energy it expends. No other metal or substance has such a power. Its peculiar properties have given rise to much discussion and to the promulgating of new theories. In some degree investigations have already cast a doubt upon the veracity of the accepted theories of light and matter. Whether the wave theory of light must be abandoned for the old corpuscular idea of its composition and the atomic theory of matter renounced as untenable remain to be seen. The new discovery has already thrown fresh light upon the nature of both light and matter, and further developments may be looked for.

In the laboratories of the world every day—and at night, too, when the weary masses sleep—patient scientists are ever pondering, experimenting and calculating. Humanity at large knows little of these vigils until, in the fullness of time, the fruits of some world-astounding discovery appear in a sudden blaze of glory. Then some venerable theory by which generations have lived and died becomes a back number, the frontier of the known is pushed out a little farther into the mysterious hidden realm, and humanity has advanced another step in the stride of power.

Since the time when men quit searching for the philosopher's stone and the get-rich-quick method of transmuting the baser metals into gold, in a process of gradual acquisition the composition of the material universe steadily has become a subject of common knowledge, until he who runs may read. Now one metal, now another has been added to the list and it has seemed until within recent years that our analysis and classification of the elements was a thing well-nigh complete. No less than seventy separate elements were known, of which fifty-seven were looked upon as metals, the remainder being non-metallic.

Continued investigations, however, have brought out the fact that, locked up in the secret breast of nature, are still other metals, or elements, and these are being drawn forth to the wondering scrutiny of the scientist. Most of these discoveries have been made well within the past decade. Of the new metals some are of great interest from the scientific point of view, but, because of

their extreme rarity, do not promise to be of economic importance. On the other hand, it is impossible to foresee what great and far-reaching effect some of them may have in opening up new lines of thought and leading to still further discoveries.

In this direction the possibilities of radium are immense. To-day this metal is attracting more attention from scientific men than did the now famous Roentgen rays, and the foremost scientists of England, France, Germany and America are conducting experiments to determine further its precise nature and its relation to the rest of the material universe. In Europe, besides the original discoverers of the substance, such men as Sir William Crookes, Professor J. J. Thompson, of Cambridge, and Lord Kelvin, to say nothing of a host of others, are treating it in their laboratories. The enthusiasm is reflected by scientists in America.

Professor Charles F. Chandler, head of the department of chemistry at Columbia University, says the whole matter is still more or less in the dark, but they are giving special attention to it in the laboratory and awaiting developments. One of the few specimens of the metal in America is the property of Columbia. A glass tube containing a small quantity of this new element, in the form of chloride of radium, was put on the table. It looked like nothing more or less than a white powder.

Probably no man in America knows more about radium than William J. Hammer, consulting electrical engineer of New York, who is in close touch with the leading investigators abroad and lately presented a paper on radium before the American Institute of Electrical Engineers. Mr. Hammer has in his possession six or seven small tubes of the precious metal, which he obtained through the courtesy of the discoverer, Professor Curie, of Paris, and exhibited for the first time publicly in America.

All the specimens of radium so far in existence are chlorides or bromides of radium. In other words, the metal is found in combination and has not yet been obtained in its pure metallic state.

The first discovery was made about six years ago and came about in this way: When Roentgen announced in 1895 his discovery of the X-rays other investigators were quick to take up the study of radiation and radio-active matter. As is well known, a striking feature of the X-ray is its ability to make various substances fluoresce—that is, to become self-luminous while exposed to the action of the rays. This was the starting point for the study of radiant energy and radiant matter. One of the most distinguished experimenters in this field was Sir William Crookes. He found that by passing a powerful charge of electricity through a vacuum tube exhausted to one-millionth of an atmosphere molecules of the gas in the tube were thrown out from the negative pole in streams strong enough to set a finely balanced wheel in motion. These very minute projected particles were called by Crookes radiant matter of electrons. They are infinitely smaller than atoms which in the natural state have been regarded as the ultimate division of matter. A few years ago M. Henri Becquerel made the remarkable discovery that the metal uranium possesses the property of giving out radiations identical in nature with the electrons or radiant matter of the Crookes tube.

Experimenting along the same lines, Mme. and M. Pierre Curie, of France,

found Bohemian pitch-blende and two other compounds of uranium possessed the power of radiation in a remarkable degree, from which they inferred the presence of some other substance stronger in radiating power than uranium. After much labor they were rewarded by finding a new metal, similar to pure bismuth in chemical qualities, but far more radiant. This they named "polonium." On continuing the search they found another metal chemically like pure barium, but possessing a marvelous degree of radiating power. They named it "radium." Here were two new metals discovered, and a little later Debierne found a third, not unlike thorium, which he called "actinium." None of the three new elements has as yet been obtained in an absolutely pure state.

Radium is far and away the most in-

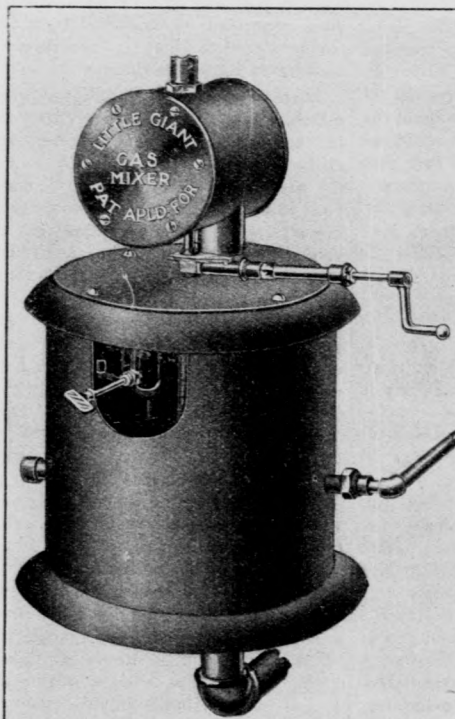
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Large Stock of New Machinery
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To Whom It May Concern



Having used the Allen Gas Plant in my Hotel for about eight months I am pleased to say so far it has given perfect satisfaction with one exception—the porter says it will not burn water worth a cent.

Yours truly,

Chas. J. Mizer,
Walloon Lake, Mich.

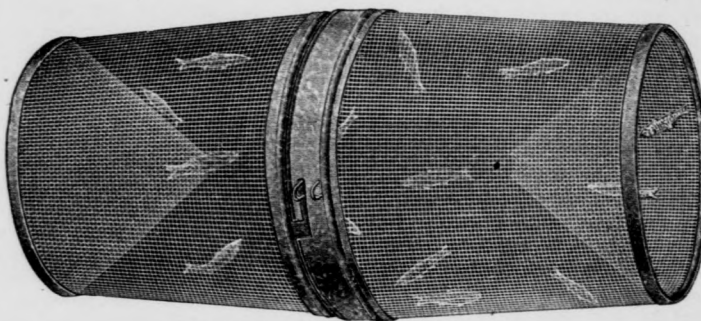
Manufactured by

M. B. Allen

48 W. State St.

Battle Creek, Mich

"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. Pack-d 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.

interesting of them all, both to the scientist and the layman. It has a special spectrum of its own and an atomic weight of 225. It is at the present time being made the subject of special experiments in the laboratory of Professor Curie at the Ecole de Physique et de Chimie Industrielles.

Few scientists in America have had an opportunity of examining this strange substance inasmuch as it is extremely rare. In the last four years not much more than 600 grams, of all grades of purity, have been manufactured. That made in Germany is not well refined. The best product is made in France, some of which will shortly be on the American market at a cost of from \$6,000 to \$10,000 a gram, the gram being 15.432 grains in English weight.

All of the radium manufactured in France is made under the direction of Professor Curie. The best quality has 7,000 times the activity of uranium, which is twenty times the power of the best German product. In order to get a kilo, or two and one-fifth pounds of radium as much as 5,000 tons of uranium residues would have to be treated. All the salts of radium are more or less radio-active, but the most luminous compounds are the chloride and bromide. Not a few substances, like sulphate of lime, and compounds of uranium, calcium and barium, if exposed for some time to a strong light or subjected to heat vibrations, have the power of glowing brightly in the dark. Radium, on the other hand, stands by itself in the property of giving light of its own accord and without being treated in any way. In the same manner it will go on emitting the glow for months and years. It has the further property of producing a similar light-giving power in other substances that come within its influence, a power which they continue to hold for a long time.

The radium rays appear to be of two kinds, both of which are emitted at the same time. One kind bears every resemblance to the X-rays, whereas the other is identical with the rays given out from the negative pole in the Crookes tube. The electrons, or minute particles that compose the radiations, are now looked upon as the very substance of electricity itself, and many scientists think that through the study of them an approach is being made to the solution of that baffling question, What is electricity? At any rate, radiant matter or electrons are creating widespread discussion and form the basis for an electron theory of electricity.

Radium gives off its rays with a varying velocity that is sometimes as great as 100,000 miles a second, or about two-thirds the velocity of light. Speaking of this tremendous velocity, Sir William Crookes has said the energy of one gram of electrons given off by radium is enough to lift the whole British navy to the top of Ben Nevis. To account for the energy of the radium rays is a puzzle. It is conjectured by some persons that the energy is liberated by the breaking up of atoms into electrons, but whatever is the cause, radium has a radiating power 900 times as great as that of uranium, the next most powerful metal in the same class.

It might seem from these figures that a metal diffusing itself abroad with such energy would soon vanish in an invisible dust of electrons, but in reality the discharges are so minute that the loss of matter would not exceed one milligram (or one thousandth part of fifteen grains) in a thousand years. Recently, how-

ever, Heydweiller, a German physicist, has made some experiments in which he shows there is a considerable loss of weight.

Like the Roentgen rays, the radiations of radium have the power of carrying negative charges, of discharging electrified bodies some distance, of rendering the air a conductor, and of imparting these same powers to many other bodies. If some radium salt be brought near a charged electroscope the gold leaves will at once fall together. The rays will cause an X-ray screen to fluoresce, and any diamond or gem will shine in the dark if brought near radium salts. The rays have a power of penetrating opaque substances.

On all scores the new metal is powerful. The smallest bit placed upon the skin will raise a blister that takes months to heal. A pound of it put in a jar on a table would blind and burn those in the room so that death must ensue. These are no fancies.

In the course of his experiments Professor Becquerel put a tube containing a small amount of the chloride of radium in his vest pocket and left it there for six hours. In a few days a sore developed on his body on the spot directly opposite the vial. It took seven weeks to heal. A glass tube with a small quantity of the metal was tied to the coat sleeve of another chemist. In two hours a burn resulted through the clothing which was not completely healed for several months.

These physiological effects which every one will recognize as identical with burns from the Roentgen ray, have been demonstrated as well by M. and Mme. Curie, who, in the course of handling tubes, received numerous burns on the hands and finger tips, which first appeared as a redness, developed slowly and ended in a sloughing off of the injured skin.

Patent Leather Popularity Maintained.

The prediction, confidently made in many quarters, that the popularity of patent and enamel leathers—and particularly patent kid—would prove to be of an ephemeral character has, it is now manifestly evident, become delusive.

The number of glazed kid producing houses that have, during the past two years, with varying degrees of success, attempted to make patent goat leather has been quite large; but few of them have succeeded in making the enterprise a commercial success.

Many manufacturers have abandoned the project. Like all new movements in the tanner's art, large sums of money have been lost in an endeavor to produce a perfect article. Those houses whose success prompted, if not justified, persistence are among the busiest in the trade to-day. With them leather production and plant extension go on almost without interruption. Perseverance and skill are the weapons of their success; they are making money, and they deserve it.

The prospects of large sales of patent and enamel leather shoes during the coming seasons are excellent. The manufacturers and jobbers have voluminous orders for them, and there is the utmost confidence all around in the enduring favoritism of the patent shoe. This has been carried to such an extent that already its effects on the glazed kid market are injuriously felt. It is admitted on all sides that patent kid is cutting largely into the demand for glazed stock. To it is attributed in no small

degree the prevailing quietness in the latter.

Whatever be the outcome of the present craze for patent leather, one thing appears to be certain, that patent colt has earned for itself an abiding place in that class of stock. The general texture of coltskin is admirably adapted for patent finishes. It is found, veterans in the craft declare, to be in texture, grain and fiber, superior to calf. This is a remarkable discovery. We have read several letters from shoe manufacturers attesting its beauty and wearing qualities. So long as the public of both sexes demand patent and enamel shoes, with a persistency which will evidently brook no refusal, the stock for them must be made, and those who possess the enterprise and incur the risk of its production are entitled to the profits of that production.

Retail shoe dealers in city and town are ordering shoes of this character with the utmost confidence. They are in touch with the wearers, and they should be good judges of what the public desires. They feel the pulse of every passing popularity in the matter of footwear, and they are justly accredited with intelligent perception. We feel they are right.—Shoe Trade Journal.

Prices, especially on goods in the window, are very important. The first thing anyone wants to know about a thing that interests is how much it costs. It can be followed as an infallible rule, in every single case to quote the price. Of course, there are some lines of goods where the price would not convey much information, and could not be given in a clear, comprehensive manner. With such goods there is usually some special feature to keep to the front.

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.

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.

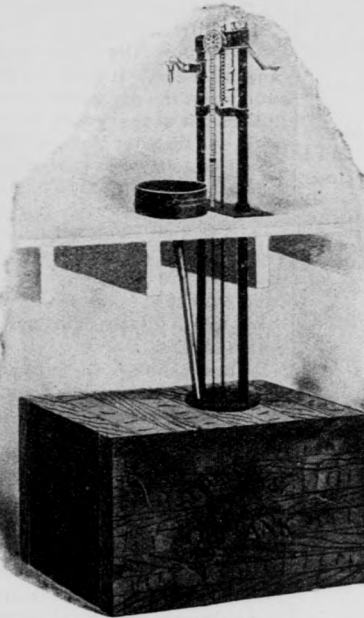
ESTIMATES

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

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

What Is Your Motive

For being in business? Are you in business for your Health, or for Fun or for the Profit there may be in it? Various motives actuate men. The motive behind the action like "THE MAN BEHIND THE GUN" is the all important thing. Some people may be in business for Health—not many people are in it for Fun, though there is considerable "funny business" going on. We assume that you, like ourselves, are in business for A REASONABLE PROFIT. Our business is to build the



CELLAR OUTFIT

BOWSER 3 MEASURE SELF MEASURING OIL TANK

And to induce you to buy it, if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save to you a profit that you are now losing. This Tank saves Oil, and oil costs money. It saves Labor, and labor costs money, whether you perform it yourself, or hire it done. It saves Time, yours or your clerks', and Time is money. More than this, it is Cleanly, Neat and Handy and reduces your fire risk. It is a profit saver and hence a profit earner. Remember we assume that you are in business for profit. Our Catalogue "M" tells more.

S. F. BOWSER & CO.

FORT WAYNE, IND.

THE VERACIOUS GEORGE.

Hank Spreet's Attempt to Follow in His Footsteps.

Written for the Tradesman.

Lives of great men oft remind us
We can make our lives sublime,
repeated Hank Spreet to the Kelly Center Debating Club as it gathered around his stove one February evening.

"That sounds familiar," remarked Bill Blivens, "give us the rest of it."
"Let me see," said Hank. "I spoke that piece in school once and I think it goes something like this:

Lives of great men oft remind us
We can make our lives sublime
And departing, leave behind us
Footsteps on the sands of time.

"I s'pose the fellow that wrote that meant 'footprints,'" interrupted Bill.

"You mustn't be so particular," replied Hank, "this ain't supposed to be good grammar; this is poetry, what they call poetical license."

"Well," said Bill, with a chuckle, "if the fellow had a license I s'pose it's all right. Bang away some more."

Hank resumed:

Footsteps, that perhaps another
Sailing o'er life's solemn main,
A forlorn and shipwrecked brother,
Seeing, shall take heart again.

Bill, the prosaic, again interrupted.

"It kind of bothers me," he said, "how anybody could leave footprints on Life's solemn main, but I s'pose the poet is using his license again. That may be poetry, but it ain't good sense."

"It is good sense," said Hank, "and I can prove it—because you can't see it."

The Kelly Center Debating Society dug each others' respective sides at this and chuckled at Bill's expense.

"It is good sense," repeated Hank, "and if some of you fellows would follow the footsteps of some of the great men of this country, it would be better for you and all concerned."

"You might do a little following yourself, Hank, while you are about it."

"Well, who shall I follow?" asked the grocer.

This was Bill Blivens' opening. He smiled broadly as he said:

"Guess you forgot this was George Washington's birthday, didn't you, Hank? You might try following him."

"I might, Bill," said Hank, "and I think I could get up a darn sight closer to him than you ever could."

When an acrimonious discussion, based largely on bravado, is started around a stove in a country grocery, the ultimate effect is always the same—a foolish oath or a wager and often both. Before Hank and Bill had conversed two minutes longer, they had sworn a solemn oath to follow in the footsteps of the truthful George and the first who departed from the trail of veracity he has blazed in the forest of time was to suffer the dishonor of admitted defeat and be compelled to furnish a box of Hank Spreet's justly celebrated Hod Carrier's Prides for the immediate benefit of the members of the Kelly Center Debating Club and the ultimate benefit of the doctor and the undertaker.

I say it with no reflection on the business of grocerizing that Hank had entered into an unequal compact. It is a sad commentary on modern mercantile life that absolute truth and complete mercantile success do not mix any better than oil and water. I would not presume to say that the grocer knows any more about the way oil and water will mix than any other individual; nor would I be willing to admit that, as a writer, I know any more about the mixing qualities of truth and other things. A man who tells the truth is seldom in-

teresting, because the truth about our outer selves is seldom flattering to our inner selves.

Hank Spreet's consistency in keeping his wager with Bill Blivens was destined to be put to an early test. The store was hardly more than open the following morning before Mrs. Blivens entered. The fact that the wife of the man who had made the wager was the first customer to visit the store thereafter was a trifle suspicious and Hank Spreet did not need to be a Sherlock Holmes or Foxy Quiller to discover the clue.

Mrs. Blivens wanted some calico. Hank led her gently back to the calico department of his emporium. Mrs. Blivens' choice fell upon some red calico of lurid hue, and then she asked the customary question which has been popped at every man who ever sold calico to a woman:

"Will it wash?"

What was Hank to do? What would you do under the same circumstances? What would you have done if there had been no bet? Hank knew that the calico would fade like a dream of love. It was on his lips to tell Mrs. Blivens that the calico was as fast as Bill's blooded mare, but then he remembered the bet and that gave him hopes.

"To tell you the truth, Mrs. Blivens," Hank at last blurted out, "that calico will fade like Russell Sage at a church meeting when they start to pass the hat."

"Well, then, I don't want it," said the customer positively. "But have you any eggs? Our hens are not laying."

"Lazy hens!" said Hank. "Of course we have eggs."

"Are they strictly fresh?"

Having made the fatal plunge telling the truth, it now became an easy matter to the grocer.

"Are they fresh?" repeated Hank. "Some of those eggs was left to me by my father with the business."

Mrs. Blivens passed up the eggs as she had the calico, but a woolen skirt caught her eye. It hung upon a wire strung over the dry goods counter. Mrs. Blivens felt of the goods, enquired the price, and then put Hank's suddenly acquired veracity to one more fearful test:

"Is it all wool?" she asked.

"Is it all wool? Now there is something," replied Hank "that I can really guarantee. This is all wool; every bit of it—and a bargain," he concluded triumphantly.

But Mrs. Blivens did not catch his enthusiasm.

"I don't know," she said doubtfully, "it might be like the calico and the eggs. I guess I won't take any chances."

Mrs. Blivens swept out of the store without making a single purchase.

Mrs. Rutter was the next customer. She wanted some fancy dishes and elected on one piece of china which bore a rose the size of a twenty ounce pippin of resplendent scarlet, olive green leaves and a gilt stem. Hank, however, felt constrained, under his bet, to show the short-sighted Mrs. Rutter where the article was cracked and had been deftly plastered up in the wholesale house. The result was that Hank saw one more sale go a glimmering.

Before the forenoon had worn away two or three more had followed in her wake. It was then that Hank retired to his private office behind the cheese case and held a short session with himself.

"Lemme see," he soliloquized, "a

box of Hod Carrier's Prides at wholesale costs me \$1.25 and I've lost about \$11 in trade so far this morning. I guess it would be cheaper for me to buy the cigars."

There was an especially large attendance at the Kelly Center Debating Club that night and every man of it knew that Hank had lost his bet. Bill Blivens was one of the first on hand, and he indulged in continuous chuckles of inimitable joy that grated on Hank's nerves like a man filing a bucksaw.

"Well, Bill," said Hank at last cheerfully, "I guess you won the bet all right and I don't begrudge you the cigars because I find that it is a darned sight easier to furnish some other good liar with something to smoke than to tell the truth yourself. It was a fair bet and I must admit that I fell down on the truth-telling proposition; although your wife must also admit that I gave her the truth, the whole truth and nothing but the truth."

Bill arose with an air of triumph to receive the box of cigars which he had won on the wager. But the lives of great men are filled with great climaxes; and at this dramatic moment Mrs. Bill Blivens stormed into the store in all her wrath.

"Look here, Bill Blivens," she said, "I thought you was up to some dido when you give me that money this morning and sent me down here to buy whatever I wanted. Why, you haven't done such a thing as that since the first month we was married and that's twenty years ago. You remember I allowed there was some trick mixed up in this, and when you swore that you was giving me this to celebrate George Washington's birthday, I thought you lied and now I know it. I just heard about this bet of yours and I don't like to see an honest man done up by you nor anybody else. You can take the cigars, but you can pay for them, too; and say, Hank, you can bring up that wool skirt the next time you come over way, and charge it to Bill."

Douglas Malloch.

Little Gem Peanut Roaster



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

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

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"You don't have to wait until
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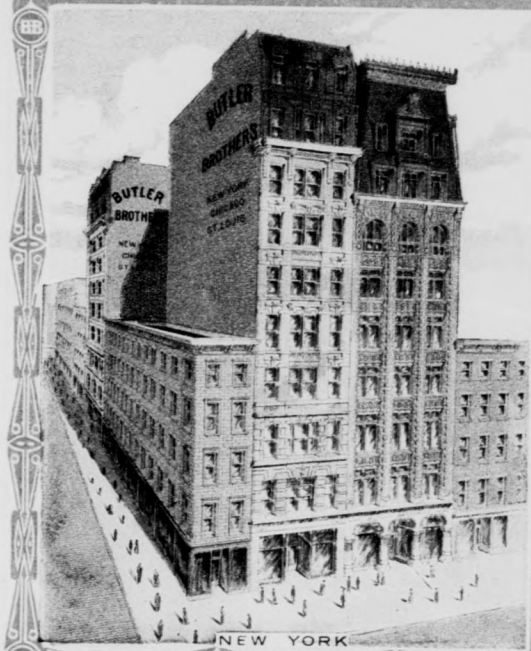
762 to 766 Spitzer Bldg.

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READY

Our new Spring catalogue—the most important issue of the half-year—will be ready by the time you can get a request for same back to us. If you do not obtain a copy, both of us will lose something: You more profit, we more outlet. Is not the catalogue that supplies business for the three great buildings shown below—that sells more goods than any other catalogue in print—that does the work of four hundred traveling salesmen—that is the ready reference book of tens of thousands of keen buyers—that is a wholesale department store on paper—worth asking for? You are welcome to a copy, free, if you will write for it. Shall we send you one? Write to our nearest house for catalogue J 457

FREE



BUTLER BROTHERS

NEW YORK

CHICAGO

ST. LOUIS

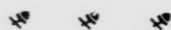
WE SELL AT WHOLESALE ONLY

A Little Story of a Large Success

In 1877 three young fellows from New England scraped together a few hundred dollars and started a little wholesale "notion" business in a 16x60 room on a back street in Boston.

In January, 1903, the firm that started in this modest way had grown to fill three great modern jobbing plants in as many different cities, of which one is the "the largest continuous wholesale premises in America," and the three together aggregating more than a million and a quarter square feet of floor area.

Those two paragraphs tell in brief the history of Butler Brothers.



The noteworthy feature of our success is that it has been won wholly through the medium of a catalogue, unhelped by even one traveling salesman.

Under the circumstances, have we not the right to suggest that our catalogue merits the close heed of all keen buyers—even of those who have learned that life is too short to scan *all* the printed matter that crowds one's mail box?

Let us tell you more in detail why we think you should have a copy of the issue which is now ready.

Our catalogue presents the completest and most varied line of merchandise ever shown by any one house.

Our catalogue sells more goods in a year than four hundred salesmen could sell. There *can* be no reason save that of better values, for at the same prices the man on the spot always gets the order.

Our catalogue is chock full of merchandise suggestions—goods that you can add to your present lines with profit and satisfaction.

Our catalogue is the standard, everyday reference of thousands of retail buyers in all parts of America. Why? You would not ask if you were familiar with its offerings.

Our catalogue is the recognized authority when retail stocks of merchandise are to be bought or sold. Why? Because buyers and sellers have learned that the prices it quotes may safely be taken without further investigation as the market's rock bottom.

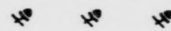
Our catalogue makes prices for America in a number of important lines—notably Tinware and Notions, in which lines this book is the accepted authority among buyers and sellers, wholesalers and retailers.

Our catalogue goes to two buyers out of three in the United States in general merchandise lines—to practically all of the larger ones. In less than two weeks after copies are printed its prices are studied by more buyers than could be reached by an army of road men.

Our catalogue is the only salesman sent out by a firm that sells more goods, uses more floor space for the conduct of its business and employs more people than any other wholesale house in the United States, with three and possibly four exceptions.

Our catalogue not only quotes net wholesale prices, but it *guarantees those prices*. We never advance a price until the issue of a new catalogue. If the market falls you get the benefit. If the market raises we take the loss.

Our catalogue has but ONE PRICE, but one set of terms. The price there printed is the price that goes. It is the price that every one of our hundred thousand customers pays.



Drop a line to our nearest house and if you are a merchant a copy of the new edition will go to you, free, by return mail. We will not send a copy to any one not a merchant for its weight in gold.

BUTLER BROTHERS

NEW YORK

CHICAGO

ST. LOUIS

WE SELL AT WHOLESALE ONLY

Odd Occupations For Women to Pursue.

Although but 19 years of age, Miss Agnes Lameson has complete charge of the Alto Pass, Ill., Progress. Her labors do not consist merely of telling others what work is to be done and how they shall go about it. She is not that sort of a newspaper woman, for she is a thorough printer and knows the business of conducting a country paper from A to Z.

Mrs. Mignonne Nicholson, of Chicago, has chosen for herself as a life calling, a profession seldom included among the possible opportunities for women. She is the only woman veterinary surgeon in the world. A New York woman once attempted to qualify herself in this direction, but failed to study more than a short time. No other woman, so far as known, has done work of this kind.

In France there are 15,319 women employed as gatekeepers at the railroad crossings. They get very small salaries, but the railroads provide each one with a house and small garden patch rent free. These women work every day in the year. They may not leave their posts for a day off even on Sundays and holidays, and their working days are from fifteen to eighteen hours long.

Anna Lawyer, a 17-year-old girl of Greenwood, a suburb of Philadelphia, comes to the front with the most peculiar moneymaking occupation on record. On the hills back of Greenwood rattlesnakes, vipers and racers abound. Her youthful training made her acquainted with habits and haunts of the reptiles, and now she is one of the most expert snake catchers in the country. Recently she made a big catch of rattlers and sold them at a handsome profit to Eastern dealers.

An important part of the craft of diamond cutting is now done almost exclusively by women. The first process of diamond splitting—that is, separating a large stone full of flaws into several flawless stones—is done by men. Women then handle the diamonds, which they round with little pearl-shaped tools tipped with diamonds, removing all angles. As some of the diamonds are so small that several hundred of them weigh less than a carat, the work is very hard on the eyes. The last process by which the stones are faceted is done by steam.

The strangest position filled by any woman in the country is probably that occupied by Mrs. Mary Preston Slosson, chaplain of the Wyoming penitentiary. For two years Mrs. Slosson has had charge of the moral and spiritual welfare of Wyoming's convicts. She has endeared herself to nearly 200 convicts, some of whom are notorious Western desperadoes with many murders on their heads, and such an effect has this slight little woman exerted over the men since her appointment that breaches of discipline have decreased nearly 50 per cent.

Women have taken up work in nearly every profession, but Cleveland probably has the only woman stationary engineer and fireman (or firewoman) in the United States. She has taken the place of her husband, recently deceased, and fills the position acceptably. She had often been her husband's right-hand man in his work, and so learned the ins and outs of his trade. The day after his death she went to the office of the building and asked for the position that had been her husband's. The owners of the building, knowing that the family was in poor circumstances and that the

woman, from her familiarity with the engine, was capable of holding the position, gave her the place at the same salary that had been earned by her husband. There is a janitor in the building who carries the coal, but the woman handles the shovel and does not shirk any task. She keeps the engine room as spotless as such a place can be, and the engine shines like a new piece of machinery.

In recent years women have engaged in many novel occupations, but perhaps not many would have the courage to follow the one chosen by Miss Emily L. Marden, of Milwaukee, Wis. This young lady is a full-fledged game buyer, and for this purpose travels extensively through the woods of the northern part of the State. A writer in the Chicago Chronicle tells of this young woman's achievement in this way: "For three months each year she goes from shipping point to shipping point, buying direct from the hunters when she can or from the dealers to whom the hunters bring the game they have killed. This has to be done as rapidly as possible and there is little rest or sleep for the young woman until she has gathered up a sufficient quantity to make it worth while to take the long and tiresome trip back to the city. Under the game laws no shipping is allowed and this means that every time a consignment of game reaches town some one with a hunter's license has brought it down from the North as personal baggage. With Miss Marden this personal baggage is at times excessive, and she has brought in at one trip as many as 2,000 birds which she had gathered up in the course of three or four days' travel through the woods."

The Squirrel Skin Craze.

The story of the sudden rise to popularity of squirrel skin in the world of dress this season is not generally known. It was brought about by the ingenuity of a Russian official.

For years and years certain Russian peasants in Siberia paid their taxes in squirrel skins. This being an old custom, the Czar's government did not care to cause hardship and breed discontent by changing it.

But there was little demand for Russian squirrel skins. The whole American trade took only 20,000 skins per annum at the low price of 12 cents each.

The skins accumulated in the Russian government warehouse in Siberia. There were millions upon millions of them piled up there.

The official in question, knowing that the skins were light in weight, soft and warm, decided, last year, to test the caprice of fashion in respect to them. He went over to Paris, called upon a famous dressmaker and persuaded him to use some of the skins.

The idea was a success. Paris set the pace. English society folk took up the fashion and fashionable Americans brought the squirrel skin craze across the water to this side.

The result in this country has been that in 1902 the United States imported nearly 5,000,000 squirrel skins at about 37 cents each wholesale, as against 20,000 at 12 cents each in 1901. The rest of the world was equally liberal. The great demand emptied the Siberian warehouses of Russian squirrel skins at a considerable profit.

Jorgensen & Son, Grant, dealers in dry goods, furnishings, shoes and groceries: We think the Michigan Tradesman is a very instructive paper and would not be without it.

About "Bright Spots"

"The Best or Nothing."

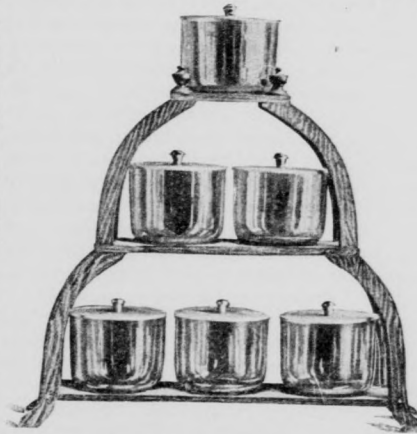
It will be a sunny day when you put Bright Spot Mantles on your counter. Our display box with a dozen mantles is irresistible. The Bright Spot Mantles sell on sight—because they are so bright—they don't shake to pieces either, with every jar. They outwear three ordinary mantles. Every customer of Bright Spots is a stayer—they always come back for more. There is a good deal in that. We handle all kinds of Welsbach supplies. Whatever you need write

Workman & Company,

93 Pearl Street, Grand Rapids, Michigan

Wholesale Dealers in Heating and Lighting Supplies, Iron Pipes, Brass Goods, Valves, Fittings, Etc.

FLINT GLASS DISPLAY JARS and Stands



Just what you want for displaying your fine stock of Preserves, Fruit, Pickles, Butter and Cheese. They increase trade wonderfully and give your store a neat appearance. We are the largest manufacturers of Flint Glass Display Jars in the world, and our jars are the only kind on the market and our prices are very low.

Order from your jobber or write for Catalogue and Price List.

The Kneeland
Crystal Creamery Co.,

72 Concord Street,
Lansing, Mich.

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



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

Wall Papers

Newest Designs

Picture Frame Mouldings

Newest Patterns

High Grade Paints and Oils

C. L. Harvey & Co.

Exclusively Retail

59 Monroe St., Grand Rapids, Mich.

HIGH PRESSURE METHODS.

Why So Many Merchants Break Down Prematurely.

Responsibility and high tension of life can not be escaped by him who lives intensely and aids in carrying on the business of the world. Much, however, may be done in many cases to reduce these burdens as age advances. Upon the first indication of failing powers, either mental or physical, the burden, as far as it is possible, should be lightened. One of the first means of attaining this end is by putting off the more distant and least manageable portions of the business. As far as possible the business should be brought within sight and reach. It is the outlying portions which are beyond personal supervision that cause the most worry. Cut them off and make the business more compact and manageable. Do not keep too many irons in the fire. The watching of each additional one demands additional concentration and adds to the mental tension. Work one or two fields well and obtain all they will yield, rather than half a dozen superficially. It will be far easier; you will live longer and accumulate as much in the end. "The one prudence in life is concentration; the one evil is dissipation." Many a man has dissipated his vital and mental powers by attempting to spread them over too much surface. Study your own capabilities, do not over-restrict them; but do not make radical changes nor undertake entirely new kinds of business after middle life. You may not fail, but success will be purchased at too great an expenditure of vital and nervous force to make it advisable.

Many Americans maintain a higher tension of life than is necessary. The delirious style of doing business is partially habit, but in some cases is done for effect. Men often keep themselves in a nervous state and do more rushing about than there is any necessity for. They keep themselves keyed up to such a pitch that they use up as much vital force in doing routine work and unimportant details as in negotiating great transactions. Like the yellow journals which print enormous headlines for the most trivial matters and work themselves into an excitement over commonplace events, they give undue importance to details and do everything at high pressure. These high pressure methods engender laxness in self-control. All this impairs the judgment and renders men capable of making mistakes and incapable of doing good work. It is a tremendous drain upon the vital power. Many a man helps to bring on a breakdown by living a life of unnecessary tension and using up his vital power through failure to control himself.

It is unwise for a man to assume so much business that he will be obliged to labor up to the full extent of his powers. There should be some allowance made for emergencies, when the business will suddenly be increased. Anxiety and worry are more exhausting to the physical powers than actual labor. They cause rapid anaemia and loss of flesh. When worry is added to responsibility and exhausting labor, the breaking-down point is brought many times nearer. It is a common experience of the physician to see business men go on without apparent difficulty until a period of panic and financial depression comes, and then break down at the time it is most important for them to be on duty with clear heads. It is an insane captain who loads his craft to the waterline because he is lying in a quiet harbor.

It requires no nautical skill to foretell the result when a storm comes on. But that is the risk that thousands of business and professional men are unnecessarily taking to-day. They are allowing no margin for bad weather. The millennium is not here and the age of panics and business depressions is not past.

A word may be said regarding certain classes of toilers who cannot change the conditions under which they are obliged to labor. They fill the subordinate positions in the great financial and business institutions. They are fixed in a wise and must perform the duties appertaining to their positions or resign. The duties in many instances can not be divided or materially lightened, but there are other cases in which the life of the subordinates might be made easier. The long struggle which has preceded the rise to positions of influence and power has the unfortunate effect upon men of some temperaments to burden and render the temper harsh. They are inclined to say that as they were obliged to struggle in their time, let the younger men now make the same experience. This is certainly not universal. But the experience of the medical practitioner leads him to think that there is a growing tendency to work to their uttermost the subordinate officials of financial and mercantile institutions, who carry heavy responsibilities and often handle large sums of money, and when they fail to keep up to the standard drop them and take younger men, to put them in turn through the same ordeal. The heads of these institutions have often come to their positions through great struggles. They should remember, however, that their success has been partly due to innate talent; that all men, even by the same labor, could not attain a like success.

Moreover, while opportunities are greater to-day than they have ever been before, and the rewards of success are larger, the wear and tear in attaining it have greatly increased in the last thirty years. Although there are more places, there are more applicants, and the struggle is more intense. Men will do more work in the same time if they are not held under too high tension. Over severity defeats its own objects. Prolonged labor without sufficient rest impairs the value of the laborer. The constant fear that any decrease of effectiveness will be followed by loss of position "gets on the nerves" and renders an employee less efficient. The best work cannot be done with overwrought nerves and under unremitting high tension.

Specialism is not confined to the professions. It is seen in all branches of business and among day laborers. The old-time merchant, whose ships returned laden with all the products of Europe and the East, is supplanted by the importer who buys a single class of goods. Even the department store is an apparent rather than a real exception to the rule. It is an aggregation of different branches of business, each under the supervision of trained specialists. Specialism has come to be a characteristic of modern life. But where specialism goes there goes the tendency to fall into a rut, and a rut is a very bad thing to fall into. "When a fellow begins to find out de rut he's in," remarks that young philosopher, Chimmie Fadden, "it's up to him to climb out. If he don't get a move on him, then the first thing he knows de rut is so deep he can't climb out, nobow; and dat queers

his nerve." It would be difficult to compress more truth into so little space. The only advice that could be added is a warning against getting into a rut in the first place. It is easier to keep out than to get out.—Floyd M. Crandall in World's Work.

Too Much of a Lottery.

Mr. Softleigh—I don't think I shall ever marry. Matrimony is too much of a lottery.

Miss Hardtack—I think you make a mistake in drawing that comparison.

Mr. Softleigh—But why?

Miss Hardtack—Don't you know that in a lottery there are always some prizes?

A great struggle arises in a woman's mind when she is asked what her new gown cost. She is always in doubt whether to cut the price in half and make you envy her the bargain or double it and make you envy her affluence.



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

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Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 18 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

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



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 Brand 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 factory printer's bill showing purchase thus made, which will be returned to the retailer with our handsome GIANT NAIL PULLER, all charges paid.

Eagle Lye Works, Milwaukee, Wisconsin

H. M. REYNOLDS ROOFING CO.

Grand Rapids, Michigan

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

30 YEARS SELLING DIRECT



We are the largest manufacturers of vehicles and harness in the world selling to consumers exclusively.

WE HAVE NO AGENTS

but ship anywhere for examination, guaranteeing safe delivery. You are out nothing if not satisfied. We make 100 styles of vehicles and 60 styles of harness.

Visitors are always welcome at our factory.



No. 444—Top Buggy with 14 in. Kelly Rubber Tires. \$12.50. As good as sells for \$15 more.

No. 327—Surrey. Price \$18. As good as sells for \$20 more.

ELKHART CARRIAGE & HARNESS MFG., CO. Elkhart, Ind.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

A Tribute to the Tireless Traveler of Trade.

In the present era of prosperity and progress the traveling salesman is a very important factor. It is largely through his efforts that the wheels of industry are kept constantly in motion. It is conservatively estimated that there are between 175,000 and 200,000 commercial travelers scattered over this broad land, and it is through them that the greatest share of our extensive trade is carried on. In their periodical trips they visit every city, town and hamlet of the country, and are thus enabled to form impressions and gain a knowledge of general business conditions that makes them trade barometers. As a class the commercial travelers are clever men, who rank far above the ordinary in intelligence and ability, and by constant contact with the commercial world are enabled to keep in close touch with the progress of the times.

Through the traveling salesman the merchant is kept well informed of the changing business conditions of the country and of new methods that are constantly being brought out. The progressive merchant values the ideas imparted by the observing traveling man, and his advice is often sought on matters of business policy. In the shoe business the salesman plays a very important part, and at no time in its history has he been a greater factor than at present. He is the medium through which his customer transacts business with his house, and he must serve both in an intelligent way. There is no position in business life where a man is

thrown so much on his own resources as that of the traveling salesman. To be successful he must gain the confidence of the buyer and be able to maintain it, and must also have the goods that will back him up. The measure of his success depends largely on his aptitude to take advantage of opportunities, and his ability to convince a customer that he has the "right goods." Many a good salesman has been handicapped by his line. There are salesmen who are stronger than their lines, and there are lines that are stronger than the men who sell them, but the salesman with a good line and the "right kind" of a house back of him is on the road to success, if he is the right kind of a man. Time was when the star salesman was the good fellow, but conditions have mightily changed. Competition has forced the buyer to take advantage of every possible opportunity, and the successful salesman of to-day must be a business man.

The trip of the traveling man is not all sunshine. It is one of ever changing conditions and varied in its successes; it is often tempered with difficulties and disappointments. The traveling man may plan well his trip, but he can not always carry out his plan. He learns, however, to take the bitter with the sweet, and tries always to put up a good front. He opens his trunk and spreads his samples many times in the course of a trip and hustles for orders. In some towns he gets them, in some he does not—we all have a few Jonah towns somewhere. Sometimes he sells a large bill, sometimes only a small one, but

they all count in the aggregate at the end of the trip.

The fact that "time is money" no one appreciates more than the traveling salesman, and as soon as business is finished in one town he says good-bye, packs his trunk and is off again to the next. A tiresome ride on the cars and the traveling man reaches his next stopping place. The bus lands him at the hotel, the bell boy or porter meets him and takes his grip, the genial hotel clerk gives him the glad hand, and hands out his mail. He looks eagerly for the letter from home, from wife, mother, daughter, sister, or some other loved one. If those at home could but see him at this time as he reads their letters, they would then realize how much happiness their missives can put into the road life of a traveling man.

One of the most pleasant features of our road life, and one we always look forward to with a great deal of pleasure is the meeting of our friends in the retail trade. In our business relations with our customers and those whom we visit, strong friendships are often formed, and many of us recall the pleasant hours we have spent through these friendly relations.

Those of us who have been on the road for a number of years have noted the passing of the old-time salesmen. There are not many of the "old boys" now left on the road. A few have accumulated wealth and have retired; some have drifted into other lines of business; some have fallen by the wayside, for the temptations of the road are great indeed. Others have passed away,

but there are still a few of the old boys left, who have kept pace with the times and changing conditions.

W. Harry Dudley.

"While waging war against microbes, the Board of Health ought to get after Bell telephone booths," said a traveling salesman last night. "There are more germs to the square inch in one of those cells than any place I ever got into. And the worst of it is, the germs are of all breeds. One person leaves the odor of some strong perfume, another of whisky, a third of bad tobacco, and so on through the whole list of scents that people carry around with them, and the result is that the atmosphere of the stuffy little dens is fetid enough to knock you down. There ought to be some way of ventilating these booths, but the owners of telephones seem to think the matter not worth their attention. Now and then you find the clerk in a drug store or hotel long headed enough to prop the door open after a customer has left, and occasionally to sprinkle the dens with some disinfectant, but this slight purification is not sufficient."

The love of woman, so necessary to the development of respectability in man, may be that of a mother, a sweetheart, a wife or a daughter. It is moral courage, the self-respect and the desire for true happiness that the love of a good woman contributes to a man's life. It is the beauty, the nourishment, the blessing of human sunshine on his welfare. Without it he lacks the stimulus that builds up character.



Annual Banquet of the Michigan Knights of the Grip in the Auditorium, Grand Rapids, Dec. 26, 1894.

Butter and Eggs

Observations by a Gotham Egg Man.

Referring to the changes in the egg rules recently made by the Egg Committee of the New York Mercantile Exchange it will be seen that the amount of loss permissible in fresh gathered firsts from May 31 to February 1 has been increased to 100 per cent. of the 1½ dozen loss permitted to pass at mark, provided the excess over 1½ dozen is allowed. Formerly the excess loss permitted was only 50 per cent. Thus under the old rule the maximum loss permitted on fresh gathered firsts to pass at mark, from May 31 to February 1, was 1½ dozen; and stock losing not more than 2½ dozen was a good delivery if the excess over 1½ dozen was allowed. Under the new rule, during that period, the requirement as to maximum loss is unchanged for sales strictly at mark, but stock that loses 3 dozen is a good delivery (if firsts in other respects), provided the excess over 1½ dozen is allowed. During the period from Feb. 1 to May 31 the requirement as to loss is unchanged—the maximum to pass at mark is 1 dozen loss, and no stock is a good delivery that loses more than 1½ dozen, all above 1 dozen to be allowed.

In regard to "storage packing," it will be observed that cork has been eliminated as a permissible packing in all goods sold under the rule. There has been a general objection to the use of cork for packing storage eggs; it does not hang together, shifts about in transportation, and often results in breakage, which is a fatal objection, especially when goods are to be stored. The preference for excelsior packing has led the Committee to require that packing for all stock to be sold "storage packed."

* * *

It was a most remarkable combination of conflicting conditions that prevailed last week in our egg market when, with the whole country covered with snow and temperatures in the egg-producing territory ranging from 10 deg. above to 10 deg. below zero we were getting receipts of eggs at the rate of about 80,000 cases per week. It was a combination of circumstances that had never before been met with to any such extreme extent and it was quite natural that prices should fluctuate rapidly under the conflicting influences.

When the extent of recent egg receipts at this point is considered the break in our market to 15c on February 13 must seem more reasonable to those who considered it as a foolish (or tricky and illegitimate) move. The excessive shipments in transit were, at that time, clearly indicated by the Western advices, while there was, of course, no knowledge whatever of the remarkable and unusual cold wave that developed soon after. Had the weather continued mild, or even moderately cold, it is certain now that with nearly 80,000 cases coming in the following week the 15c price would have been no lower than necessary to insure a holding of the surplus.

Of course the later recovery in prices made a chance for "I-told-you-so's" on the part of those who regarded the previous break unwarranted, but it should be remembered that when stocks are beyond consumptive demands prices must fall to a point where surplus will be willingly held and, with springtime receipts in February, and knowledge of very heavy supplies near at hand, it

would take a foolhardy speculator to operate largely on the chance of such a cold wave as actually visited the country last week, for he would miss it nine times out of ten.—N. Y. Produce Review.

Arbitrary Action of the Secretary of Agriculture.

The butter legislation that was hitched on to the oleomargarine law last spring has had a very serious effect upon the sale and relative value of renovated or process butter and of the farmers' butter from which it is made. How much of this effect is due to the law itself and how much to the regulations imposed under the law by the Department of Agriculture, it is hard to say, but it is reasonable to suppose that much of the injury to the standing of this commodity is due to the obnoxious character of the name by which the Agricultural Department has compelled its designation.

The product was originally known in the market as "process" butter; the term "renovated" was first ordered by certain State legislators whose object was to put the commodity under a ban as much as to protect the public from deception. There is no question that the name "renovated" as applied to a food product is offensive to consumers, and it may be shown that the suggestion of original foulness conveyed by the name is unjust to the product as now manufactured, especially when all of the raw material entering into its manufacture is subject to the inspection of Government agents.

Certainly it would seem that the term "process," to which the commodity is entitled by original usage, is sufficient to designate this product from butters made directly from milk and cream, and the use of this name in the branding would undoubtedly be less obnoxious to consumers than the term "renovated."

As to the right of the Agricultural Department to compel the use of the name "renovated," it would certainly seem that the Department had exceeded its legal authority under the law. The law invariably refers to the commodity in question as "process or renovated," and the provision as to branding says:

All process or renovated butter, and the packages containing the same, shall be marked with the words "Renovated Butter," or "Process Butter," and by such other marks, labels or brands and in such manner as may be prescribed by the Secretary of Agriculture.

It will be seen that no discretion is given to the Secretary of Agriculture as to branding "Renovated" or "Process," but only as to the manner of branding and the imposition of other marks, labels, etc. Under the wording of this law it seems clear that the Secretary of Agriculture has no right to deprive manufacturers of the use of the term "Process Butter," which is distinctly granted by the law.

That the Department should thus stretch its powers to the injury of this important dairy product is all the more strange when it is remembered that the butter from which process butter is made may be sold in its original state or mixed up and made approximately uniform by other processes without being branded at all.—N. Y. Produce Review.

How to Cook Husbands.

Some women keep their husbands constantly in hot water. Others let them freeze by their carelessness and indifference. Some keep them in a stew by irritating ways and words. Others roast them. Some keep them in pickle all their lives. Now, it is not to be sup-

posed that husbands will be good managed in this way; turnips wouldn't, onions wouldn't, cabbage heads wouldn't and husbands won't. But they are really delicious when properly treated.

It is better to have none unless you patiently learn to cook him. A preserving kettle of the finest porcelain is the best, but if you have nothing but an earthenware pipkin, it will do with care.

Tie him to the kettle with a strong cord called Comfort, as the kind called Duty is apt to be weak. They sometimes fly out of the kettle and become burned and crusty on the edges, since, like crabs and oysters, you have to cook them alive. Elizabeth Worthington.

Bringing a boy up to think that he must be paid for everything he does is just the way to make him an exceedingly selfish man. Have you done that way?

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.

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.

Fresh Eggs

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

Butter

I always
want it.

E. F. Dudley
Owosso, 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 std. Fancy Moulds,
per lb. 15 c
20 to 30 moulds to pound.
100 lb. Cases, 26 oz. bars, per lb. 9½ c
60 lb. Cases, 26 oz. bars, per lb. 10 c
100 lb. Cases, 13 oz. bars, per lb. 10 c
60 lb. Cases, 13 oz. bars, per lb. 10½ c

Pure Maple Syrup

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

Mail Orders Solicited. Goods Guaranteed.

Grand Rapids, Michigan

The New York Market

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

New York, Feb. 28.—There have been only about twenty days in this month that could be counted as good business days, and no one will be sorry that the four weeks have gone. At the close we find conditions very favorable among jobbers generally. Not only are the grocers busy, but dry goods men, hardwaremen, dealers in boots and shoes—all are piling up stacks of boxes on the sidewalks marked to every part of the world. There is not a cloud on the business sky and for the remainder of the year it will be safe to bet on busy stores.

The fore part of the week saw a dull coffee market, but within a day or so matters have taken a turn for the better. More favorable advices have come from Europe and an advance in package coffees, coupled with a most excellent demand for the same, has given a stronger tone all around. True, the statistical position remains the same—in favor of the buyer—but next week we may have another side to report. Just now an advance of about $\frac{1}{4}$ @ $\frac{1}{2}$ c is to be noted for Rio, No. 7 in an invoice way and at the close the quotation is $5\frac{1}{2}$ @ 6c. In store and afloat there are 2,652,060 bags, against 2,413,367 bags at the same time last year. Mild coffees are very quiet and buyers are awaiting new developments. Prices are steadily held and Good Cutcuta is worth $9\frac{1}{2}$ @ 10c. Only an everyday business is being done in East India goods.

Within a week or so London has been buying teas from this port and at this writing it is said that some very good-sized lots are under negotiation—from 15,000 to 20,000 packages of Congous. As a consequence the market for this particular grade is firm and in sympathy therewith the whole situation is very firm. The home demand continues very satisfactory and, with small offerings, the market is very decidedly on the side of the seller.

The actual demand for sugars is light. Hardly anything has been done in the way of new business, while under old contracts small amounts have been moved. The situation is a good deal mixed as to quotations and it is hard to tell when one has really obtained bottom quotations. Raw sugars are firm. Full values are obtained for rice and the market generally shows more life than for some time, orders coming in in a very satisfactory manner and from many different sections. Quotations show no change, but the tendency is to a higher plane.

Pepper retains its recently-acquired strength and buyers seem to appreciate the fact that it is as good a time to buy as they will have, so they are sending in some pretty good orders. Nutmegs are well sustained, too; but, aside from these two articles, the situation is rather sluggish and buyers show no interest.

While supplies of desirable stocks of New Orleans molasses are not at all excessive, there is seemingly enough to meet current requirements and prices certainly no stronger than a week ago. Most of the small amount of business going on is of withdrawals under old contracts and hardly anything is going forward in new business. Syrups are in light supply and the market closes firm.

In canned goods there is nothing doing. In tomatoes little interest, either in spot or future goods, is manifested and the week closes with no particular change in quotations. Corn is the firmest article on the list and sellers make no concession. Maine corn is quotable at \$1.30 @ 1.35.

Dried fruit jobbers tell of a pretty good trade during the week in Pacific coast prunes, but, aside from this, the situation lacks life and neither buyer nor seller seems to be interested. Stocks of raisins are becoming pretty well reduced and by the time new stock reaches us there will be a favorable situation.

There is a firm feeling for the best grades of butter and, although arrivals show some enlargement, the demand has been sufficiently active to keep the mar-

ket pretty well cleaned up at 28 @ 28 $\frac{1}{2}$ c. Seconds to firsts, 22 @ 27 c; imitation creamery, 17 @ 20 c; Western factory fresh, 15 @ 16 c; renovated, 15 @ 18 $\frac{1}{2}$ c; rolls, 14 @ 15 c.

Cheese prices show no change. There has been a pretty good demand and the market is fairly well cleaned up. Full cream, 14 $\frac{1}{2}$ c.

Receipts of eggs have been rather more liberal and the supply on hand is now so large that quotations are rather easy. Advices indicate less stock to come next week, but, even so, the supply here is sufficient to prevent any great advance. Western fresh gathered, firsts, 16 c; seconds, 15 c and from this down to 12 @ 13 c for refrigerators.

Humble Onion Is Coming to Its Own.

The onion is rapidly coming into favor on the tables of all classes of citizens, as its many virtues are becoming known. "It is undoubtedly the earth's best product," said a leading produce dealer the other day. "It is a medicine, it is a food and it is a narcotic."

"I used to be troubled with insomnia. My doctor, an osteopod, said: 'Eat a raw onion with a slice of bread every night before retiring.' I did so. I peeled the onion, I put salt on it and I devoured it with delight, for it was good. I never had insomnia thereafter. Decidedly and indubitably, a raw onion taken each night will cure the most obstinate and long-standing cases of this disorder."

"The onion will also draw the poison out of a snake bite. If you are ever bitten by a snake cut an onion in half and apply it to the wound. The poison will be drawn forth into the onion, which will first turn green, then yellow and then black. In the same way, too, for the bite of a cat or a dog the application of an onion is a good thing."

"Onions as a food are most nutritious. The lentil comes first of all in this respect, then peas and then the onion."

"As a seasoning the onion is as universal and as necessary almost as salt. Soups, sauces, fillings, ragouts, hardly a dish of the unsweetened sort would be palatable but for the humble onion."

"If the onion cost about \$1 the world would appreciate it; poems would be written in its praises. Because it costs less than a cent its virtues remain unsung."

Daylight Turns It Into Indelible Ink.

A sensation was caused a year or two ago by the appearance one morning of an enormous advertisement of certain pills upon the white pavement outside a public building in Sydney, New South Wales. The mystery was how it got there. It consisted of a sentence of about a dozen words in large black capital letters. It must have taken at least an hour to write, yet the watchman testified that no one had been on the spot during the night, while the pavement had been perfectly clean the day before. In fact, he said, it had been scrubbed that afternoon.

An attempt to wash away the inscription ended in failure, and eventually it had to be removed by sand blast at a very considerable expense. It was not until some time afterward that the secret of this mysterious advertisement was divulged. It appears that the man employed to do the scrubbing had written it. He had used a colorless solution of nitrate of silver, which had only developed into blackness when thoroughly dry.

The top is not crowded, but the way to the top is one great hurdle race of difficulty.

The Boys Behind the Counter.

Adrian—Fred Wilber, who has been one of the clerical force at Barnett's clothing store has severed his connection with that firm to take a similar position in Wesley's clothing house.

Battle Creek—Harry Raynor has resigned his position with M. Maas and gone to Bangor, where he will manage J. P. Ryan's general merchandise and men's furnishing house.

Hillsdale—W. H. Woodward, formerly of this city, now of Toledo, has taken the position of manager of the Whitney Currier piano store in this city.

Ludington—Frank Cunningham, Jr., has taken a position as clerk in Bradl's hardware store.

Allegan—C. W. Parish will go to Saugatuck to take charge of the branch drug store Thompson & Grice are preparing to open in that village. Mr.

Parish has been with the firm several months.

Traverse City—W. E. Wilson has been engaged by Chas. Rosenthal to take charge of the furniture department of the Boston store.

They Save Time



Trouble
Cash

Get Our Latest Prices.

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 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?

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

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

SEEDS

We handle a full line and carry the largest stocks in Western Michigan
All orders promptly filled. We never overcharge.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

SEEDS

Timothy and Clover. Send us your orders.

MOSELEY BROS., GRAND RAPIDS, MICH.

How an Apple Is Made.

Many people take things as they find them, without questioning or investigating. We admire the apple blossoms in the early spring, but how many of us know and can name the different parts of the flower or explain the transformations going on between the different organisms of the new-born fruit?

When the fruit bud of an apple tree opens it discloses five or six blossom buds. The center one is the strongest and first to open. These blossoms do not all develop fruit, and too often none of them do. Several of them generally make little apples, however, although most of these drop from the tree before attaining any considerable size. This may be caused by lack of vitality or some other cause.

As the outer green portion of a blossom opens the calyx turns backward. The leaves of the calyx, called sepals, may be seen at the blossom end of a ripe apple. The stamens are little thread-like organs in the center of the flower. Each is tipped with a minute sac containing a small quantity of very fine yellow powder. This powder is called pollen, and plays a very important part in the birth of the apple, as we shall see later.

The pistil is located in the very center of the stamens. It is composed of five green threads, called styles, which unite at the base. The enlarged tip of the style is called the stigma or stigmatic surface.

The part which develops into the apple is the small green bulb underneath the flower. It is called the ovary, and contains within it five little cells. These cells are called ovules, and if properly fertilized they develop into seeds.

Having studied the structure of the blossom, we are ready to observe the birth of an apple. This act is called fertilization. When the proper stage of development is reached, the stigmatic surface of the styles becomes covered with a sticky substance which the pistil exudes. This is to catch and hold the pollen, which is released from the little sacs on the outer ends of the stamens.

This transfer of pollen may be caused by the wind for insects, or it may fall of its own weight when the tree is shaken by the wind. When it falls on the same flowers or the flowers of the same tree the fruit is said to be self-fertilized. When it helps fertilize the blossoms of another variety cross-fertilization is said to have taken place. Nature abhors self-fertilization, and most varieties do better if they receive the pollen of another variety.

We left the pollen lying on the stigmatic surface of the pistil. In a few hours it sends a minute tube down through each style until it reaches the ovules. Through these tubes there passes a substance which causes the ovules to grow into seeds and the surrounding ovary to develop into an apple. The union of pollen with ovules is the real act of fertilization and is the time when the apple is born.

Each of the five cells in the ovary contains two ovules, but they do not always develop into seeds, owing to imperfect fertilization. Cut an apple open, and if it has been perfectly developed you will find a star-shape cavity in the center. This is divided into five cavities, each containing two seeds. If the act of fertilization was imperfect some of the cavities will be closed and without seeds.

If the ovules have been fertilized with

pollen from another variety and the resultant seeds are planted, the fruit which this seedling tree will bear will partake more or less of the characteristics of each variety. This is why one can never tell what kind of fruit a seedling will bear. The general tendency seems to be toward deterioration, as seedling fruits are generally inferior to the parents.

B. H. Burnhill.

A Newspaper Man's Opinion of Butchers.

I have made a study of butchers. Having a fondness for choice cuts, and a purse that is no longer than your arm, and not so heavy that it takes a derrick to lift it, I have tried the different varieties of the article in all their moods and tenses, and I think I know as much as the next man and most women about the genus. Broadly speaking, the butcher may be divided into three classes—the high-priced, fashionable butcher; the moderate obligato meat cutter, who deals directly with his customers, as a rule, and the Cheap John or bargain-promising butcher. Being charitably disposed toward all men, I say, let those who think they know more tricks than the person who offers to sell you meat at less than wholesale prices, patronize the shops with the many labels in the window. My arithmetic is not speedy enough to keep pace with them. Sleight of hand is slow compared with what goes on within.

The fashionable butcher is a mighty fine fellow, if you happen to belong to the don't care class in the matter of cost. He buys prize steers and South Down sheep. He runs long accounts. He is accustomed to great losses from fashionable people who think it unfashionable to pay their debts. You, if you are honest, pay those losses. And very often you find that while you are getting the meat of prize animals, it is fashionable Bad Pay who gets the choice cuts. You get left. He receives the big tenderloin cut; you get the cold shoulder. And so, by the course of long experience and repeated tests, I have found that the fashionable butcher is not the one for me.

Where do I find the honest butcher whom I like? On a quiet street, where the trolley cars do not run. Yes, and oftentimes in a neighborhood where there are many children at play on the asphalt and where many of the customers are women with shawls thrown over head, or bare white arms fresh from the washtub.

Hearty Vote of Thanks.

Kalamazoo, Feb. 17.—At the last regular meeting of the Kalamazoo Retail Grocers and Meat Dealers' Association a very hearty vote of thanks was extended you for your able paper and for your presence at our annual banquet, which is always an inspiration to us all. This, I appreciate, is very poor pay, but since you will not accept any more, you will have to charge up the deficiency to your own obstinacy in not accepting our hospitality when tendered. Again thanking you for your kindly interest in our Association, I enclose you \$1, for which please send me the Tradesman for one-seventeenth of the time you have leased your new quarters, in which I trust continued success awaits you.

H. R. VanBochove, Sec'y.

We do not believe a general advertisement ever does anybody any good. The trouble with it is at the root of the whole system of advertising—you can not get up enthusiasm about a "general line of dry goods and merchandise." If you have no interest to infuse into the advertisement, of course it won't have any for the casual reader—and it won't be read.

**Hay and Straw Wanted Quick**

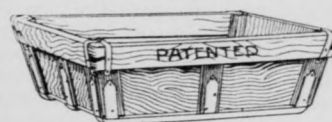
In any quantity. Let us know what you have and we will quote prices for same F. O. B. your city. Extensive jobbers in

PATENT STEEL WIRE BALE TIES

Prices guaranteed. Write for price list.

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

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

**Delivery and Display Baskets**

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

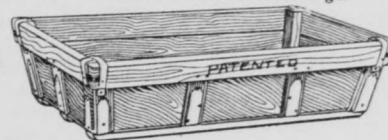
1/2 bushel size.....\$2.50 per dozen
3/4 bushel size.....3.00 per dozen
1 bushel size.....3.50 per dozen

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

Manufactured by

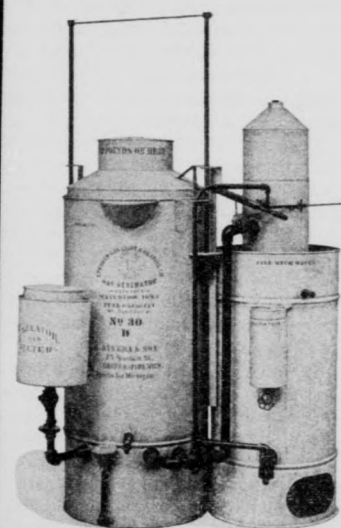
Wilcox Brothers

Cadillac, Mich.

**WHOLESALE OYSTERS**

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

DETTENTHALER MARKET, Grand Rapids, Mich.

**Put Out the Smoky Lamps**

Be up to date and light your store and dwelling with

Acetylene Gas

We can sell you a generator that will last you a lifetime—never clogs up—always ready—it makes maximum light at minimum cost.

Acetylene Gas is the nearest thing to sunlight—every ray is a pure white light—it burns steady, needs no mantles or extra fittings and will not sputter.

Let us tell you about prices. Special inducements now.

R. Dykema & Son, 25 Fountain St., Grand Rapids, Mich.

SPORTING GOODS.

Their Value as a Side Line to the General Dealer.

Written for the Tradesman.

Some time ago when the ping pong movement was at its beginning, the writer said something about a ping pong window, suggesting that the attention of the passing public be called to the game by an actual exhibition of the then new and faddish pastime.

Either great minds run in the same channel, or a certain dealer saw the suggestion; for I have observed an actual ping pong window, with a table and all the implements of torture which go to make up the popular game. It is so situated that the ping pong fiend who frequents the place may now and then indulge in a set, and this, while pleasing the ping pong fiend aforesaid, also attracts the attention of the passerby and thus serves a double purpose in affording pleasure to the ping pong player and interesting the public. The dealer is incidentally booming the ping pong business. I do not question that many actual sales could be traced to this novel feature of the store.

This is by way of preface to a few remarks concerning the handling of sporting goods. They are not intended merely for the sporting goods man alone, but rather of the man who handles sporting goods as a side line in a much more general stock. Only cities of very fair population will support a store given up to sporting goods exclusively, but many dealers handle this line without appreciating its possibilities or bringing it properly to the attention of the buying public. There is a fair profit on sporting goods and they are easy to sell. They are also not a risky stock to carry.

Sporting goods are easy to sell because the follower of sport is generally a crank on the subject. The bowler, for instance, must have his own finger-ball of just the proper weight to suit his own delivery and the shoes which will give him a firm footing. The golf player thinks as tenderly of his brassie and other things with titles of pure Scotch flavor as the naturalist does of his rare bugs, or the art connoisseur of his choice pictures. The bicycle rider, while not as numerous or conspicuous perhaps as in years gone by, still longs for the most up-to-date attachments for his wheel, and the automobilist, a somewhat new factor, also has his hobbies which must be satisfied. These are things in which the great bulk of the people feel a strong interest. In lesser number perhaps are the football and baseball players, but they are equally fastidious.

In the selling of sporting goods, it is a simple fact that, if one attracts the cranks, he will get the trade of the others who are interested in certain sports to a less degree. It may be said as an argument against the pushing of these goods as a side line that the goods are seasonable but for a brief time, but this class of goods as an entirety is always seasonable.

With winter come scores of such indoor amusements as cards, ping pong and table and parlor games. In the spring comes the small boy with his marbles, and this small trade, by the way, is something not to be despised. The profits are not so large, because the sales are small, but it is interesting the rising generation in your store, and if you expect to be in business twenty years from now, you may be building for the future in attracting the small boy to your establishment. With the summer

come golf and baseball, tennis and aquatic sports. These will require not only the paraphernalia of the sports, but sweaters and all the things that go to make up the proper uniform. The golf trade is particularly attractive because the season is long. The golf player is on the links early and he stays until the cold blasts of November drive him indoors. In the fall comes football, from which some trade is also derived.

It is true that tastes and styles in sports and sporting goods change quite frequently, but these things can be gauged by the intelligent dealer and there is little danger of unsalable stock being left on his hands. There are always a few people who stick to old ideas and old equipment and a line of sporting goods will compare very favorably with other lines as moving stock.

Just now card amusements enjoy full sway and the druggist and any dealer having this stock can do much to catch this trade and thereby undoubtedly attract other trade to his store. Try a card window sometime, for you are undoubtedly a window trimmer. Every progressive merchant in this day utilizes his windows to the largest possible degree. A card display admits of most attractive treatment. A large display may be made with a small quantity of cards and the opening of a few packs will make a window which will attract the attention of every card player. One thing that will draw attention is a display of sample hands. Many people remember the famous advertisement which attracted much comment some years ago. It was a picture representing two poker hands. Under the first were the words, "What Anna Held," and the other was, "What John Drew." A chewing gum concern utilized the card idea with excellent effect.

Other cards should not be displayed when this idea is carried out. The display is simply made by exhibiting in the window anywhere from two to a half dozen sample hands, to be backed, for instance, by a card conspicuously displayed bearing the question: "Which Hand Would You Rather Hold?" or something similar. The poker player will seize this window with avidity and it is not improbable that you will find two or more poker players indulging in a discussion as to which is the better hand to draw to. Of course you will have to know something about poker yourself, but it will not be advisable to glean the knowledge by actual experience in the game, unless you have that experience already. Information gathered in this way is apt to prove costly. If you are not a poker player, you can readily enlist the sympathy and assistance of some one who is.

You can follow a similar method when you arrange your euchre window, your pedro window, your whist window and similar displays. If you are to utilize this idea, the hands will have to be changed quite frequently. You may be able to start some inexpensive prize contests which will further call attention to your large, complete and excellent stock of playing cards.

It must not be drawn from this that you are to shove all the other goods in the store into the wareroom and go into the playing card business exclusively. This is merely a suggestion of a method to call attention to one small feature of your stock. It is presumed that you are constantly on the lookout for similar ideas to apply to other kinds of goods which you have to sell and which you can only sell by attracting public attention to them.

Charles Frederick.

Cheap as Dirt, Almost

50,000

DUPLICATE ORDER SLIPS

Only 25 Cents per Thousand

Half original, half duplicate, or all original as desired.
Larger quantities proportionately cheaper.

THE SIMPLE ACCOUNT FILE CO.

500 Whittlesey St., Fremont, Ohio



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.



"The Perfect Wheat Food"

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

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

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



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.

Cadillac News: Fred W. Craig has been engaged to represent the Rybold cigar factory on the road.

Augusta Beacon: M. M. Malory, of Grand Rapids, has been engaged by the Hibbard Food Co. as traveling salesman.

Harry Andrews, who has been clerking in the drug store of E. C. Bacon, of Lansing, has engaged to cover the Upper Peninsula for Northrop, Robertson & Carrier.

Owosso Press: Orville R. Angell has gone to Saginaw, where he will spend a couple of weeks in the wholesale store of Phipps, Penoyer & Co., after which he will become traveling salesman for the house.

Corunna Independent: W. J. Simeon has resigned his position as book-keeper for the U. S. Robe Company and will leave about the first of March for Wisconsin, where he will sell the products of the company.

Petoskey Record: Flint R. Aniba, traveling salesman for the G. J. Johnson Cigar Co., of Grand Rapids, with his wife, is stopping at the Imperial. Mr. Aniba recently engaged to cover Northern Michigan and will make Petoskey his headquarters.

Hillsdale Standard: Five salesmen for the Worthing & Alger Co. started out last week, W. C. Fisk, L. D. Woodworth, Calvin P. Morse, B. E. Cook and George E. Howard. Their trips embrace a large territory through the West, also New York and the Northeastern States.

Cornelius Crawford doctored up his Louis C. the other day so that he made a quarter mile on the ice at Reed's Lake in 31 1/4 seconds, which the owner claims beats the ice record in Michigan. The nag has a record of 2:18 1/4 on the race track—under the skillful manipulation of his owner.

Muskegon News: W. H. Vaughan, traveling representative of Henry Thayer & Co., manufacturing chemists, of Boston, has taken temporary charge of the Union Depot Pharmacy on account of the illness of the proprietor, W. D. Lyman, who is confined to his bed with a severe attack of the grip.

John C. Fenimore, founder of the order of United Commercial Travelers, died at his home in Columbus Feb. 27, aged 55 years. He was the author of the ritual and working plans of the organization and was Supreme Counselor for several years. His death was the result of pneumonia after a week's illness.

The Boys Behind the Counter.

Battle Creek—Frederick Z. Robbins has taken the management of the grocery department of the Battle Creek Creamery Co.

Hillsdale—Charles Chapple, who has been clerking for G. J. Kline for the past few years, has gone to Toledo to clerk in Lamson's dry goods store.

Traverse City—E. E. Moore, formerly of Grand Rapids, and a long time employed in Wurzburg's dry goods store, has taken the position of manager and

buyer for the silk and dress goods department in E. Wilhelm's new store.

Petoskey—Miss Hilga Sudeberg has taken the position of book-keeper for Darling & Beahan.

Saugatuck—C. W. Parish is manager of Thompson & Brice's new drug store here.

Owosso—Chas. W. Parker, who has been connected with the West Side grocery, has taken a position with the sugar beet company as store-keeper.

Frankfort—M. T. Kartcher, of Lake Odessa, has taken a situation as prescription clerk at Collin's drug store.

Port Huron—Charles M. Gleason will manage the store of Partridge & Blackwell on Huron avenue.

Allegan—Arnold Weir, who has been with the John C. Stein Co. for some time past, has secured a position in Gilmore Bros.' department store in Kalamazoo, and will leave to resume his new duties soon.

Stanton—Otto Swanton, who for several years has been the pharmacist in the drug department of the E. D. Hawley Co. store, has resigned his position and gone to Midland, the home of his parents. Mr. Swanton's father is very ill, with no hopes of recovery, and, wishing to be at home and not knowing how long he might be needed there, he decided to give up his position. He will be succeeded by Edward L. Stevenson, who has lately been located at St. Charles.

Plan a More Perfect Organization.

Kalamazoo, March 3—In response to an urgent appeal, mailed to every member of the Kalamazoo Retail Grocers and Meat Dealers' Association, we had a very enthusiastic meeting Monday evening, fifty-three merchants being present. Among other business conducted, there were two committees appointed—one to confer with the labor unions to dispute the accusation made against the Association in regard to its being a trust and also to petition them not to endorse the selling of groceries and meats from wagons stationed on street corners, and the other to investigate the merits of a city market.

At the close of the meeting we held an auction sale of the unused premiums of our last summer's celebration, which afforded much amusement. A smoker was also one of the features of the evening, the cigars being donated by the Kalamazoo Cold Storage Co. and Clark-Jewell-Wells Co., of Grand Rapids.

The enclosed circular letter explains itself. We are looking forward to a large attendance and an interesting meeting:

The circular letter referred to is as follows:

Kalamazoo, March 3—The active workers of our Association were greatly pleased over the attendance and interest shown at our last regular meeting and trust that the same spirit will continue. There is nothing that will bring our trade to a higher and better condition than our organization and your non-attendance at its meetings hinders and kills its work.

Do you want the peddler and street merchant to share part of your burdens as a taxpayer?

Do you wish to see your brother merchant live above petty strife and jealousy?

Do you wish to know whom you can trust with safety?

To obtain these things and similar ones, it will be necessary to attend our regular meetings.

Members who are really in earnest and who know the great good to be derived from concerted effort should devote a little of their time to "missionary work." Visit your brother merchants and get them interested in the work. Make any suggestions freely to the officers and they will act on such as are of the greatest good to all concerned.

It was especially gratifying to see our brother meat dealers turn out in such

numbers at our last regular, and we trust that they will continue to come, so that a good share of the time will be put in for their benefit. Our next regular meeting will be of great interest to the meat dealers and it is to be hoped that they will be on hand in large numbers.

There is a great work ahead of us and, instead of endeavoring to undermine our competitors, let us look forward to elevating ourselves and our business. You are requested to attend our next regular meeting at our hall in the Auditorium, Monday, March 9, to further the plans of a more perfect organization.

H. J. Schaberg, Sec'y.

The Grain Market.

Wheat seems to be flat and traders have apparently lost interest. Exports for certain causes have been of a diminutive character, while receipts at initial points have been of good size. The visible showed a fair decrease of 1,147,000 bushels, but all this did not help prices any. The bear element in Chicago is very large and Argentine has been coming along with good-sized exports of from 1,000,000 to 2,000,000 bushels per week, all of which made a dull market, at least for the present. Prices are about 1c lower for futures than last week. The weather also has an influence on the wheat market and, should present favorable weather conditions continue, prices will hardly go any higher. We are looking for a dragging market for some time yet. As has been stated the car famine also has something to do with this sluggish market. Report also has it that France is re-selling the wheat that she purchased a few weeks ago. Everyone is at sea as regards prices, as there is no leader, either on the bull or the bear side, so we will have to look for other events to turn up for the traders to take an interest in wheat.

Interest in corn has continued and prices have loomed up in futures, as May corn went up fully 2c more than a week ago, while cash corn seems cheap, as elevator men can purchase same and sell May against it and realize a good margin. Friends of corn contend that the Government crop report was largely overestimated and look for higher prices. Some claim that corn before long will sell from 55@60c. It may go there, but we doubt it, especially as wheat is so low.

Oats seem to be controlled by the corn market. Prices are held up fairly well, although lots of oats are coming out. The visible increased fully 800,000 bushels during the week. However, we still think prices are high for that cereal and a longer range will before long prevail. May oats at 35 3/4c are rather high, especially as the crop was large.

Rye is about the same. A feeble

effort was made to advance the price 1/4c per bushel, but it did not last. The market seems to be flat. Prices are about 45c for a choice article.

Beans have receded about 5c. They are too high yet and not many are changing hands. As before stated, dealers are very conservative. They will leave them alone only as far as they can dispose of them for prompt delivery.

Flour is doing nicely. Prices are held firm, with an upward tendency. The millers are bothered getting cars and the scarcity may necessitate shutting down some mills, as the railroad warehouses are full of merchandise, which prevents flour being stored. We look for navigation to open to afford release.

Mill feed is as firm as ever. Prices are well sustained and the demand seems to be more than the supply. The fact is, we are getting to be somewhat of a dairy country, which calls for a large amount of mill feed. Bran is quoted at \$20 per ton; middlings (common), \$22; fine middlings, \$23.

Receipts during the week have been as follows: wheat, 64 cars; corn, 3 cars; oats, 15 cars; flour, 4 cars; potatoes, 1 car.

For the month of February the receipts were as follows: wheat, 193 cars; corn, 10 cars; oats, 29 cars; rye, 2 cars; flour, 9 cars; bran, 1 car; beans, 3 cars; hay, 1 car; potatoes, 27 cars—rather small receipts.

Mills are paying 73c for No. 2 red and 69c for No. 3 red.

C. G. A. Voigt.

No name has been decided upon for the new \$200,000 banking institution which will occupy the corner so long occupied by the Fourth National Bank. Some of the stockholders urge the adoption of the Furniture City State Bank, while others are pressing the Commercial and Savings Bank. The directors, so far as decided upon, will be E. G. Maxwell, Chas. B. Kelsey, Moses Taggart, Wm. D. Weaver, Wm. T. Hess and Marcus Frost.

Traverse City—W. E. Wilson, for five years with J. W. Slater's house furnishing store, has bought an interest in the business of the Grand Rapids Furniture Co. and will take the management of the store.

The Warwick

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

A. B. GARDNER, Manager.

KEEP YOUR NAME UP

by using

Eelskin Weatherproof Signs

These signs are 6 x 18 inches, printed on heavy cardboard, in permanent gloss inks, and coated both sides with paraffine wax.

108 Designs in Stock.

Send for catalogue and sample.

The Walker Lithographing & Printing Co.

Dayton, Ohio.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
WIRT P. DOTY, Detroit - Dec. 31, 1903
CLARENCE B. STODDARD, Monroe - Dec. 31, 1904
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac - Dec. 31, 1906
HENRY HEIM, Saginaw - Dec. 31, 1907
President, HENRY HEIM, Saginaw.
Secretary, JOHN D. MUIR, Grand Rapids.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Changes in Tinctures.

At a meeting of the section on pharmacy and pharmacognosy of the German Association of Scientists and Physicians held in Carlsbad, Dr. Firbas read a lengthy article on changes which occur in tinctures and their causes. It was remarked that every practical pharmacist knows that many tinctures become altered in color, that tinctures which, when fresh, are bright green, due to chlorophyll, change in the course of time, especially in sunlight, to brownish green with the formation of a precipitate and that the acidity of tinctures which is slight at first becomes more marked. These changes are due in part to the action of light and air, but mainly to the action of oxydases which are ferments of the nature of enzymes (pepsin, etc.). It has been discovered by Bourquelot and others that these ferments are present on the surface of all vegetable substances and to avoid changes in the tinctures from this cause, the ferment should be destroyed.

In the case of tinctures made by maceration it is simply necessary to use the alcohol hot. In the case of tinctures made by percolation, the best procedure is to place the vessel in boiling water for an hour. Not all percolation tinctures require this treatment, but only such as give the blue reaction with tincture of guaiac resin. The tincture to be tested is mixed with water and then some tincture of guaiac added. This will show the class of oxydases known as aeroxysdases, but the presence of an aeroxysdase will not be revealed until there is the further addition of oatmeal or barleymeal decoction. Bourquelot thinks these oxydases are responsible for the conversion of chlorophyll and astringent principles in tinctures with reddish or brown colored substances and precipitates. It was observed by Dr. Firbas that the heating of the tincture as above described oftentimes, although not always, prevented increase of acidity.

The tincture of guaiac for the test mentioned above should not be too old; it should be prepared from resin as free as possible from woody matter, and it should be preserved in dark or in amber bottles. A strength of about 3 to 5 per cent. is sufficient.

Dispensing Compressed Tablets.

The dispensing of compressed tablets has hitherto been performed on similar lines to the dispensing of pills, different methods of procedure being resorted to, according to the nature of the materials to be compressed. Moreover, it has not heretofore been practicable to dispense certain substances in tablet form. But White and Robinson now show that a general excipient for the

purpose can be prepared by mixing one part of oil of theobroma with three parts of starch powder.

This excipient must be added to the material to be compressed in such quantities that the mixture contains from 5 to 10 per cent. of oil of theobroma, and it is found that without any other preparation the material is thus rendered fit to be compressed into tablets without the dampening, sifting and drying incidental to the method of granulation, while lubrication of the molds and dies during compression is rendered unnecessary. Substances which could not be compressed satisfactorily by the ordinary methods can be made into tablets quite readily by the use of this excipient with the ease and simplicity of dispensing pills, and the tablet thus prepared may readily be crushed to powder between the fingers, while they disintegrate rapidly in water at the temperature of the body.

The Drug Market.

Opium—Is very firm at the advance and higher prices are looked for.

Morphine—Has advanced 10c on account of higher price for opium.

Quinine—Has advanced 2c on account of higher prices for bark paid at Amsterdam on Thursday last. It is thought that advance would have been 2c more. The article is very firm and another advance is predicted.

Menthol—Has declined 25c per lb.

Rochelle Salts and Seidlitz Mixture—Have advanced and are tending higher.

Prickly Ash Bark—Is very scarce and has advanced.

Oil Sassafras—Is very scarce and has advanced.

Gum Camphor—The consuming season is now at hand and it is very firm and tending higher.

Short Buchu Leaves—Are very firm at present. New crop will soon be in and prices will be lower.

Canary Seed—Has declined a fraction on account of better supply.

Emulsion of Bromoform.

Prof. Scoville suggests the following formula for a bromoform mixture, which, he claims, has the advantage of containing a minimum of alcohol (or none), admits of accurate dosage, and also of adding other medicaments if desired, and is very palatable:

Bromoform ½ dr.
 Tinct. tolu. 1 dr.
 Mucilage acacia 2 drs.
 Syrup 4 drs.
 Spearmint water q. s. ad. 2 ozs.

Place the mucilage in a bottle, add an equal volume of syrup, then add the bromoform and tincture of tolu in portions, shaking well after each addition. A thin emulsion results, to which the rest of the syrup and the mint water are to be added with agitation.

Dental Copal Varnish.

In making this it is necessary to use "soft" copal, which is soluble in ether, but "hard" copal can be made ether-soluble by heating it, when gases are evolved, and a residue remains which dissolves in ether. The proportions for dental varnish are:

Camphor 1 oz.
 Soft copal 4 ozs.
 Ether 12 ozs.
 Pulv. tragacanth 2 drs.

Cough Mixture For Calves.

Chlorodyne 4 to 6 drs.
 Glycerin 4 ozs.
 Water to make 8 ozs.

Two tablespoonfuls to be given night and morning.

Formula For Massage Cream.

In removing blackheads, strict hygienic conditions must be insisted upon. The people afflicted with comedones are those pasty complexioned individuals who seem afraid of soap and water, and to whom a rough towel, a smart walk, and other vigorous things which make for health and happiness are abhorrent.

Dr. McCall Anderson recommends washing the parts every night and morning with very hot water. Afterwards apply friction with a rough towel unless there be much inflammation about the pimples. The remedy which enjoys the greatest reputation is sulphur in some form such as:

Sulphur 1 dr.
 Glycerin 1 dr.
 Cold cream 1 oz.

To be applied freely every night, short of causing pain or inflammation.

A lotion which is much appreciated is the following:

Precipitated sulphur 2 drs.
 Camphor 10 grs.
 Gum arabic 20 grs.
 Lime water 2 ozs.
 Rose water 2 ozs.

Shake the bottle and apply at bedtime, and in the morning remove the sulphur without wetting the skin. The use of any remedy must be stopped if it inflames the skin, and begun again when the inflammation subsides. While the inflammation continues, the person should wash with ichthyol soap.

John Morley.

Tasteless Cod Liver Oil.

1.
 Syr. hypophos. comp. 2 ozs.
 Fl. ext. wild cherry 2½ ozs.
 Ext. malt 1 oz.
 Alcoholic ext. cod liver oil 4 ozs.
 Alcohol 1¼ ozs.
 Fl. ext. cassia ½ oz.
 Glycerin 2 ozs.
 Simple syrup 3½ ozs.

The alcoholic extract of cod liver oil is prepared by extracting the oil with 90 per cent. alcohol and then evaporating the alcohol, which gives an extract known as morrhual, and claimed to represent all of the valuable properties of cod liver oil.

Wine of Cod Liver Oil.

2.
 Gaduol 64 grs.
 Alcohol 4 drs.
 Syrup 2 ozs.
 Fuller's earth 4 drs.
 Port wine, q. s. ad. 1 pt.

Mix the gaduol with the alcohol and add the Fuller's earth; rub well together, then add the syrup and wine. Let stand a day or so, shaking occasionally, then filter.

Aniseed Balsam.

Oil aniseed 20 dps.
 Rectified spirit 1 oz.
 Vinegar squill 2 ozs.
 Vinegar ipecacuana 1 oz.
 Liquid ext. liquorice 3 ozs.
 Treacle 1 lb.
 Chloroform water to make 40 ozs.

Mix in the above order.
 Dose: Half to a whole teaspoonful for children; a dessert spoonful for adults.

Influenza Mixture.

Tr. quinae ammon. 1½ ozs.
 Tr. camph. co. 1 oz.
 Tr. acniti. 1 dr.
 Tr. lavand. co. 3 drs.

Dose: Half to one teaspoonful in a wineglassful of water.

New Method Preparing Potass. Cyanide.

Dr. Edmund O'Neill makes potassium cyanide from atmospheric air, using a simple apparatus by which gas from petroleum or coal is mixed with atmos-

pheric air, four-fifths of which is nitrogen. Subject to the influence of an electric arc, hydrocyanic acid results; this, when treated with potash, becomes potassium cyanide. The cost of the material is small and the energy necessary to produce the combination is inexpensive. Under present methods it costs 25 cents a pound to produce potassium cyanide; according to Prof. O'Neill's, it costs 5 cents a pound.

Black Cement For Wood or Metal.

A black cement of great tenacity, which will answer equally well for wood or metals, may be made by mixing antimony sulphide and precipitated chalk with waterglass. The proportions of the two solids may be varied so as to make a cement varying from light brown to deep black. When the cement has set, remove all superfluous matter either by filing or scraping, and burnish with an agate burnisher.

Pine Forest Cologne.

Spirit rose geranium 7½ ozs.
 Oil pinus picea 4 ozs.
 Oil Australian eucalyptus 1 oz.
 Tr. ambergris 1 oz.
 Tr. civet 1 oz.
 Oil Mitcham lavender ½ oz.
 Oil bergamot ½ oz.
 Oil lemon ½ oz.
 Rectified spirit 112 ozs.

Costa Rica Water.

Ext. jacin. 16 ozs.
 Spirit vanillin 4 ozs.
 Oil ylang-ylang 3 ozs.
 Tr. ambergris 1 oz.
 Tr. musk 1 oz.
 Otto rose 1 oz.
 Oil neroli petale 1½ oz.
 Rectified spirit 112 ozs.

If you expect to do anything to make people remember you, it is time to get at it. St. Peter is not going to issue any rain checks.

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

Hammocks Fishing Tackle Marbles Base Balls Rubber Balls

Wait to see our line before placing orders.

Grand Rapids Stationery Co.
 79 N. Ionia St., Grand Rapids, Michigan

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—Morphine, Quinine, Sal Rochelle, Turpentine.
Declined—Menthol.

Acidum			Conium Mac.			Sellae Co.		
Aceticum, \$	60	8	Copaiba	1 150	1 25	Toluca	50	50
Benzolcum, German.	70	75	Cubebe	1 300	1 35	Prunus virg.	50	50
Boracic	17	17	Erechtithos	1 500	1 60	Tinctures		
Carbolicum	22	27	Erigeron	1 000	1 10	Aconitum Napellus R	50	50
Citricum	40	42	Faultheria	2 300	2 40	Aconitum Napellus F	50	50
Hydrochlor.	30	5	Gossypii, ounce.	500	60	Aloes	50	50
Nitricum	80	10	Hedera	1 800	2 00	Aloes and Myrrh.	50	50
Oxalicum	120	14	Juniper	1 800	1 85	Arnica	50	50
Phosphoricum, dil.	50	53	Lavandula	1 500	1 55	Assafoetida	50	50
Salicylicum	1 10	1 20	Limonis	1 150	1 25	Atropine Belladonna.	50	50
Sulphuricum	30	40	Mentha Piper	5 500	5 60	Aurant Cortex.	50	50
Tannicum	1 10	1 20	Mentha Verid.	5 000	5 50	Benzoin Co.	50	50
Tartaricum	30	40	Morruae, gal.	2 500	2 75	Cantharides	50	50
Ammonia			Myrica	4 000	4 50	Capivi	50	50
Aqua, 16 deg.	40	6	Olive	750	3 00	Cardamon	50	50
Aqua, 20 deg.	60	8	Pisces Liquidia	100	12	Cardamon Co.	50	50
Carbonas	130	15	Pisces Liquidia, gal.	900	98	Castor	50	50
Chloridum	120	14	Ricina	900	98	Catechu	50	50
Aniline			Rosmarini	1 000	1 00	Cinchona	50	50
Black	2 000	2 25	Rosa, ounce.	6 500	7 00	Cinchona Co.	50	50
Brown	800	1 00	Succini	400	45	Columba	50	50
Red	450	50	Sabina	900	1 00	Cubeba	50	50
Yellow	2 500	3 00	Santal	2 750	7 00	Cubeba	50	50
Baccae			Sassafras	500	60	Cassia Acutifol.	50	50
Cubebe, po. 25	22	24	Sinapis, ess., ounce.	1 500	1 60	Cassia Acutifol Co.	50	50
Juniperus	60	7	Tigil	400	50	Digitalis	50	50
Xanthoxylum	30	35	Thyme	1 500	1 60	Ergot	50	50
Balsamum			Thyme, opt.	1 500	1 60	Ferri Chloridum	50	50
Copaiba	50	55	Theobromas	150	20	Gentian	50	50
Peru	60	70	Potassium			Gentian Co.	50	50
Terabin, Canada	60	65	Bi-Carb.	150	18	Gulaca	50	50
Tolutan	45	50	Bichromate	150	18	Gulaca	50	50
Cortex			Bromide	150	18	Hocycamus	50	50
Abies, Canadian.	18	18	Carb	150	18	Iodine	50	50
Cassia	12	12	Chlorate, po. 17@19	180	18	Iodine, colorless.	50	50
Cinchona Flava	18	18	Cyanide	340	38	Kino	50	50
Eunomus atropurp.	30	30	Iodide	2 300	2 40	Lobelia	50	50
Myrica Cerifera, po.	20	20	Potassa, Bitart, pure	280	30	Myrrh	50	50
Prunus Virgin.	12	12	Potass Nitras, opt.	70	10	Nux Vomica	50	50
Quillaja, gr'd.	12	12	Potass Nitras	60	8	Opil, comphorated.	50	50
Sassafras, po. 15	12	12	Prussiate	230	26	Opil, deodorized.	50	50
Sassafras, po. 20, gr'd	12	12	Sulphate po.	150	18	Quassia	50	50
Extractum			Radix			Rhatany	50	50
Glycyrrhiza Glabra	240	30	Aconitum	200	25	Rhel	50	50
Glycyrrhiza, po.	280	30	Althea	300	35	Sanguinaria	50	50
Hematox, 15 lb. box	110	12	Anchusa	100	12	Serpentaria	50	50
Hematox, 15	130	14	Arum po.	100	12	Stramonium	50	50
Hematox, 1/4s.	140	15	Calamus	200	25	Tolutan	50	50
Hematox, 1/4s.	160	17	Gentiana	200	25	Valerian	50	50
Ferru			Glycyrrhiza, po. 15	120	15	Veratrum Veride.	50	50
Carbonate Precip.	15	15	Hydrastis Can.	160	18	Zingiber	50	50
Citrate and Quina.	2 25	2 25	Hydrastis Can.	160	18	Miscellaneous		
Citrate Solis	75	75	Hellebore, Alba, po.	120	15	Ather, Spts. Nit. F	300	35
Ferrocyanidum Sol.	15	15	Inula, po.	180	22	Ather, Spts. Nit. F	340	38
Solnt, Chloride	2	2	Ipecac, po.	2 750	2 80	Alumen	2 300	2 35
Sulphate, com'l.	2	2	Iris plox, po. 35@38	350	40	Alumen, gro'd, po. 7	30	4
Sulphate, com'l, by	80	80	Maranta, pr.	250	30	Annatto	400	50
bbl, per cwt.	80	80	Podophyllum, po.	750	1 00	Antimon, po.	400	50
Sulphate, pure	7	7	Rhel	750	1 00	Antimoniet Potass T	400	50
Flora			Rhel, cut.	750	1 00	Antipyrin	400	50
Arnica	150	18	Rhel, pv.	750	1 00	Antifebrin	400	50
Anthemisi	220	25	Spigella	350	38	Argent Nitras, oz.	400	50
Matricaria	300	35	Sanguinaria, po. 15	60	8	Balm Gilead Budd.	100	12
Folia			Serpentaria	600	70	Bismuth S. N.	1 600	1 70
Barosma	350	40	Senega	1 100	1 15	Calcium Chlor., 1s.	400	50
Cassia Acutifol, Tin-	200	25	Smlax, officinalis H.	1 100	1 15	Calcium Chlor., 1/4s.	400	50
nevelly	250	30	Sellae, M.	100	12	Calcium Chlor., 1/4s.	400	50
Cassia, Acutifol, Alix.	200	25	Symplocarpus, Fosti-	100	12	Cantharides, Rus. po	400	50
Salvia officinalis, 1/4	120	15	du, po.	100	12	Capisi Fructus, at.	400	50
and 1/4s.	120	15	Valeriana, Eng. po. 30	150	20	Capisi Fructus, po	400	50
Uva Ursi	80	10	Valeriana, German.	150	20	Capisi Fructus B, po	400	50
Gummi			Zingiber a	140	16	Caryophyllus, po. 15	120	14
Acacia, 1st picked.	60	65	Zingiber j.	250	27	Carmine, No. 40	3 000	3 00
Acacia, 2d picked.	60	65	Semen			Cera Alba	500	60
Acacia, 3d picked.	60	65	Anisum	150	18	Cera Flava	400	42
Acacia, sifted sorts.	60	65	Apium (graveleons).	150	18	Coccus	400	42
Acacia, po.	45	50	Bird, is.	40	6	Cassia Fructus	400	42
Aloe, Barb. po. 18@20	120	14	Carul	100	12	Centaria	400	42
Aloe, Cape, po. 25	60	20	Cardamon	1 250	1 75	Chloroform	500	60
Aloe, Socotri, po. 40	60	20	Corlandrum	800	100	Chloroform, squibbs	1 350	1 80
Ammoniac	550	60	Cannabis Sativa	600	70	Chondrus	200	25
Assafoetida, po. 40	550	60	Cydonium	750	1 00	Cinchonidine, P. & W	350	40
Benzoinum	500	55	Chenopodium	150	18	Cinchonidine, Germ.	350	40
Catechu, 1s.	60	13	Dipterix Odorata	1 000	1 10	Cocaine	4 800	5 00
Catechu, 1/4s.	60	13	Foeniculum	1 000	1 10	Corks, list, dis. pr. et.	75	75
Catechu, 1/4s.	60	13	Foenugreek, po.	700	9	Creta	400	42
Camphora	640	69	Lini	400	6	Creta, bbl. 75	400	42
Euphorbium, po. 35	40	40	Lini, gr'd.	400	6	Creta, prep.	400	42
Galbanum	400	45	Lobelia	1 500	1 55	Creta, rubra	400	42
Gamboge	1 250	1 35	Pharlaris Canarian.	70	8	Crocus	380	40
Gualacum, po. 35	400	45	Rapa	50	6	Cudbear	240	24
Kino	400	45	Sinapis Alba	900	10	Cupri Sulph.	600	65
Mastic	400	45	Sinapis Nigra	110	12	Dextrine	780	82
Myrrh	400	45	Spiritas			Ether Sulph.	780	82
Opil	400	45	Frument, W. D. Co.	2 000	2 50	Emery, all numbers.	800	85
Shellac	350	45	Frument, D. F. R.	2 000	2 25	Emery, po.	800	85
Shellac, bleached	400	45	Frument	1 250	1 50	Ergota	850	90
Tragacanth	700	1 00	Juniperis Co. O. T.	1 650	2 00	Flake White	120	15
Herba			Saacharum N. E.	1 750	2 00	Galla	200	25
Absinthium, oz. pkg	25	25	Spt. Vini Gall.	1 750	2 00	Gambler	80	9
Eupatorium, oz. pkg	25	25	Vini Oporto	1 250	2 00	Gelatin, Cooper	350	40
Lobelia, oz. pkg	25	25	Vini Alba	1 250	2 00	Gelatin, French	350	40
Majorum, oz. pkg	25	25	Sponges			Glassware, flint, box	75	75
Mentha Pip. oz. pkg	25	25	Florida sheeps' wool	2 800	2 75	Glue, brown	110	13
Mentha Vir. oz. pkg	25	25	Nassau sheeps' wool	2 800	2 75	Glue, white	150	15
Rue	39	39	carriage	2 500	2 75	Glycerina	170	25
Tanacetum V. oz. pkg	22	22	Velvet extra sheeps'	2 500	2 75	Grana Paradisi	250	25
Thymus, V. oz. pkg	25	25	wool, carriage	2 500	2 75	Humulus	250	25
Magnesia			Extra yellow sheeps'	2 500	2 75	Hydrarg Chlor Mite	250	25
Calcined, Pat.	550	60	wool, carriage	2 500	2 75	Hydrarg Chlor Cor.	250	25
Carbonate, 1s.	180	20	Grass sheeps' wool	2 500	2 75	Hydrarg Ox Rub'm.	250	25
Carbonate, K. & M.	180	20	carriage	2 500	2 75	Hydrarg Ammoniat	250	25
Carbonate, Jennings	180	20	Hard, for slate use.	2 500	2 75	Hydrarg Unguentum	250	25
Oleum			Yellow Reef, for	2 500	2 75	Hydrargrum	250	25
Absinthium	6 250	6 50	slate use.	2 500	2 75	Ichthyobolia, Am.	850	90
Amygdala, Dule.	500	60	Syrups			Indigo	750	80
Amygdala, Amare.	8 000	8 25	Acacia	2 500	2 75	Iodine, Resub.	3 400	3 60
Anisi	1 600	1 65	Aurant Cortex	2 500	2 75	Iodoform	3 400	3 60
Aurant Cortex	2 100	2 20	Zingiber	2 500	2 75	Lupulin	250	25
Bergamit	2 850	3 25	Ipecac	2 500	2 75	Lycopodium	650	70
Caliputi	800	85	Ferri Iod.	2 500	2 75	Mastic	850	90
Caryophyll.	750	80	Rhel Arom.	2 500	2 75	Liquor Acan et Hy-	850	90
Cedar	800	85	Smlax Officinalis	500	50	drarg Iod.	250	25
Chenopodii	2 000	2 00	Senega	2 500	2 75	Liquor Potass Arsenit	100	12
Cinnamonil	1 000	1 10	Sellae	2 500	2 75	Magnesia, Sulph.	200	25
Citronella	350	40	Drugs			Magnesia, Sulph. bbl	1 400	1 45

Drugs

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

GROCERY PRICE CURRENT

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

ADVANCED

Package Coffee
Solar Salt
Cotton Twine

DECLINED

Galvanized Oil Cans
Finned Tacks
Lima Beans

Index to Markets

By Columns

Col.		
A	Akron Stoneware	15
	Alabastine	1
	Ammonia	1
	Axle Grease	1
B	Baking Powder	1
	9th Brick	1
	Bulging	1
	Breakfast Food	1
	Brooms	1
	Brushes	1
	Butter Color	1
C	Candles	14
	Canned Goods	2
	Catsup	3
	Carbon Oils	3
	Cheese	3
	Chewing Gum	3
	Chloro	3
	Chocolate	3
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	Cocoa	3
	Cocoa Nut	3
	Cocoa Shells	3
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F	Farinaceous Goods	5
	Fish and Oysters	13
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	Fly Paper	6
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	Hides and Pelts	13
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J	Jelly	7
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	Lantern Globes	15
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	Salt Soda	9
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V	Vinegar	12
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	Wickling	13
	Woodenware	13
	Wrapping Paper	13
Y	Yeast Cake	13

2

AXLE GREASE

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

Mica, tin boxes	75	9 00
Paragon	55	6 00

BAKING POWDER

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

JAXON

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

Royal

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

BATH BRICK

American	75
English	85

BLUING

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

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

BREAKFAST FOOD

CERA NUT FLAKES	
Cases, 36 packages	4 50
Five case lots	4 40

Nutro-Crisp

The Ready Cooked
Granular Wheat Food
A Delicious Cereal Surprise

Cases, 24 1 lb. packages	2 70
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TRYABITA

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

No. 1 Carpet	2 70
No. 2 Carpet	2 25
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Parlor Gem	2 40
Common Whisk	85
Fancy Whisk	1 20
Warehouse	3 40

BRUSHES

Scrub	
Solid Back, 8 in.	45
Solid Back, 11 in.	95
Pointed Ends	85

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

Shoe

No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90

Wiens' Dustless Sweeper

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

CAN RUBBERS

Schaefer Handy Box Fruit Jar
Rubbers

Packed one dozen in a box
60 boxes in a carton (5 gross)
1 to 25 gross lots @75c per gro
25 to 50 gross lots @70c per gro
50 to 100 gross lots @65c per gro

CANNED GOODS

Apples

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

Blackberries

Standards	2 00@2 25
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Beans

Baked	80@1 90
Red Kidney	80@2 90
String	70
Wax	75@80

Blueberries

Standard	1 20
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Brook Trout

2 lb. cans, Spiced	1 90
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Clam

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

Clam Bouillon

Burnham's, 1/4 pint	1 90
Burnham's, pints	3 60
Burnham's, quarts	7 20

Cherries

Red Standards	1 30@1 50
White	1 50

Corn

Fair	90
Good	1 00
Fancy	1 40

French Peas

Sur Extra Fine	2 00
Extra Fine	1 10
Fine	1 10
Moyen	1 10

Gooseberries

Standard	90
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Hominy

Standard	80
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Lobster

Star, 1/4 lb.	2 00
Star, 1 lb.	3 60
Plonic Tails	2 40

Mackerel

Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 80
Soused, 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 50
Cove, 1 lb Oval	90

Peaches

Pie	85@90
Yellow	1 35@1 40

Pears

Standard	1 00
Fancy	1 20

Peas

Marrowfat	1 00
Early June	90@1 00
Early June Slims	1 60

Pilums

Pilums	1 60
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Pineapple

Grated	1 25@2 70
Sliced	1 35@2 50

Pumpkin

Fair	70
Good	90
Fancy	1 10
Gallon	2 50

Raspberries

Standard	1 10
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Russian Caviar

1/4 lb. cans	3 70
1/2 lb. cans	7 00
1 lb. cans	12 00

Salmon

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

Sardines

Domestic, 1/4s	35
Domestic, 1/2s	50
Domestic, Mustard	6
California, 1/4s	11@11
California, 1/2s	17@20
French, 1/4s	17@20
French, 1/2s	18@20

6

Peas	
Green, Wisconsin, bu.	1 85
Green, Scotch, bu.	1 90
Split, lb.	4
Rolled Oats	
Rolled 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

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages..... 2 00

Sago

East India..... 3 35

German, sacks..... 3 35

German, broken package..... 4

Tapioca

Flake, 110 lb. sacks..... 4 34

Pearl, 130 lb. sacks..... 3 35

Pearl, 24 1 lb. packages..... 6 34

Wheat

Cracked, bulk..... 3 34

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

1 1/2 to 2 inches..... 11

2 inches..... 15

3 inches..... 30

Cotton Lines

No. 1, 10 feet..... 5

No. 2, 15 feet..... 7

No. 3, 15 feet..... 9

No. 4, 15 feet..... 10

No. 5, 15 feet..... 11

No. 6, 15 feet..... 12

No. 7, 15 feet..... 15

No. 8, 15 feet..... 18

No. 9, 15 feet..... 20

Linen Lines

Small..... 20

Medium..... 26

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'

Highest Grade Extracts

Vanilla..... 1 20

Lemon..... 1 20

1 oz full m. 1 20 1 oz full m. 80

2 oz full m. 1 20 2 oz full m. 1 25

No. 5 fan'y 3 15 No. 5 fan'y 1 75

COLEMAN'S

HIGH FOOTE & JENKS'

EXTRACTS

Vanilla..... 1 20

Lemon..... 1 20

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..... 75

D. C. Vanilla..... 1 20

2 oz..... 1 50 2 oz..... 1 20

4 oz..... 1 50 4 oz..... 2 00

6 oz..... 2 00 6 oz..... 3 00

Taper Bottles

D. C. Lemon..... 75

D. C. Vanilla..... 1 25

2 oz..... 1 25 2 oz..... 1 60

3 oz..... 1 25 3 oz..... 2 40

4 oz..... 1 50 4 oz..... 3 00

Full Measure

D. C. Lemon..... 65

D. C. Vanilla..... 85

1 oz..... 1 10 1 oz..... 1 60

2 oz..... 1 10 2 oz..... 1 60

4 oz..... 2 00 4 oz..... 3 00

Tropical Extracts

2 oz. full measure, Lemon..... 75

4 oz. full measure, Lemon..... 1 50

2 oz. full measure, Vanilla..... 90

4 oz. full measure, Vanilla..... 1 80

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..... 6 00

FRESH MEATS

Beef

Carcass..... 4 3/4 @ 7 1/4

Forequarters..... 5 @ 5 1/4

Hindquarters..... 6 @ 5 1/4

Loins..... 8 @ 5 1/4

Ribs..... 6 1/2 @ 5 1/4

Rounds..... 5 1/2 @ 5 1/4

Chucks..... 5 @ 5 1/4

Plates..... 5 @ 5

Pork

Dressed..... 8 @ 8 1/4

Loins..... 2 @ 11 1/4

Boston Butts..... 9 @ 9 1/4

Shoulders..... 9 @ 9 1/4

Leaf Lard..... 9 @ 9 1/4

7

Mutton	
Carcass.....	6 @ 8
Lamb.....	9 1/2 @ 1
Veal	
Carcass.....	6 1/2 @ 8 1/4

GELATINE

Knox's Sparkling, pr gross..... 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 lb bale..... 15 1/4

Amoskeag, less than bale..... 15 1/4

GRAINS AND FLOUR

Wheat..... 73

Winter Wheat Flour

Local Brands

Patents..... 4 30

Second Patent..... 3 80

Straight..... 3 80

Second Straight..... 3 80

Clear..... 3 15

Graham..... 3 30

Buckwheat..... 5 00

Rye..... 3 00

Subject to usual cash dis-

count.....

Flour in bbls., 25c per bbl. ad-

dional.....

Worden Grocer Co.'s Brand

Quaker 1/2s..... 3 90

Quaker 3/4s..... 3 80

Quaker 1s..... 3 90

Spring Wheat Flour

Clark-Jewell-Weils Co.'s Brand

Pillsbury's Best 1/2s..... 4 60

Pillsbury's Best 3/4s..... 4 60

Pillsbury's Best 1s..... 4 40

Pillsbury's Best 1 1/2 paper..... 4 40

Lemon & Wheeler Co.'s Brand

Wingold 1/2s..... 4 40

Wingold 3/4s..... 4 50

Wingold 1s..... 4 20

Judson Grocer Co.'s Brand

Ceresota 1/2s..... 4 60

Ceresota 3/4s..... 4 40

Ceresota 1s..... 4 30

Worden Grocer Co.'s Brand

Laurel 1/2s..... 4 40

Laurel 3/4s..... 4 30

Laurel 1s..... 4 20

Laurel 1 1/2 paper..... 4 20

Meal

Bolton..... 2 70

Granulated..... 2 80

Feed and Millstuffs

St. Car Feed screened..... 19 50

No. 1 Corn and Oats..... 19 00

Corn Meal, coarse..... 13 50

Corn Meal, fine old..... 19 00

Winter Wheat Bran..... 19 00

Winter Wheat Middlings..... 21 00

Cow Feed..... 20 00

Screenings..... 19 00

Oats

Car lots..... 39 7

Corn

Corn, car lots, new..... 48 1/4

Hay

No. 1 Timothy car lots..... 9 50

No. 1 Timothy ton lots..... 12 00

HERBS

Sage..... 15

Hops..... 15

Laurel Leaves..... 15

Menna Leaves..... 15

INDIGO

Madras, 5 lb. boxes..... 25

S. F., 2, 3 and 5 lb. boxes..... 50

JELLY

5 lb. palls, per doz..... 1 85

15 lb. palls..... 35

30 lb. palls..... 67

LICORICE

Pure..... 30

Calabria..... 23

Sticky..... 14

Root..... 11

LYE

Eagle Brand

High test powdered lye.

Single case lots.

10c size, 4 doz cans per case 3 50

Quantity deal.

Condensed, 2 doz..... 1 20

Condensed, 4 doz..... 2 25

MALT FOOD

MALT-OLA

Cases, 12 packages..... 1 35

Cases, 36 packages..... 4 05

MEAT EXTRACTS

Armour's, 2 oz..... 4 45

Armour's, 4 oz..... 8 20

Liebig's, Chicago, 2 oz..... 2 95

Liebig's, Chicago, 4 oz..... 5 50

Liebig's, imported, 2 oz..... 4 85

Liebig's, imported, 4 oz..... 8 50

MOLASSES

New Orleans

Fancy Open Kettle..... 40

Choice..... 35

Fair..... 26

Good..... 22

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz..... 1 75

Horse Radish, 2 doz..... 3 50

Bayle's Celery, 1 doz.....

8

METAL POLISH	
Domestic	
Carolina head.....	7
Carolina No. 1.....	6 1/4
Carolina No. 2.....	6
Broken.....	3 1/2

ORDER

SEARCH

METAL POLISH

BRASS COPPER NICKEL STEEL TIN.

REMOVES ALL RUST

APPLY GOLD CLOTH

WIP OFF WITH DRY SOFT CLOTH

OR CHAMFER

MC COLLOM MFG CO.

MADE IN U.S.A.

Sold by all jobbers or write man-

ufacturers.

Packed 1 dozen in case.

Paste, 3 oz. box, per doz..... 75

Paste, 5 oz. box, per doz..... 1 25

Liquid, 4 oz. bottle, per doz..... 1 00

Liquid, 1/2 pt. can, per doz..... 1 00

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

Search Bar Polish.

1 lb. sifters, per doz..... 1 75

OLIVES

Bulk, 1 gal. kegs..... 1 35

Bulk, 3 gal. kegs..... 1 10

Bulk, 5 gal. kegs..... 1 05

Manzanilla, 7 oz..... 80

Queen, pin..... 2 35

Queen, 10 oz.....

12	13	14
Lubetsky Bros. brands B. L. Daily Mail, 5c edition. 35 00 Fine Cut Cadillac. 54 Sweet Loma. 33 Hiawatha, 5 lb. palls. 56 Hiawatha, 10 lb. palls. 54 Telegram. 22 Pay Car. 21 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 Plug Red Cross. 82 Palo. 31 Kyo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 32 Standard Navy. 36 Spear Head, 8 oz. 41 Spear Head, 4 oz. 43 Nobby Twist. 48 Jolly Tar. 36 Old Honesty. 42 Toddy. 33 J. T. 36 Piper Heldstock. 61 Boot Jack. 78 Honey Dip. 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. 26 I X L, 16 oz. palls. 30 Honey Dew. 35 Gold Block. 35 Flagman. 38 Chips. 32 Kilo Dried. 21 Duke's Mixture. 38 Duke's Cameo. 41 Myrtle Navy. 39 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. palls. 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 Fore-X-XXX. 28 Good Indian. 23 Self Binder. 20-22 Silver Foam. 34 TWINE Cotton, 3 ply. 18 Cotton, 4 ply. 18 Jute, 2 ply. 12 Hemp, 3 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 64 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 5c. 4 00 Kirkoline, 24 lb. 3 90 Pearl Line. 2 75 Soapine. 4 10 Babbitt's 1776. 3 75 Roseline. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 80 Scourine. 3 50 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 25 No. 2, per gross. 40 No. 3, per gross. 55 WOODENWARE Baskets Bushels. 1 25 Bushels, wide band. 1 25 Market. 30 Splint, large. 6 00 Splint, medium. 5 00 Splint, 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. 29 No. 2, complete. 19 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 65	Mop Sticks Trojan spring. 90 Eclipse patent spring. 85 No. 1 common. 75 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 Palls 2-hoop Standard. 1 50 3-hoop Standard. 1 65 Mouse, wood, 6 holes. 45 3-wire, Cable. 1 60 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 40 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 80 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, tin, 5 holes. 70 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 25 17 in. Butter. 1 75 19 in. Butter. 4 25 Assorted 13-15-17. 1 75 Assorted 15-17-19. 3 00 WRAPPING PAPER Common Straw. 1 1/4 Fiber Manila, white. 3 1/4 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 1/4 Butcher's Manila. 2 3/4 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 YEAST CAKE Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH White fish. 10 1/2 Trout. 10 1/2 Black Bass. 11 1/2 Halibut. 12 Cliscos or Herring. 5 Bluefish. 11 1/2 Live Lobster. 25 Rolled Lobster. 27 Cod. 10 Haddock. 8 No. 1 Pickerel. 8 1/4 Pike. 7 Perch. 7 Smoked White. 12 1/4 Red Snapper. 10 Col River Salmon. 15 Mackerel. 19 1/2 OYSTERS Bulk F. H. Counts. 1 75 Extra Selects. 1 50 Selects. 1 40 Baltimore Standards. 1 15 Standards. 1 10 Cans F. H. Counts. 35 Extra Selects. 27 Selects. 23 Perfection Standards. 22 Anchors. 20 Standards. 18 HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 6 Cured No. 1. 8 1/4 Cured No. 2. 7 1/4 Calfskins, green No. 1. 10 Calfskins, green No. 2. 8 1/4 Calfskins, cured No. 1. 11 Calfskins, cured No. 2. 9 1/4 Steer hides 60 lbs. or over. 10 Calves hides 60 lbs. or over. 8 1/4 Pelts Old Wool. 5 1/2 Lamb. 5 1/2 Shearlings. 4 1/2 Tallow No. 1. 5 1/4 No. 2. 4 1/4 Wool Washed, fine. 20 Washed, medium. 22 Unwashed, fine. 15 Unwashed, medium. 16	CANDIES Stick Candy Standard. 7 Extra H. H. 7 Standard Twist. 8 Cut Loaf. 9 Jumbo, 32 lb. Extra H. H. 7 1/4 Boston Cream. 10 1/4 Best P. 9 Mixed Candy Grocers. 6 Competition. 7 Special. 7 1/4 Conserve. 7 1/4 Royal. 8 1/4 Ribbon. 9 Broken. 8 Cut Loaf. 8 1/4 English Rock. 9 Kindergarten. 8 1/4 Bon Ton Cream. 9 1/4 French Cream. 10 Dandy Pan. 10 Hand Made Cream. 11 1/4 Crystal Cream mix 13 Fancy-In Pails Champ. Crys. Gums. 8 1/4 Pony Hearts. 15 Fairy Cream Squares. 12 Fudge Squares. 12 Peanut Squares. 11 Sugared Peanuts. 9 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 13 1/4 Quintette Choc. 12 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperials. 9 Ital. Cream Opera. 12 Ital. Cream Bonbons. 11 20 lb. palls. 11 Molasses Chews, 15 lb. cases. 12 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 2 50 Peppermint Drops. 2 60 Chocolate Drops. 2 60 H. M. Choc. Drops. 2 85 H. M. Choc. Lt. and Dk. No. 12. 4 00 Gum Drops. 2 35 O. F. Licorice Drops. 2 80 Lozenges, plain. 2 55 Lozenges, printed. 2 60 Imperials. 2 55 Mottos. 2 60 Cream Bar. 2 55 Molasses Bar. 2 55 Hand Made Cream. 80 Cream Buttons, Pep. and Wint. 2 65 String Rock. 2 65 Wintergreen Berries. 2 60 FRUITS Oranges Florida Russett. 2 Florida Bright. 2 65 Fancy Navel. 2 85 Extra Choice. 2 Late Valencia. 2 Seedlings. 2 Medt. 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 00 Messina 300s. 3 50 Messina 300s. 3 50 Bananas Medium bunches. 1 50 Large bunches. 2 00 Foreign Dried Fruits Figs Californias, Fancy. 2 Cal. pkg. 10 lb. boxes. 2 10 Extra Choice, Turk. 10 lb. boxes. 2 Fancy, Turk. 12 lb. boxes. 13 1/4 Pulled, 6 lb. boxes. 2 Naturals, in bags. 2 Dates Fards in 10 lb. boxes. 2 64 Fards in 60 lb. cases. 5 lb. cases, new. 2 Sals, 60 lb. cases. 2 44 NUTS Almonds, Tarragona. 2 16 Almonds, Ivica. 2 Almonds, California, soft shelled. 15 1/2 Brazil. 11 1/4 Filberts. 12 Walnuts, Grenoble. 15 Walnuts, soft shelled. Cal. No. 1, new. 2 Table Nuts, fancy. 13 1/4 Pecans, Med. 11 Pecans, Ex. Large. 12 Pecans, Jumbos. 13 Hickory Nuts per bu. 2 Ohio, new. 2 Cocoanuts, full sacks. 23 50 Chestnuts, per bu. 2 Peanuts—new crop Fancy, H. P. Suns. 4 1/2 Fancy, H. P. Suns. Roasted. 6 Choice, H. P. Jumbo. 7 Choice, H. P. Jumbo. Roasted. 8 Span. Shld No. 1 n/w. 5 1/4

Our Catalogue is "Our Drummer"

It lists the largest line of general merchandise in the world.

It is the only representative of one of the six largest commercial establishments in the United States.

It sells more goods than any four hundred salesmen on the road—and at 1-5 the cost.

It has but one price and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued. No discount sheets to bother you.

It tells the truth, the whole truth and nothing but the truth.

It never wastes your time or urges you to overload your stock.

It enables you to select your goods according to your own best judgment and with freedom from undue influence.

It will be sent to any merchant upon request. Ask for catalogue J.

Butler Brothers

230 to 240 Adams St.,
Chicago

We Sell at Wholesale Only.

EVIDENCE

BETTER THAN ELOQUENCE

It is easy for millers to claim, as many of them do, the best flour in the world, but that is no proof of quality. It is safer to rely on the opinions of those who use it.

To sell it a miller must speak well of his flour, and to use it continuously consumers must think well of it. Constantly increasing demand even at the high price at which it sells, proves better than anything else could, the superiority of Ceresota flour.

Northwestern Consolidated

Milling Co.,

Minneapolis, Minn.

Judson Grocer Company,

Distributors for
Western Michigan

Cheaper Than a Candle

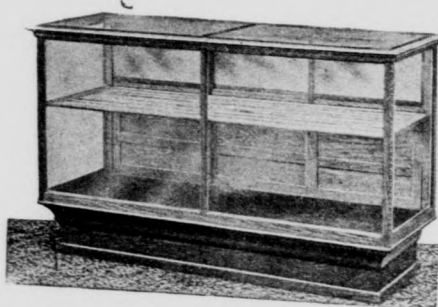
and many 100 times more light from
Brilliant and Halo
Gasoline Gas Lamps
Guaranteed good for any place. One
agent in a town wanted. Big profits.
Brilliant Gas Lamp Co.
42 State Street, Chicago Ill.

ELECTROTYPES

DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO. GRAND RAPIDS, MICH.

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.

Live Merchants

Handle our goods because they are
trade-winners and profit-makers.

STANDARD D CRACKERS

are recognized everywhere as the
standard of excellence.

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

Not in the Trust.

15

Hardware Price Current

STONEWARE	
Butters	
1/4 gal., per doz.	48
1 to 6 gal., per gal.	6
8 gal. each	52
10 gal. each	56
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 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.	4 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 96
No. 2 Sun.	2 92
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.	1 86
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, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.	4 60
No. 2 Sun, wrapped and labeled.	5 30
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 30
1 gal. galv. iron with spout, per doz.	1 50
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	5 00
5 gal. Tilted cans.	7 00
5 gal. galv. iron Nacefas.	9 00
LANTERNS	
No. 0 Tubular, side lift.	4 75
No. 1 B Tubular.	7 25
No. 15 Tubular, dash.	7 25
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	13 50
No. 3 Street lamp, each.	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/4-inch wide, per gross or roll.	18
No. 1, 1/2-inch wide, per gross or roll.	24
No. 2, 1 inch wide, per gross or roll.	34
No. 3, 1 1/4 inch wide, per gross or roll.	53
COUPON BOOKS	
50 books, any denomination.	1 50
100 books, any denomination.	2 50
500 books, any denomination.	11 50
1,000 books, any denomination.	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.	1 50
100 books.	2 50
500 books.	11 50
1,000 books.	20 00
Credit Checks	
500, any one denomination.	2 00
1,000, any one denomination.	3 00
2,000, any one denomination.	5 00
Steel punch.	75

Ammunition	
Caps	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	80
Cartridges	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75
Primers	
No. 2 U. M. C., boxes 250, per m.	1 40
No. 2 Winchester, boxes 250, per m.	1 40
Gun Wads	
Black edge, Nos. 11 and 12 U. M. C.	60
Black edge, Nos. 9 and 10, per m.	70
Black edge, No. 7, per m.	80
Loaded Shells	
New Rival—For Shotguns	
No. Dr. of Powder	Size Shot Gauge
120 4 1 1/2 10 10	2 90
129 4 1 1/2 9 10	2 90
128 4 1 1/2 8 10	2 90
126 4 1 1/2 6 10	2 90
125 4 1 1/2 5 10	2 95
154 4 1 1/2 4 10	3 00
200 3 1 10 12	2 50
208 3 1 8 12	2 50
236 3 1 6 12	2 65
265 3 1 5 12	2 70
264 3 1 4 12	2 70
Discount 40 per cent.	
Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64
Gunpowder	
Kegs, 25 lbs., per keg.	4 90
1/4 kegs, 12 1/2 lbs., per 1/4 keg.	2 30
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 60
Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1 50
Augurs and Bits	
Snell's.	60
Jennings genuine.	25
Jennings' Imitation.	50
Axes	
First Quality, S. B. Bronze.	6 50
First Quality, D. B. Bronze.	6 50
First Quality, S. B. S. Steel.	7 00
First Quality, D. B. Steel.	10 50
Barrows	
Railroad.	13 00
Garden.	29 00
Bolts	
Stove.	70
Carriage, new list.	60
Plow.	50
Buckets	
Well, plain.	4 00
Butts, Cast	
Cast Loose Pin, figured.	70
Wrought Narrow.	60
Chain	
1/4 in. 5-16 in. 1/2 in. 3/4 in.	
Com. 7 c. 6 c. 5 c. 4 1/2 c.	
BB. 8 1/2 7 1/2 6 1/2 5 1/2	
BBB. 8 3/4 7 3/4 6 3/4 5 3/4	
Crowbars	
Cast Steel, per lb.	5
Chisels	
Socket Firmer.	65
Socket Framing.	65
Socket Corner.	65
Socket Slicks.	65
Elbows	
Com. 4 piece, 6 in., per doz.	net 75
Corrugated, per doz.	1 25
Adjustable.	40 10
Expansive Bits	
Clark's small, \$18; large, \$28.	40
Ives' 1, \$18; 2, \$24; 3, \$30.	25
Files—New List	
New American.	70 10
Nicholson's.	70
Heller's Horse Rasps.	70
Galvanized Iron	
Nos. 16 to 20; 22 and 24; 26 and 28; 27.	28
List 12 13 14 15 16.	17
Discount, 70	
Gauges	
Stanley Rule and Level Co.'s.	60 10
Glass	
Single Strength, by box.	90
Double Strength, by box.	90
By the Light.	90
Hammers	
Maydole & Co.'s, new list.	dis 33 1/2
Verkes & Plumb's.	40 10
Mason's Solid Cast Steel.	30c list 70
Hinges	
Gate, Clark's 1, 2, 3.	dis 60 10
Hollow Ware	
Pots.	50 10
Kettles.	50 10
Spiders.	50 10
Horse Nails	
Au Sable.	dis 40 10
House Furnishing Goods	
Stamped Tinware, new list.	70
Japaned Tinware.	20 10
Iron	
Bar Iron.	2 25 c rates
Light Band.	3 c rates
Knobs—New List	
Door, mineral, jap. trimmings.	75
Door, porcelain, jap. trimmings.	85
Lanterns	
Regular 6 Tubular, Doz.	5 00
Warren, Galvanized Fount.	00

\$4.00 Net Profit

For Every

Merchant

Who Sells

Mothers Rice

100 "ONE POUND" Pockets to Bag

RETAILS "10c"

No loss by cut or torn bags

DISTRIBUTORS:

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

Orme & Sutton Rice Co.

Chicago

New Orleans

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

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

HAVE ONE OF THE BEST WATER POWER flouring mills in Michigan, located in Wayne county; have 500 horse-power going to waste; desire to form a stock company to manufacture breakfast foods in connection with the milling business, which alone will pay good interest on the whole investment; or will sell the surplus power for other manufacturing of any kind. Address 721 Fort St. W., Detroit, Mich. 155

FOR RENT—A NICE STORE BUILDING, best location, adjoining postoffice; building is 22x60, two stories; inside of store nicely painted and varnished; electric lights; nice natural wood fixtures; suitable for a general store; a good business has been conducted in this store for several years; located on the M. C. R. R. and S. H. & Eastern R. R., feeder of P. M. R. R.; 1000 inhabitants in the village and country around about thickly settled; small fruit farms surrounding it; more grapes, grape juice and grape pulp shipped from there than any railroad station in Michigan; a large grape juice factory built last year that used 600 tons of grapes; will double their capacity this year; three other grape juice factories expected to be built here this year ready for next grape crop. Will rent whole building one year or more for \$19 per month, or lower story for \$175 per year. Address No. 161, care Michigan Tradesman. 161

FOR SALE—RESTAURANT AND BAKERY; only one in town of 1,400 inhabitants; good tobacco, candy and grocery trade; good meal and lunch trade. Wish to retire. Address No. 162, care Michigan Tradesman. 162

RARE OPPORTUNITY—NEW STOCK; FINE town; eighty cents on the dollar cash. No old trash. Reason, other business. Must be sold soon if at all. One thousand dollars net gain last year. Stock \$2,500, general merchandise. Address No. 160, care Michigan Tradesman. 160

A BARGAIN—80c ON THE \$1 BUYS A NEW York racket store; stock and fixtures inventory \$2,400; must sell soon; reasons for selling. New York Racket Store, Muskegon, Mich. 159

FOR SALE—GENERAL STORE IN A LIVE little town. Splendid chance. Write for particulars. Address No. 158, care Michigan Tradesman. 158

FOR SALE AT A BARGAIN—TWO NEW stocks of millinery in good towns in central and northern parts of state; good investment; party wishing to start in business. For further information apply 158-160 Jefferson Ave., Detroit, Mich. 157

WANTED—TO EXCHANGE FOR HARD- ware stock good unnumbered city property. Address Hardware, care Michigan Tradesman. 134

MUST SELL WITHIN TWO WEEKS complete stock of dry goods at Allegan. Population about 8,000. Only two other dry goods stores. Fine location. Stock invoices about \$6,000. Will sell for 75 cents. John C. Steln, Allegan, Mich. 145

FOR SALE—SMALL STOCK OF GENERAL merchandise; store and suite of living rooms at low rent if desired. Write for particulars. L. E. Mills, Grant, Mich. 142

CHOICE 160 ACRE STOCK FARM FOR sale or trade on merchandise. A. L. Shantz, Cedar Springs, Mich. 141

THE FAMOUS AUCTIONEER HAS SOLD more stocks in more states than any other auctioneer on the road and has a trunk full of testimonials. He sells your entire stock without loss and does not ask you to sign a contract. If you want to sell out, it will pay you to write the Famous Auctioneer, 49 South Kellogg St., Galesburg, Ill. 140

FOR RENT—AN OLD-ESTABLISHED PHO- tograph gallery; reasonable; just vacated. Address No. 138, Michigan Tradesman. 138

FOR SALE—ONE ACETYLENE GAS machine complete. Runs forty twenty-five candle power light. Been used one year. Will sell at a bargain. Address Lock Box 25, Medaryville, Ind. 137

FOR SALE—GENERAL STORE AND STOCK in small town, inventorying about \$2000; also residence and other real estate. A rare chance for a man with small capital. Reason for selling, other business. Address 136 care Michigan Tradesman. 136

FOR SALE—ENTERPRISE COFFEE MILL, dried beef cutter; fire proof safe; scales; counters and cash register. Address No. 135, care Michigan Tradesman. 135

FOR SALE—FIRST-CLASS STOCK OF DRY goods, groceries, boots and shoes. Will inventory about \$10,000. Building can be rented. Lighted with acetylene gas. Must sell on account of death of owner. Address Mrs. J. E. Thurkow, Morley, Mich. 153

BUSINESS OPPORTUNITY—I WANT A partner with \$2500 to locate a butter tub factory in the Michigan Creamery District. 20 per cent on the investment assured; full investigation courted; gilt edge references. For particulars address E. R. Stowell, Portland, Ind. 152

FOR SALE—FINE TWO-STORY STORE with barn; or will exchange for general merchandise. Address 482 Washington Ave., Muskegon, Mich. 151

GENERAL MERCHANDISE STOCK FOR sale. Will invoice about \$4000; located in a good town in Northern Michigan; good cash trade. Address B. C. care Michigan Tradesman. 150

FOR SALE—\$2300 STOCK GENERAL MER- chandise, dry goods, shoes, groceries, etc.; good up-to-date stock in good live town; no better farming country in Michigan; doing good business with practically no competition; open for inspection; a bargain if taken at once. Store new, 30x70 feet in dimensions. Rent only \$8.00 per month. Address No. 149, care Michigan Tradesman. 149

JEWELRY BUSINESS FOR SALE—ONLY one in town 800 population. Stock, fixtures, tools invoice \$900. Discount for cash. Address 148 care Michigan Tradesman. 148

WANTED—TO BUY SECOND-HAND RE- frigerators medium size for household use. M. Ricketts, Cadillac, Mich. 147

WANTED—A PURCHASER FOR \$5000 stock general merchandise in country town. A money maker. Address S care Michigan Tradesman. 146

FOR SALE—\$6,000 STOCK OF GENERAL merchandise in best town in Michigan; all cash business; cheap rent; will take part cash and good improved farm in exchange. Owners give full particulars in first letter. Sharks need not answer. Address No. 117, care Michigan Tradesman. 117

FOR SALE—HARNESS SHOP, WITH stock of harness, trunks and carriages; good business; established in 1875; will sell right. Write for particulars. Address No. 116, care Michigan Tradesman. 116

FOR SALE—STOCK OF GROCERIES; BEST location in growing city of 2,000; ill health cause for selling. Address No. 115, care Michigan Tradesman. 115

NOTICE—PROPRIETORS FURNISHED competent clerks free of charge. Positions found for drug clerks. Locations furnished physicians. Correspondence solicited. Address A. S. Crew, Salem, Iowa. 114

FOR SALE—GROCERY BUILDING, LOT, stock and fixtures in booming town; good location; title A1; a snap. Reason for selling, poor health. Must retire. Address O. W. Case, Farwell, Mich. 112

WE HAVE FOR SALE TWO STORES; fine line of merchandise in one and the other store will do for hotel purposes. Income of \$125 or more for telephone exchange. No opposition. Good locality. Will be glad to hear from you. Other inducements. Address No. 122, care Michigan Tradesman. 122

\$3,000 BUYS \$5,000 STOCK OF GENERAL merchandise. New stock and first-class location. Only one other store in the town. Reason for selling, has other business. Address C. De Young, Crystal, Mich. 121

FOR SALE—GOOD MEAT BUSINESS AT inventory price, in a hustling winter and fine summer resort town. Reason for selling, going to school. Address No. 120, care Michigan Tradesman. 120

WANTED—LOCATION FOR MILLINERY store in good town in Southern or Central Michigan of 500 to 1,000 population. Address No. 124, care Michigan Tradesman. 124

HAVING CLOSED OUT MARKET, WILL sell cheap, very fancy meat cooler, 6 x 10; used one season and now: No. 1 silent chopper. Lang & Son, Jonesville, Mich. 109

DRUG STOCK FOR SALE WITH A GOOD discount. In Northern Indiana, twenty miles from Michigan State line; stock invoices about \$800. Address No. 1010, care Michigan Tradesman. 1010

FOR SALE AT A BARGAIN—ONE SIXTY horse power engine and boiler, with shingle mill complete, Perkins machine, double Knox saw, dust conveyor, jointer, bolter, elevator pony, pump, shafting, belting, etc.; also connected with same, one saw mill complete and one edger complete. Can be seen at Boyne City, Mich. Make us an offer. C. C. Folmer & Co., Grand Rapids, Mich. 102

FOR SALE—STOCK OF GENERAL MER- chandise, including, with meat market, all new goods and fine trade; near to five large factories and on main street to the country; building is 28x60; general store 40 feet, and meat department 20x28; eight fine large rooms upstairs; water and sewer connection—all accommodations needed; barn is 30x32, with place for six horses; building can be bought or rented reasonably. No broker need apply and stock only for cash. Address Store, care Michigan Tradesman. 100

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. 95

WANTED—SMALL BAZAAR STOCK LO- cated in Northern Michigan; resort region; near fine lakes. Address B., care Michigan Tradesman. 119

FOR SALE—DRUG STOCK AND FIX- tures, involving \$3,000. Good location in Polish district. Good chance for the right party. Good reason for selling. Address No. 123, care Michigan Tradesman. 123

LOCATION FOR RENT—DOUBLE STORE room on principal corner, town 1,200, Dunkirk, Ohio; excellent location for a \$1,500 stock of clothing (only one small stock in town) with boots and shoes (competition very light) and wall paper (small stock), with line of dry goods and men's furnishing goods, say \$5,000 to \$8,000 stock in all. An opportunity such as this is seldom found. Rent, \$200. Address, C. E. Wharton, Kenton, Ohio. 131

WE CAN SELL YOUR REAL ESTATE OR business, wherever located; we incorporate and float stock companies; write us. Horatio Gilbert & Co., 325 Elliott St., Buffalo. 106

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

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

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

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

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

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

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

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 \$15,000. Owner is going into manufacturing business. Address No. 44, care Michigan Tradesman. 44

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

FOR SALE—STOCK OF GENERAL MER- chandise, involving about \$3,000; located in thriving town in Central Michigan; good cheese factory and one other general store in town; good established trade; \$15,000 business done last year; building 70 feet long; good barn and salt house in connection at reasonable rent; all goods are new, no old stock. Reason for selling, other business. Address No. 130, care Michigan Tradesman. 130

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—ONLY DRUG STORE IN A town of 600 population in Southern Ohio, four miles from railroad, with two mails daily. Stock invoices \$1,800. Will sell at invoice. Store doing business of \$5,000 a year. Rent \$10 per month. Address, W. D. Jones, Clarksburg, Ohio. 126

FOR SALE—STOCK OF GROCERIES, store room and dwelling house; a good location in a good city of 5,000 population; \$4,500 buys it. Address Box 405, Union City, Ind. 132

A GREAT CHANCE TO JOIN INCORPOR- ators in new Grand Encampment Copper Co. obtain stock at less than half promotion price. If you wish to get in, write immediately for detailed information. W. W. Wemott, Colorado Bldg., Denver, Colo. 113

CHOICE FARM FOR SALE OR TRADE for merchandise. Shoe stock preferred. Lock Box 491, Shelby, Mich. 129

LATEST INVENTION OUT—VEST POCKET Bank Check Punch; nickel plated, cuts numbers out, not perforator; big profits; sells itself; in leather case; prices right. Send stamp for particulars. A. Connor, 33d St., Pittsburgh, Pa. 133

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

\$1,000 BUYS 20 SHARES MALT—TOO Flaked Food Co. stock. Owner is going to leave the State. Enquire C. H. Hoffman, 717 Michigan Trust Building, Grand Rapids, Mich. 125

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

FOR SALE—DRUG STOCK AND FIX- tures, involving about \$4,900; 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

MISCELLANEOUS

AGENTS WANTED IN EVERY TOWN IN the central states, \$3 to \$5 per day. Keyless Bank Co., 14 W. Atwater St., Detroit. 156

SALESMEN—IN IOWA, ILLINOIS, MICHIGAN, Wisconsin, Indiana, Minnesota, selling to the grocery trade, to sell fruits, vegetables, and produce as side line; liberal commission. Address L. S. Lang & Co., 120 S. Water St., Chicago. 159

SALESMAN—TRAVELING, SIDE LINE; good commission to sell our celebrated section harness pad for sore backs, necks and shoulders; used also as an ordinary pad; quick seller. Dealers write for catalogue and price list. Hartwell Harness Pad Co., 810 Marquette Bldg., Chicago, Ill. 144

WANTED—SALESMEN TO CARRY OUR spring line of rubber collars as a side line. A strong, up-to-date line. Address the Windsor Collar & Cuff Co., Windsor, Conn. 143

WANTED—POSITION BY A CHEESE- maker of long experience. E. N. Pettet, Sparta, Mich. 154

SALESMAN—WANTED, EXPERIENCED awning salesman for Indiana and Michigan; inexperienced need not apply; references required. Toledo Tent & Awning Co., Toledo, Ohio. 128

WANTED AT ONCE—REGISTERED PHAR- macist. State salary and send references. Young man preferred. F. E. Heath, Middleville, Mich. 127

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

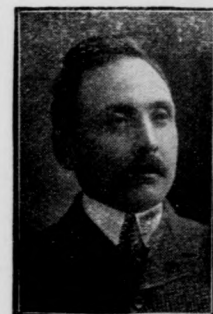
WANTED—SALESMAN TO HANDLE OUR full line on commission or salary. Address Angle Steel Sled Co., Kalamazoo, Mich. 99

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

"THE O'NEILL SALES"

absolutely sell to per cent. of your stock in a day.

Retail Selling—New Idea System



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

If you knew that we could clear your store of all old stuff and any lines you would like to eliminate and get you thousands of dollars in cash, would you try our NEW IDEA SALE?

If so, write us and we will give you full details and information.

"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

Every Cake



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

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Are the simplest, safest, cheapest
and best method of putting your
business on a cash basis. ♣ ♣ ♣

Four kinds of coupon are manu-
factured by us and all sold on the
same basis, irrespective of size,
shape or denomination. Free sam-
ples on application. ♣ ♣ ♣ ♣ ♣

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COMPANY**
GRAND RAPIDS, MICH.



**BRUNSWICK'S
EASYBRIGHT**
INSTANTANEOUS
CLEANER
CLEANS EVERYTHING.

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"It Will Pay All"

Retail Merchants to stock a case of each size of Brunswick's Easybright, and for your own use in your store for keeping your fixtures bright and clean it is well worth the price to any merchant. The samples and circulars packed in each case will make you a friend of any lady customer you favor with a free sample, and they will always use Brunswick's Easybright, as it has more merit than any and ALL other cleaners and polishers on the market. It cleans all metals, all painted or varnished woodwork, cloth fabrics, carpets, rugs and lace curtains and it contains no acid, lye or grit. For sale by all jobbers.

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

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

MICA AXLE GREASE

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

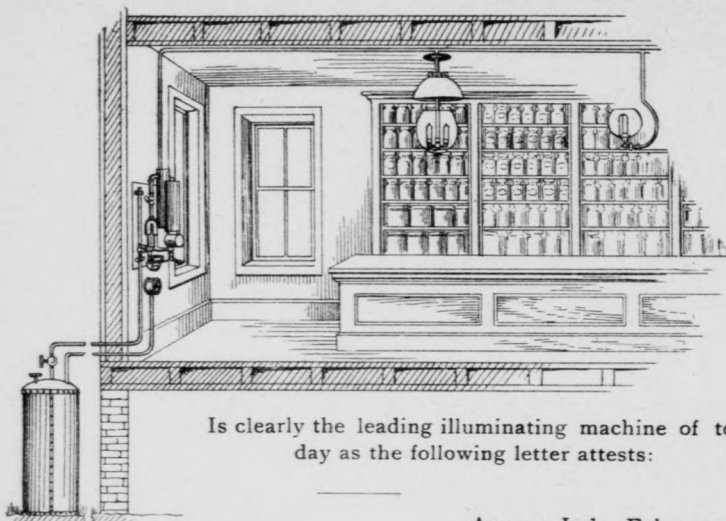
**ILLUMINATING AND
LUBRICATING OILS**

**PERFECTION OIL IS THE STANDARD
THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

THE IMPROVED Perfection Gas Generator



Is clearly the leading illuminating machine of to-day as the following letter attests:

AKRON, Ind., Feb. 25.

The Perfection Lighting system bought of you is giving the best of satisfaction. It costs me less than 6 cents an hour to run 8 arcs, which brilliantly light my store room, 44 x 110. DANIEL LEININGER.

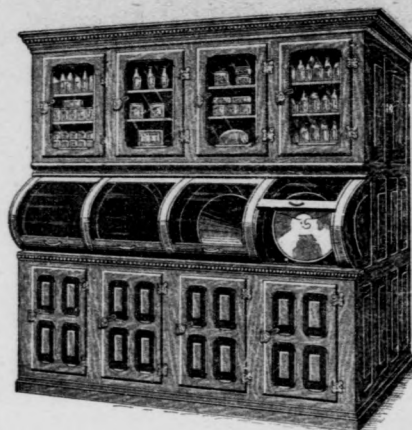
The gasoline is always placed outside the building, thereby making your machine perfectly safe.

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

BUTLER & WRAY CO.

17 S. Division Street

Grand Rapids, Michigan



Why
not have
a
new one
this year?

We mean by this, one of our Leonard Cleanable Grocer's Refrigerators in two, three, four, or five roll. Positively the finest store fixture ever made and a satisfactory investment in every way. We have sold a number of these during the past year to dealers and will gladly refer you to them as to the merits of the same. We would be pleased to have you come in and look them over in our sample room, or our salesman will call on you with catalogue and prices (a telephone message or postal will bring him).

No. 672, 2-roll; No. 673, 3-roll; No. 674, 4-roll; No. 675, 5-roll. Made of oak, antique finish, rubbed and polished. Two ice doors—one on each end. We can furnish these refrigerators (at an additional cost of \$5 net) with division, making two complete refrigerators. One or both can be used at the same time. The partition can be placed between any desired compartment, and the compartment intended for cheese will be fitted with revolving wooden slab.

DIMENSIONS:

Number	Weight	Length	Depth	Height
672	840	46	41	84
673	1120	68	41	84
674	1650	90	41	84
675	1980	112	41	84

H. Leonard & Sons, Grand Rapids, Mich.

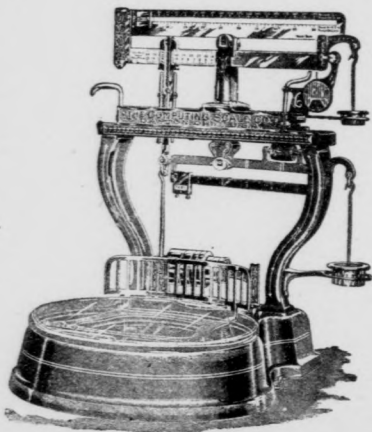
One and the Same Thing

Unconsciously you give away a part of your profits every time you give a customer Down Weight.

It may be small, but repeated dozens of times a day, hundreds of times a week, thousands of times a year, this loss represents a mighty total.

If you gave away consciously in money what you unconsciously give away in goods, you would be astonished at the wastefulness incurred by using a Pound-and-Ounce Scale.

The primary benefit derived from our Money-Weight Computing Scales is in their profit-saving. They weigh in money. You know to a fraction the value of every article you sell by weight. No inaccurate weighing. No hit or miss calculations. The SCALE does the figuring and it is infallible, which grocers, grocers' clerks and the rest of humanity are not.



Sold on easy monthly payments.
They earn their cost while you pay for them.

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Dayton, Ohio, U. S. A.

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47 State Street, Chicago.

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